



Mike Metzger

Sierra Pacific Retail Group, Inc.

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Qualification Summary

- Over 35 years of Commercial Real Estate experience.
- President and co-owner in Sierra Pacific Retail Group, Inc.
- Keen understanding of major retailer strategies, market positioning and analysis.
- Strong relationships with national retailers and shopping center developers.
- On-going market knowledge of local and regional markets in the Western United States, including California, Colorado, Utah, Oregon, Washington, Idaho and Montana.
- Worked in a “Master Broker” capacity for multi-market expansion with national retailers including PetSmart, Dick’s Sporting Goods and ULTA Beauty.

Background Experience

- Co-founded Sierra Pacific Retail Group, Inc. “SPRG” in 1998. SPRG represents major retailers throughout the Western United States and Shopping Center Developers in Northern California.
- ‘90 - ‘98 CB Richard Ellis “CBRE”, Sacramento, CA, Top Producer, focusing on strategic planning and representation of national retailers.
- ‘88 - ‘89 CBRE, Sales Manager - Sacramento, CA - overseeing over 50 sales agents with a commanding 40% market share of all brokered transactions in the Sacramento Metro Area. Part of the original CBRE’s Organizing Committee to establish a National Major Retailer Representation Group.
- ‘81 - ‘87 CBRE, Denver, Colorado - consistent Top Producer.

Education

- University of South Carolina, Bachelor of Science, Marketing

Professional Affiliation

- Member of the International Council of Shopping Centers (ICSC).

Retailers Represented

PetSmart	Home Depot Expo Design	Chili’s
Sports Authority	IKEA	Lucky Stores
ULTA Beauty	Sears	Safeway
Guitar Center	Circuit City	Sunflower Farmers Market
Five Below	Golf Galaxy	Wild Oats Market
Harkins Theater	Dick’s Sporting Goods	Toys ‘R Us
Fidelity Investments	Chick-fil-A	Levitz Furniture