



## **Executive of the Month: Q&A with Michelle Mazzone, chief operating officer for McGuire Development Company; Over 20-years of senior level management experience in the public and private sectors**

May 13, 2013 - Upstate New York

As the chief operating officer for the McGuire Development Company, Michelle Mazzone possesses more than 20-years of senior level management experience in the public and private sectors. Based on her experiences, Mazzone has a unique perspective on the most effective solutions to the challenges of generating new business opportunities, job creation and global economic growth. She is engaged in policy formation, non-profit work and unlocking potential through sustainable philanthropy.

Mazzone works with the McGuire Development senior team to administer the growth of the company's services. This includes direct oversight and management of the real estate and marketing operations as well as significant components of the division's infrastructure. She also ensures efficient coordination of duties in achieving the company's goals.

**Q:** As the new chief operating officer for McGuire Development Company, how do you plan on incorporating your diverse background and experience?

**A:** First of all, I am very excited to begin working with the amazing team already in place at McGuire Development. My responsibilities will include direct oversight and management of the operations and significant components of the division's infrastructure, also ensuring efficient coordination of duties in achieving the company's goals. I look forward to being responsible for continued improvements in McGuire Development Company's business model, as well as working on our company's senior leadership team on strategic growth initiatives and an ongoing vision of excellence for our customers.

I also plan to utilize the resources available to me through my Certified Commercial Investment Member (CCIM) designation, which is an invaluable resource to McGuire Development as well as our customers whether they be the landlord, tenant, investor or business owner. According to CCIM, only 6% of the estimated 150,000 commercial real estate practitioners nationwide hold this designation, which reflects not only the caliber of the program, but also why it is one of the most coveted and respected designations in the industry.

**Q:** How do you plan to incorporate your public sector experience?

**A:** My experience working in government allowed me the opportunity to learn more about the regulations and legislative processes that many corporations may experience when they build or move their operations into a project that includes public sector financing or economic development incentives. I feel I have a unique understanding of the challenges facing business owners, whether they are moving into the region or expanding their operations, as well as a thorough knowledge of the collaborations required to assist companies with the public incentives available through our

region's economic development entities as well. My position at McGuire Development will allow me to work with these customers to assist them with these processes.

Q: Where were you previously employed and where do you see yourself and McGuire Development Company going in the future?

A: I am very fortunate to have had an extremely diverse background, having over 20 years of senior management experience with extensive involvement in the public and private sectors. I recently held a senior position in county government where I worked on administrative and operational issues involving a budget of over \$1 billion. My responsibilities included real estate management, capital projects, policy creation, economic development projects, grants, utility aggregate and other administration initiatives. I was also a member of the Department of Health transition team, Annual Budget Committee, Lands Advisory Review Board (ARC) and the Six Sigma management team. Additionally, I was a member of the Erie Canal Harbor Corporation selection committee for the Donovan State Office Building re-development and the Buffalo & Erie County Library Re-Imagine committee.

Prior to that, I was a vice president at Ciminelli companies where I spent ten years assisting companies with their corporate real estate decisions. I am looking forward to reconnecting with some of the clients that I worked with in the past at Airport Commerce Park. Many of the existing tenants at the Park were previous clients I worked with to assist with their relocation. Airport Commerce Park was an exciting project that drew in many interested tenants due to its easy access and central location. The location was so popular, we expanded our reach to include additional buildings to the site to accommodate the interest. The draw for many clients was the ability to generate interest in employee recruitment from both the north and south towns.

In the early 1990s, I worked for the city of Buffalo's economic development agency, which at that time was modeled throughout the United States as one of the most successful city economic development entities. I am also actively involved in several community, government and education initiatives. Having been on the city of Buffalo Parking board since 2000, I am engaged in the urban parking conversation. I am also involved in the community education initiatives as a Trustee on the Erie County Community College board. I was also honored to be one of three education administrators selected by SUNY Chancellor Nancy Zimpher to represent Erie County as a member of the group charged with developing a strategic plan for New York's SUNY school system.

McGuire Development Company will give me the opportunity to work with clients from a variety of industries. My experience gives me the advantage of having a full understanding of some of the challenges they face during the growth phase of their organization. We understand that the real estate decision is one of the most important decisions a company makes. McGuire has grown so quickly because of their belief that the client comes first. McGuire has a philosophy that if the client has a positive experience, we will be part of their team throughout their corporate life cycle. They will allow McGuire to be involved with all of their real estate decisions moving forward. Repeat business referrals from customers that we have assisted in the past is the greatest testament to the way we handle business, and how committed McGuire Development is to their clients.

Q: Do you see the company growing in the near future?

A: We have a talented team of professionals here at McGuire Development, and I am excited about the opportunity to assist with the growth of the company. We are looking to continue increasing our team so that we can provide even more varied professional services to our clients. We will also continue to grow our real estate development, property management, asset management,

brokerage, tenant and landlord representation services we provide to our clients. McGuire Development Company has the potential to become one of the largest real estate development companies in Western New York, and I am thrilled to be part of the team and to help make that happen!

Michelle Mazzone is chief operating officer at McGuire Development Company, Buffalo, N.Y.

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