

Professional Summary

As a skilled facility developer and manager with over 21 years of experience in a wide variety of industries, I have a talent for developing relationships that provide organizations with exceptional strategic growth opportunities. In addition, I enjoy developing the processes, procedures and infrastructure that enables businesses to optimize the value of their assets over their economic lifecycle. It is important for me to understand the ultimate objective in my work environment so that my creativity and initiative can deliver on the desired outcomes. I love working on projects from cradle to grave in an environment that rewards superior performance and collaboration. I possess excellent communication skills.

Specific Expertise

- Site Acquisitions
- Contract Management
- Property & Facility Management
- Strategic Planning
- Budget Preparation and Management
- Risk Analysis
- Real Estate Financial Analysis
- Real Estate Research Analysis

Key Accomplishments

- While with UFA created the 5-year master plans for national expansion for all retail offerings of Petroleum cardlocks, Farm and Building supply stores and Wholesale Sports Outdoor Outfitters working with key stakeholders and research.
- Executed business plans with real estate site acquisitions, purchases of existing businesses, project management for new and existing builds and management of yearly Capital Budget (\$40M - \$62M).
- Worked with petroleum Agents (licensees) on new builds, relocations, rebuilds and maintenance of UFA (licensor) facilities.
- As independent consultant successfully prospected for contracts for telecom projects. I negotiated and executed with Landlords - Access Agreements, Point of Presence (POP) Leases/Licences, Right of Way (ROW) agreements, service level agreements (SLAs) for all contracts, dark fibre agreements, third party occupancy agreements (TPOs), rooftop agreements, land leases for wireless facilities, inbuilding wireless structures and all other contracts.
- Managed the office/facilities services department operating administration facilities. Department handled mailroom and reception services, furniture services, moves and relocation services plus maintenance of \$250 million worth of assets on leased and owned facilities.
- While with SunLife, I negotiated all new leases and renewals on behalf of the landlord. Took portfolio from 75% to 99% occupancy during unfavorable market conditions using financial leasing incentives, broker initiatives, and creative marketing.
- Negotiated new leases and renewals on behalf of the Landlord. Successfully pushed net effective rental rates up 75% during term. Involved in all aspects of property management throughout the term.

Relevant Work Experience

Real Estate Manager, United Farmers of Alberta Co-operative Limited (UFA)/Wholesale Sports, Oct. 2006 – Nov. 2009

Responsible for all site acquisitions and development for new retail offerings for petroleum, farm supply stores and Wholesale Sports locations. Facility management for \$250M of assets

Manager, Planning and Maintenance, WestJet Corporate Real Estate, Jan 2006. – Sept. 2006

Responsible for creating and implementing all policies and procedures for the newly created Real Estate Department, including preventative maintenance programs for all facilities within the network.

Real Estate Manager, Canada Safeway Limited, Jan. 2005 – Dec. 2005

Created and executed market development plans for Safeway's expansion in the Western Canada market including coordinating the work necessary to ensure major store remodels opened on time and on budget.

Property Manager, Edon Management, May 2004 – Dec. 2004

Edon Management is a third party facility management company working mainly with government contracts. As Property Manager, I oversaw a diverse portfolio of institutional properties including a morgue, substance abuse centres, senior activity centres, and residences.

Founder and Principal, Brent Berezowski Enterprises Inc., Jan. 2002 – May 2004

Provided site acquisition consulting services on behalf of Scott Telecom Services, Enmax Envision, Colliers International and Bell Mobility.

Real Estate Manager, AT&T Canada, Jan 1999 - May 2002

As Manager, Real Estate for AT&T Canada performed all facility and real estate roles and responsibilities in Alberta.

Leasing Manager Sun Life Property Management, Mar. 1996 – Dec. 1998

Responsible for all aspects of property management of Sun Life's 3.3 million square foot portfolio of class 'A' office, retail and industrial space in Calgary.

Manager. Western Canada, MD Realty Corporation, Dec 1993 - Feb 1996

Was Project manager for all tenant construction including: budgeting, tendering, design and development of small projects for MD Realty Corp. (later CREIT) portfolio of over 2 million square feet of suburban office, retail and industrial space in Alberta and Manitoba.

Lease Negotiator/Commercial Real Estate Sales, Torode Real Estate Ltd., Nov 1991 - Nov 1993

Commissioned commercial real estate representative

Partner/Sales Manager, Century 21 Aldon Real Estate Inc. Feb 1988 - Mar 1991

Partner and Sales Manager for residential real estate company of 51 sales people and 5 support staff.

Education and Continuing Development

- University Of Calgary - B.A. (Economics)
- Certified Property Management (CPM) training
- PPM training, Project Management Fundamentals - Versatile Project Management, eProjectPPM6
- Stephen Covey's 7 Habits Leadership Training Program (2008)
- Other Training - Toastmasters, Dale Carnegie Sales Training, Xerox Sales Training, People Management Training, Change Management training

Other Activities and Qualifications

- **Board of Directors, Bobsleigh Canada Skeleton** - Canada's national and Olympic sports organization for Bobsleigh and Skeleton. 2006 – present
- Alberta Real Estate Broker's License, Real Estate Council of Alberta (currently idle)