



## Gary Swedback

President & CEO

NAI Mexico (Baja)

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## Scope of Responsibilities

Mr. Swedback manages all 15 NAI Mexico offices. Established as a commercial real estate specialist in Mexico for over +25 years he has personally completed over 250 transactions, including land sales, facility leases and build to suit construction. NAI Mexico and NAI NAFTA offices have completed over 50 million square feet of office, retail, and industrial transactions. Gary Swedback became president of NAI Mexico in 1999, and established NAI NAFTA in 2002. He and his team specialize in site selection, multi-market analysis and feasibility projects for global and domestic firms in Mexico. Mr. Swedback has been interviewed and quoted in the Wall Street Journal, Site Selection, Expansion Management, Twin Plan News, Commercial Property News and the New York Times, among others. His team develops and manages the North American Site Selection Index published bi-annually in Site Selection Magazine. Mr. Swedback speaks several times each year at Mexico events such as the Mexico Logistics event, Mexico's Aerospace Industry event and Mexico's Auto Industry events.

## Background & Experience

1999 - Present: President, NAI Mexico, 1997 - 1999: Associate Director, NAI Mexico Services Group, 1992 - 1997: Associate Director, Grubb & Ellis, Mexico Services Group, 1989 - 1992: Director, Grubb & Ellis, Market Research Services, 1986 - 1989: Financial Analyst, Grubb & Ellis, Investment Properties, 1978 - 1985: U. S. Air Force.

## Professional Affiliations & Designations

2011: Eagle Award, Latin America and the Caribbean 2010: Eagle Award, Latin America and the Caribbean 2010: Presidents Award, Latin America and the Caribbean 2009: Presidents Award, Latin America and the Caribbean 2008: Fitzgerald Award, Latin America and the Caribbean 2006: Technology Award, 2005: Technology Award, 2005: William Dorsey, Site Selection Award 2004: William Dorsey, Site Selection Award NAI Mexico 2006: NAI Member of the Year, Latin America (Eagle Award) 2005: NAI Member of the Year, Latin America (Eagle Award) 2004: NAI Member of the Year, Latin America (Eagle Award) 2003: NAI Member of the Year, Member of the Year – All NAI Global Offices 2003: NAI Member of the Year, International Region 2001: NAI Member of the Year, International 2001: NAI Chairman's Award, International 2001: NAI Pioneer Award 2000: NAI Chairman's Award, Latin America - Gary Swedback, President



## Educational Background

BS, Finance, Arizona State University.

## Significant Transactions

Co-founded with two other members - NAI NAFTA, global corporate real estate services team dedicated to assisting corporate clients, worldwide. Represented clients for acquisition or disposition of over 8 million square feet of space in Mexico in 1996 - 2003. Co-founded and operated the Consultation Division during Grubb & Ellis tenure. Participated in transactions totaling over \$100,000,000 (1986 - 1989) assisting two senior brokers at G & E. Partial List of Clients represented in Mexico: Name Product Home Country Adflex - Electronic Connectors - U.S. ADI Systems - Monitors - Taiwan Alcatel SAFT - Batteries - France Allergan Pharmaceuticals U.S. Bacou - Dalloz Safety Products France Bose Corporation Speakers U.S. Campbell Soup Co. Consumer Products U.S. Carrier Corporation Air Conditioners U.S. Circle International 3rd Party Logistics U.S. Conteyor Automotive Supplies Belgium Daidong Plastic Injection Molding Korea Day Runner Personal Organizers U.S. Delta Products Monitors Taiwan Goto Denshi Voice Coils Japan Eaton Corporation Automotive U.S. El Paso Energy Gasification Project U.S. Great Western Chemical Chemical Supplies U.S. Hankook Core Metal Fabrication Korea Hazama Corp. Construction Firm Japan Hughes Network Systems Satellite Dishes U.S. Johnson Controls Seat Covers - Jeep U.S. Invensys - Fasco Fractional Motors U.K. Invensys - Powerware Power Supplies U.K. Invensys - Teccor Semiconductors U.K. Kyung-in Electronics Time Management Software Korea Television Remote Controls U.S. Leviton Mfg. Wire Cord Sets U.S. Louisiana Pacific Redwood Siding & Lumber U.S. Maxon Industries Liftgates U.S. Medtronic Mecalux Cardiac Catheters Racking U.S. Newell Rubbermaid Cookware U.S. Oriental Precision America Metal Stamping Korea Osung Electronics Television Otis Elevator Elevators U.S. Panasonic Consumer Products U.S. Panasonic - Batteries Batteries Japan Panasonic - Home Appliance Vacuum Cleaners Japan Pou Chen Garment Manufacturing Taiwan Ryerson - Tull Steel Service Center U.S. Samsung Televisions Korea Span Manufacturing Electronics / 3rd. Party Logistics Canada Sumitomo Metals Sheet Metal Japan Sunbeam Oster Household Consumer Products U.S. Thomas & Betts Electrical Components U.S. PS - Global Logistics 3rd Party Logistics U.S. W.W. Grainger Industrial Supplies U.S.