



Dan Bacani

Senior Vice President
NAI Capital - Pasadena

+1(626)204-1525

+1(626)242-7790

dbacani@naicapital.com

Scope of Responsibilities

Mr. Bacani specializes in the sales and leasing of retail, restaurant, office and downtown mixed-use properties in the San Gabriel Valley of Los Angeles County. In addition, he is especially knowledgeable about historically or architecturally significant commercial real estate. Mr. Bacani leverages his knowledge of local economic development policies, zoning laws, city government resources and Mills Act Property Tax Abatement Program to the benefit of his clients. Out-of-the-box thinking and a strong work ethic are his trademark qualities.

Background & Experience

Mr. Bacani began his sales and marketing career in 1993 in the corporate security and executive protection industry where he served as the account manager for Earthlink Network's contract security program. Mr. Bacani deployed corporate security personnel and instituted safety procedures for 7 locations nationwide.

In early 2001, Mr. Bacani transitioned to commercial real estate by joining Regus where he was part of a global leasing team tasked with filling a portfolio of class A office spaces in over 200 locations in 50 countries. Mr. Bacani personally handled the needs of such firms as Siebel Systems, Qualcomm and Seebeyond.

In 2003, Mr. Bacani helped a local broker-owner form a commercial and investment division in the West San Gabriel Valley of Los Angeles County. Within a few years, significant market share was achieved and Mr. Bacani was asked to join the National Advisory Board of Century 21 Real Estate to help guide the organization in its training, sales and marketing efforts of commercial and investment properties.

In 2009, Mr. Bacani and his top performing sales team joined NAI Capital's Pasadena, California office. He has assisted his clients with various redevelopment, mixed-use and shopping center projects demonstrating a penchant for aggressive marketing and creative deal making.

From a professional standpoint, Mr. Bacani is most passionate about helping local communities through intelligent and thoughtful real estate redevelopment of commercial corridors and central business districts which includes attracting key restaurateurs, retailers and high density housing developers. Often, historically significant properties are in a prominent area of a city which may present challenges for potential users, nearby residents and its municipality. Mr. Bacani has the demonstrated professional expertise, innate aptitude and patience in working with a unique property's stakeholders in order to help find a mutually beneficial solution. In the fourth quarter of 2015, Mr. Bacani was hired as an economic development consultant by the city of Arcadia, California in order to advise staff and its elected officials on land use issues and commercial corridor redevelopment.

Professional Affiliations & Designations

International Council of Shopping Centers (ICSC) - Member
American Industrial Real Estate Association (AIR) - Member
Azusa, California Chamber of Commerce - Past Chairman
Azusa Rotary Club - Charter President
Monrovia, California Chamber of Commerce - Member

Educational Background

Boston College H.S. (1988)
University of Southern California, Filmmaking Program (1992)
South Bay Police Reserve Academy - Class President (1995)
Rio Hondo Police Academy Module D-6 - Graduated First in Class (1998)

Significant Transactions

Advisor and Corporate Account Manager to Siebel Systems and Regus Business Centres in leasing and managing 14 office locations in North & South America

Advisor to Science Application International Corporation (SAIC) and Regus Business Centres in the lease negotiation of 20,000 SF of office space in Athens, Greece

Advisor to Xencor and BF Monrovia, LLC in the lease negotiation of 48,000 SF of office space in Monrovia, California and the subsequent sale of the asset

Advisor to Samuelson & Fetter, LLC in the strategic valuation and acquisition of properties within an 80-acre redevelopment site in the San Gabriel Valley of Los Angeles County

Advisor to Superior Computer Technology in the original acquisition, subsequent leasing and final disposition of a 6,868 SF office/retail property in Monrovia, California

Advisor to Barker Pacific Group in the lease negotiations of three sites in a mixed-use project in Monrovia, California

Advisor to Dalia's Italian Ristorante in the lease negotiation of a free standing restaurant site for ten years in Azusa, California

Advisor to Ramla USA in leasing multiple 2,900 - 6,800 SF restaurant sites in California

Advisor to the Masons of California in the disposition of architecturally significant properties in Covina and Los Angeles, California totaling over 100,000 sq. ft.