

**Randy Buss, CCIM,
SIOR**

Managing Partner

NAI Heritage

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randy@naiheritage.com**Scope of Responsibilities**

Landlord / Seller Representation Tenant / Buyer Representation
Investment Services Commercial Property Management via alliance
provider Heritage Management Corp Construction Management
Receivership & Special Asset Disposition Lease Renegotiation Valuations
via alliance provider

Background & Experience

Procter & Gamble Products Company 1991 - 2004 in Georgia, Manchester England, and Pennsylvania: Engineering and Manufacturing Management including capacity increases, domestic & international plant start-up leadership and expansions, management of site construction contractors, and converting/packaging technology and personnel. Plants ranged in size from 350 to 3,000ppl and ran 24hrs/day 7 days per week. Heritage Management Corp 2004 - Present: The leading and largest commercial property management company in Ocala, FL and surrounding counties since 1979. During this time I have managed a portfolio of commercial income producing properties of all types including office, industrial and retail. Conducted all lease administration and negotiations. Over the years increased company market share by forming a department for non-managed Seller/Landlord Lease & Sale Representation. This evolved into Tenant/Buyer Representation. As the Client base grew more diverse and the market changed, it became necessary to keep the management capabilities within Heritage Management Corp. and create a separate entity with new tools, reach and capability named NAI Heritage. NAI Heritage 1/1/11 - Present. NAI Heritage provides brokerage services to the public and is the alliance brokerage service provider for properties managed by Heritage Management Corp.

Professional Affiliations & Designations

Member of the Ocala Marion County Economic Development Corporation
Member of the Marion County Chamber of Commerce Member of the
Business Development Subcommittee Rotary Club of Ocala Sunset.
Various officer positions including past President. Received Rotarian of the
Year. Business Networking International (BNI) Leadership Team (President
2019). Winner of Most Notable Networker award. CCIM - October 2015,
SIOR - June 2019.

Educational Background

University of South Florida - Bachelor of Science Mechanical Engineering (BSME), 1991

Significant Transactions

Government and private lease negotiations.