



IREM Institute of Real Estate Management

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ANTHONY W. (Tony) SMITH is Regional Vice Chairman of the CB Richard Ellis Mid-South Region, AMO, with offices in Norfolk, Richmond, and Charlottesville, Virginia and Charlotte, Raleigh, and Greensboro, North Carolina. The firm manages and leases over 30,000,000 square feet of office, business center, and retail properties in the Virginia and Carolina markets. Mr. Smith provides strategic and operational guidance to the company, as well as providing asset management, development and financing services in his role as Senior Vice President of Robinson Development Group, Inc., having arranged and closed over \$700,000,000 in debt and equity financings over the last twenty years. He has served as project manager for over 1,000,000 square feet of speculative and build-to-suit projects, including Battlefield Corporate Center, Riverside Commerce Center and Park Central, and has consistently delivered projects on time and under budget.

Mr. Smith entered the real estate business in 1982 as a lender with North Carolina National Bank (now Bank of America). He has an undergraduate degree in Economics from Davidson College and a Masters in Business Administration from the Darden School at the University of Virginia. Mr. Smith has been active in teaching since he entered the business. In addition to teaching Course 400, *Managing Real Estate as an Investment* (now the *Asset Management Series* - ASM 603, 604, 605) for the Institute of Real Estate Management (IREM), he has taught Real Estate Finance for Old Dominion University and a customized course in property and asset management for Morgan Stanley Real Estate – Japan. He currently serves on the Board of the Old Dominion University Center for Real Estate and Economic Development, the Hampton Roads Economic Development Alliance and the Suffolk Center for Cultural Arts.

Mr. Smith has been actively involved in IREM for years. He served in various officer capacities for the Virginia Tidewater Chapter, culminating in the chapter presidency in 1994. He was also recognized as that chapter's "CPM of the Year" in 1993. Nationally, he was recognized as an award winner for an article published in the *Journal of Property Management* and was the 1996 Chairman of the Journal of Property Management Committee. Mr. Smith has served in numerous leadership roles at the national level, most recently serving as the international President for 2004 and 2005, representing IREM's 17,000 members throughout the world. While President, he visited members in over 22 states and 12 countries.



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