



BLANCA M. HARRISON

Pacific Asset Advisors, Inc.
President / Designated Broker
600 108th Avenue NE, Suite 530
Bellevue, WA 98004

EDUCATION:

Northwest Center for Professional Education

Managing Commercial Properties – Annually, 1992-1999
Drafting and Negotiating Commercial Leases – 1985, 1988, 1991, 1995, 1997
Commercial Property Management – 1985, 1998, 1999
Practical Bookkeeping for the Closely Held Business – 1985

I.R.E.M.

Commercial Property Management – Annually, 1985-1999

I.C.S.C.

University of Shopping Centers – Annually, 1986-1999
National Convention / Workshops – Annually, 1985-1999
ICSC Property Management I Institute – 1987
ICSC Property Management II Institute – 1988
ICSC Property Management Leasing Institute – Annually, 1987-1999

Continuing Legal Education (CLE)

Commercial Lease Enforcement – Annually, 1986-1999
Candidate for C.P.M. (Certified Property Manager) designation
Contract Law

Continuing Real Estate Education

Broker Certification – Washington State – 1992
60 Total Clock Hours – Annually, 1991-1999
Real Estate Appraisal
Real Estate Finance
Brokerage Law
Agency Law

CAREER HISTORY:

Pacific Asset Advisors, Inc.

600 108th Avenue NE, Suite 530
Bellevue, WA 98004

President / Designated Broker
October 1997 – Present

Founding partner of a company specializing in shopping center acquisition, project leasing and property management with a focus on LANDLORD representation. Pacific Asset Advisors' portfolio is in excess of over 5,000,000 square feet listed and under property management in the Puget Sound Region. Pacific Asset Advisors, Inc. was name #11 overall in the Puget Sound area in the ***Puget Sound Business Journal's*** List of Commercial Property Mangers Book of Lists (2009).

Seattle Pacific Realty, Inc.

1904 Third Avenue, Suite 710
Seattle, WA 98101

March 1981 – October 1997

Responsible for the creation, growth and ongoing management of the SeaPac Property Management Division (founded in 1983), which managed and leased over 4,800,000 square feet of retail space at over 30 locations, and was ranked #1 in retail and #5 overall in the ***Puget Sound Business Journal's*** Commercial Property Managers Book of Lists (1997).

Personally specialized in retail bankruptcy and lease negotiations (served as Receiver / Trustee on several retail bankruptcy cases in King County and Pierce County at both the Superior and Federal Bankruptcy Court levels since 1990). Well versed in all phases of landlord / tenant negotiations, lease extensions, early terminations, buy-outs and expansions.

Property Management client portfolio included banks, pension funds and private investor individuals and partnerships.

SPECIFIC RESPONSIBILITES INCLUDE:

- Day-to-day operations of Property Management Division, including the supervision of eight full-time administrative support employees and a team of leasing specialists.
- Making recommendations to ownership entities concerning tenants in default or litigation.
- Buying and selling investment properties for ownerships.
- Acting as owner's development representative and as construction manager on re-development projects (have successfully petitioned for variances in connection with city ordinances and has experience in tax reduction petitions and hearings).
- Serving as liaison between owners and tenants as needed.
- Handling the resolution of tenant conflicts and the enforcement of retail and commercial leases.
- Budget planning, cost controls, income and expense analysis, cost projections, rent collections, payables, and financial reporting to ownership entities for each property in portfolio.

- Working closely with marketing directors to plan and implement center promotions and purchase media advertising.

PROFESSIONAL MEMBERSHIPS:

- Member of the Professional Builder's Association – 1999
- Arbitrator, Real Estate-Related Matters, American Arbitration Association – 1994
- Board Member, Museum of History and Industry
- Real Estate Committee Member – 1996-1997
- Board Member, Corporate Council for the Arts – 1996
- Member, International Council of Shopping Centers (ICSC) – 1991 – Current

PROFESSIONAL HONORS:

- Honored Member, Continental Who's Who – 1996-1997
- Puget Sound Business Journal's "40 under 40" – 1995
- Chain Links Outstanding Achievement Award – 1995
(National Brokerage Referral Organization)
- Guardian Ad Litem – "Ivan the Gorilla," residing at Zoo Atlanta
In regards to B&I Bankruptcy Trusteeship - 1994