

# MICHAEL RAUCH



PASSION. PERFORMANCE. RESULTS. INTEGRITY™



**MICHAEL RAUCH** is Senior Managing Partner co-founder of CRE Rauch, Lupo, Robertson & Co. and CRE Florida Partners (“CRE”) with offices in Boca Raton, Pompano Beach, Saint Lucie West and Stuart, and co-directs the operations and expansion of CRE throughout Florida. Beyond his experience in commercial real estate Michael brings 17 years of senior management experience with global technology firms such as United Technologies, Motorola, BBN, and Bendix Avionics.

He spent the last 25 years of his career at the executive level and 18 years with the NAI Global organization, co-directing as managing partner the Broward County organizations growth to over 40 commercial brokers and closed or supervised the closing of over \$2.2 billion in commercial real estate transactions having gained the respect of his staff and peers [including the sale of the Harris Computer Systems property in 1997 for \$24,000,000, the largest commercial

real estate transaction in south Florida in that year]. During his tenure with NAI Global his firm consistently maintained a presence in the top 15 commercial real estate firms in south Florida. He is a hands on real estate professional with a depth of experience spanning the full real estate investment life cycle including leasing, sale disposition, tenant and corporate representation, property identification, underwriting, capital structure, loan and asset due diligence, equity placement, trust services, IRC 1031 exchanges, receiverships, and property and asset management. He is a principal in multiple commercial real estate partnerships and privately held real estate trusts that own and operate investment grade commercial real estate located throughout the southeastern United States and has provided consulting services to several banking institutions, REITs and hedge funds. Over a 35 year career, and in addition to working in the technology sector between 1977 and 1994 culminating in the IPO of Boca Research, and the real estate finance sector between 1994 and present day, he also served his country between 1977 and 1981 on several projects in classified civilian capacities for the Department of the Navy and Air Force, and was deployed with the 45th and 30th Air Force Space Wings. His contributions at UTC, JPL, and numerous missions at the Canaveral, Patrick, Vandenberg and western European air bases advanced America’s military technology.

In 1972, Mr. Rauch received a full scholarship from Florida Southern College to study Mathematics and became a STEM graduate receiving his Bachelors Degree in Electrical Engineering and Physics from the University of South Florida and his Masters Degree in Finance (MBA) from Northeastern University which was earned jointly with the Henley Business College, United Kingdom, a “Triple Crown” international business school. Mr. Rauch’s early career with the DOD galvanized a life built upon the benefit of humanity through science and service to his country, emphasizing education and conservative ethical and moral fundamentals. He is a co-founder, Trustee and CFO of the Fort Lauderdale Children’s Fire & Safety Museum, Inc., and a Member of the Broward, Dade and Palm Beach County Realtors Commercial Alliance (RCA). He is a past Director of the City of Fort Lauderdale Board of Economic Advisors, the Realtors Association of Greater Ft. Lauderdale, a member of FAS (Federation of American Scientists) and a member of the Institute of Electrical and Electronics Engineers (IEEE).

#### EXPERIENCE:

- Senior Managing Partner, CRE Rauch, Lupo, Robertson
- Co - Managing Partner, CRE Florida Partners
- Principal/Partner, NAI Global Broward County

#### EDUCATION:

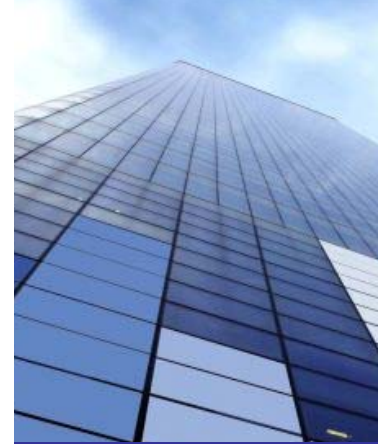
- University of South Florida, BS Engineering/Physics
- Northeastern University, Master in Finance
- Henley Business College, UK, Master in Finance

#### COMPANY FOCUS:

- Office | Industrial | Investment | Corporate | Trust

#### AFFILIATIONS/DESIGNATIONS::

- Dade/Broward/Palm Beach Realtors Commercial Alliance
- REO Certified | CREO
- Fort Lauderdale Children’s Fire & Safety Museum, Inc./Trustee/CFO



**OFFICES**  
Pompano Beach  
Boca Raton  
Saint Lucie West

**SERVICES**  
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Investment  
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Consulting & Valuation  
Corporate | Tenant  
Representation  
Property & Asset Management

**MICHAEL RAUCH**  
SENIOR MANAGING PARTNER  
954.242.2806



POMPANO BEACH | BOCA RATON | ST. LUCIE WEST

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MICHAEL RAUCH  
Senior Managing Partner

CRE FLORIDA PARTNERS (“CRE”) is a Florida based full service commercial real estate firm with a rich heritage, uncompromising integrity, and business longevity dating back to 1967.

Our associates and staff are the best in the business and the foundation of our success. We locate our offices within the MSA’s we serve and are never far from the clients we value and respect.

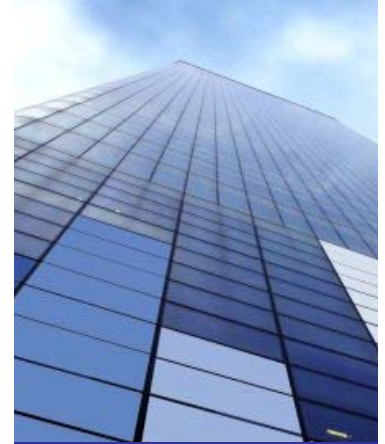
CRE Florida Partners is an exceptional group of talented commercial real estate professionals operating in five Florida counties including Florida’s gold coast, treasure coast and space coast MSA’s representing about 7 million Florida residents. Offering a full-range of commercial real estate services we maintain deep professional and social “roots” in the markets we serve and maintain a leading edge presence in all aspects of our expertise. Perhaps the biggest differentiator for CRE is the way we value the relationships we maintain with our clients, associates, staff, and vendors, with whom we have worked for many decades. We know what it takes to get the job done and thrive on the challenges that presents.



TOM ROBERTSON  
Senior Managing Partner

The vision for CRE emerged in 2011 and the firm was founded in 2012 by three energetic veteran brokers who saw the need for a new kind of commercial real estate firm, different from any other. A firm with a broad vision to build a network of offices throughout Florida and a deep commitment to bring our experience and focus to each assignment for our clients. Coming from two of the most deeply rooted commercial real estate firms in Florida, with a long and distinguished family history in Florida commercial real estate, Co-founder Jack Lupo, Tom Robertson and Michael Rauch each bring unique strengths, values and perspectives to CRE. Mr. Lupo and his family have been a driving force in commercial real estate in Palm Beach County since 1970. Mr. Rauch was most recently a Partner/Principal with NAI Global, an established industry leader in Broward County since 1967. Mr. Robertson, a Sr. Vice President with Jones Lang LaSalle (NYSE:JLL) and the second largest commercial firm in the US, has over 20 years of experience in commercial real estate and was also a Partner/Principal with Coldwell Banker Commercial in Boca Raton. Joining forces, their shared vision for CRE emerged to form the basis for a firm founded on four fundamental principals;

“Passion. Performance. Results. Integrity”.  
Ask our clients! We are pleased to offer our references.



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