

# David M. Scherer

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## PROFILE

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Individual with experience in real estate site selection, property management and leasing who is seeking to return to the Tampa Bay market. Record of exceeding performance goals resulting in numerous roles with current employer.

## EXPERIENCE

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**WAFFLE HOUSE, INC.** Atlanta, GA Oct. 2009 - Present

### *Property Manager*

- Analyzed leases, cross leases and sandwich leases for Waffle House units folded into company system (120+ in 2009)
- Resolved disputes with neighbors & landlords including encroachments, access easements, and cost sharing agreements
- Worked with officials to resolve non-conforming site related issues (landscaping, parking lot, signage, dumpsters)
- Work with landlords for early termination of leases for closed units
- Track notices of violation for excessive effluent amounts of Fats Oils and Grease (FOG) from Waffle House units
- Work with municipalities to delay or be exempt from local ordinances pertaining to FOG limits
- Duties listed below as performed between Nov. 2006 and March 2007

**WAFFLE HOUSE, INC.** Atlanta, GA

April 2009 – Oct. 2009

### *Marketing Coordinator*

- Proposed pricing for products on menu based on competitive analysis and food cost
- Worked with outside designer to create menu design, layout and product offerings
- Maintained relative to standard sales ratios for all menus to ensure level accurate reporting and bonus schedules
- Oversaw ticket audit to determine sales impact of promotions (Waffle House does not have Point of Sale systems)

**WAFFLE HOUSE, INC.** Atlanta, GA

Nov. 2008 - April 2009

### *Real Estate*

- Duties listed below as performed between Nov. 2006 and March 2007
- Assist real estate representatives in demographic analysis and sales projection models

**WAFFLE HOUSE, INC.** Atlanta, GA

Nov. 2007 - Oct. 2008

### *Real Estate Representative*

- Reviewed demographics, traffic counts, existing store sales to identify markets for development
- Interviewed local businesses to understand market trends, watering holes, peak business hours and annual sales
- Negotiated contracts for purchasing sites including easements, food restrictions and matters necessary for development
- Reviewed engineering plans to ensure compliance of local regulations and Waffle House design standards
- Worked with 3<sup>rd</sup> party engineers to order, review and approve soil borings, site plans and architectural footprints
- Reviewed closing statements, deeds, seller's affidavits, easements, other necessary documents for acquisition
- Youngest individual to be promoted to real estate representative position at Waffle House

**WAFFLE HOUSE, INC.** Atlanta, GA

March 2007 - Nov. 2007

### *Surplus Property Coordinator*

- Visited closed stores, assessed market conditions and presented resale values to board of directors
- Standardized, created and distributed marketing materials for surplus property
- Negotiated sales contracts for closed stores
- Reviewed necessary legal documents for closing including title, deeds, surveys and closing statements
- Tracked maintenance of closed units to ensure compliance with local ordinances
- Coordinated 1031 tax exchanges, identified current leased properties with purchase options
- Sold two properties, placed an additional three under contract, representing 50% of total portfolio U/C before promotion

**WAFFLE HOUSE, INC.** Atlanta, GA

Nov. 2006 - March 2007

### *Property Manager*

- Coordinated scheduling of septic station pumping for 20+ stores
- Coordinated with operations to perform duties as required by code (fencing, landscaping, lighting etc.)
- Reviewed CAM charges for applicable units to ensure accuracy
- Worked with officials to negotiate extension of utilities (mainly sewer) to existing stores with public funds

## EDUCATION

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**MERCER UNIVERSITY** Macon, GA

*Bachelor of Business Administration, Finance and Economics Majors, Minor International Business*

Dec. 2005

GPA: 3.1

## INTERESTS

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- Junior Committee member for Shepherd Center, a non-profit spinal rehabilitation hospital in Atlanta, GA
- Triathlons, Offshore fishing, Scuba diving, Boating, Snowboarding, College Football