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## Jeff Hegg Vice President, Property Management

Jeff Hegg, a professional real estate veteran, has more than 25 years of experience in property management. A visionary who never loses sight of the big picture, Jeff understands commercial real estate and the need to not only maintain an asset but increase its value in a manner consistent with the goals and objectives of the property owner.

Jeff oversees the management and operations of Oracle/International Centre, a 622,000-square-foot, Class B, mid-rise office building located in the Minneapolis Central Business District. When Jeff assumed management responsibilities for the property, Oracle/International Centre was just over 33% leased. As part of an aggressive repositioning strategy, Jeff oversaw several capital improvement projects including lobby renovations totaling \$750,000. The property is now nearly 75% occupied. Jeff also manages the Ecolab University Center, a 15-story, Class B office building located in downtown St. Paul.

Jeff began his career at Welsh as the Property Manager for a 1.5 million-square-foot industrial portfolio. His success with this portfolio and his leadership abilities earned Jeff a promotion to Assistant Vice President of Property Management in 1992. Then in 1996, Jeff relocated to Naples, Florida, where he served as Director of Property Management for one of Welsh Companies' regional offices. He has since returned to his roots in the Twin Cities and now serves as Vice President of Property Management.

### Education and Training

- Real Estate License, States of Minnesota and Florida
- Real Property Administrator (RPA)
- Building Owners and Managers Institute (BOMI)

### Professional Memberships

- Building Owners and Managers Association (BOMA)