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Dr. Michael Lyon

Director, Product Strategist
Real Estate Investments

CONTACT

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GOOD AFTERNOON,

It takes broad experience over many years to develop the skill set necessary to successfully undertake the position of Director, Product Strategist-Real Estate Investments with BlackRock. I am sure, you will find my experience in designing, evaluating, and marketing dynamic real estate projects, products, and/or investment vehicles uniquely prepare me for this role with BlackRock.

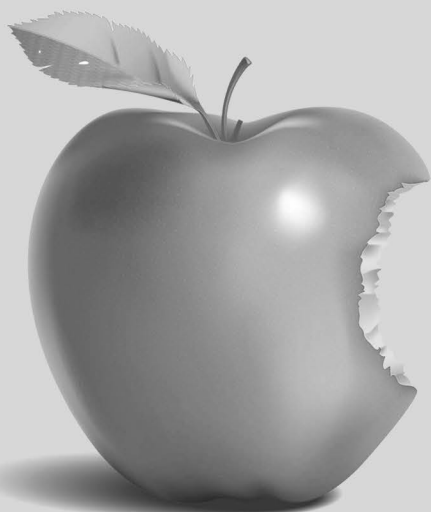
During my career I have worked and/or consulted with many large-scale financial/real estate organizations including, but not limited to, Merrill Lynch, Deutsche Bank, Lehman Brothers and Drexel Burnham Lambert in product development, analysis and marketing. This vast experience has allowed me to develop a complex understand of commercial real estate markets, the services required by investment teams to market real estate products, as well as, needs/desires of client investors as they review opportunities.

Further, as you will note from the attached resume, during my career specializing in product marketing and investment strategy, I have earned a PhD in Planning with an emphasis on urban scale development. This background honed my skills in the area of public presentations to large groups, as well as, communicating extremely complex concepts to small groups and/or individuals.

I look forward to hearing back from your team soon! I travel frequently to New York City in my current role with Sabal Capital and am pleased to meet at your convenience. If you have any further questions please do not hesitate to contact me.

Best Regards,

MICHAEL LYON PH.D.



ML

BLACKROCK

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MICHAEL LYON, Ph.D.



Click on an **Email Address** or **Phone Number** to automatically launch your device's webmail service or place a call.

TARGET POSITION:
DIRECTOR, PRODUCT STRATEGIST

* ALL ICONS & LINKS ARE INTERACTIVE *

CORE SKILLSETS

Strategic Planning

Client Mandate Support

Concept Presentation

Product Marketing

Click & Hover on points of interest to add more information. This way you're not overburdening the reader with text.

Federal Compliance

EDUCATION

*View comprehensive scholastic history on my website.⁴

- 2016** Doctor of Philosophy School of Geographical Sciences • ASU
Focus: Globalization & Planning
- 1990** Masters: Public Administration School of Public Affairs • ASU
Focus: Public Policy Analysis
- 1982** Bachelor: Business Administration School of Business • ASU
Focus: Strategy & Analytics
- 1980** Bachelor: Real Estate School of Business • ASU
Focus: Development & Remediation

PUBLICATIONS

*View additional distributors of published materials on my LinkedIn.³



FILM PRODUCTIONS

*View all film productions on my IMDB Profile.²



EXPERIENCE

*View comprehensive work history on my linkedin,³ view applicable skills toward this position on page four.



2015-2017

2010-2017

1990-2018

1989-1992

1982-1985

Sabal Financial Capital L.P.

Strategic Analyst

Newport Beach, CA

International financial Services Firm \$8.2 Billion in Assets.

Faculty & Professor

ASU School of Geographical Sciences & Urban Planning.

Providing attractive risk-adjusted returns, investing in mortgages.

Prioritization of Future Environmental Activities & Policies.

Wall Street investment banking firm; at its apex fifth largest firm in US.

Hyperlinked Icons allow the reader to quickly and easily access more information about your achievements and the companies you've worked with.

Burnham

Vice President

New York, NY



TEACHING COURSES

Introduction to Urban Planning

Geography of World Crises

Global Trends

Population Geography

Principals of Global Studies

Global Climate Change

GRANT AWARDS

*View all grants & awards on my LinkedIn account.³

Research Grant
\$250,000

"Urban Planning in Arizona: A Policy Analysis" PI: Rob Melnick, Collaborators: David Pijawka, Arizona State Legislature.

Research Grant
\$150,000

"Energy Policy in Arizona: A Plan for Sustainable Development" PI: Jerry Dion, Collaborators: Arizona Energy Fund, Arizona State Legislature.

Production Grant
\$50,000

"Positive Youth" PI: Charlie David, Collaborators: Austin Head; Neil Giuliano; Frank Spinelli; LOGO Television & OUTtv Canada.

Study Grant
\$50,000

"New Sustainable Farming in North-eastern Croatia" Principal Investigators: Paul Hirst, Walton Sustainability Solutions Initiative.

Study Grant
Sabbatical

Chinese Academy of Sciences in Beijing, China. These 2013 & 2014 appointments were focused on data collection for my dissertation.

PUBLIC PRESS 15+ more

*View more recent press & relevant media on linkedin.³



COMMERCIAL REAL ESTATE DEVELOPMENTS

Project	Lender	Equity
Minot Center	Cantor	\$169,000,000
Confidential	UBS	\$100,000,000
CCA	Deutsche	\$100,000,000
Confidential	UBS	\$80,000,000
Park Centrak	UBS	\$37,000,000
Willow Glen	Merrill	\$12,136,000
Willow Glen	Archon	\$11,000,000
Napa Winery	SBS	\$10,000,000
Confidential	Sabal	\$10,000,000
Master	GE Credit	\$8,400,000
Confidential	GE Credit	\$6,974,000
Embassy Suites	Lehman	\$5,000,000
Lancaster Apts	Archon	\$3,316,000
Colonial	GE Credit	\$1,640,000
Dayton Center	Deutsche	\$1,250,000
Westlake Plaza	GE Credit	\$1,000,000

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CURRICULUM

*View comprehensive syllabi and course descriptions on my website.⁴

301 | Introduction to Urban Planning

PUP 301: Spring, Summer, Fall 2017

This course examines the history and development of planning theory over the last two centuries, and the specialty areas of planning including physical, environmental and economic planning. This course also includes and covers aspects of sustainability, resilience, and socio-economics.

301 | Principals of Global Studies

SGS 301: Summer 2017

This curriculum is intended to aide students in managing the issues of globalization in their personal and working lives, and to prepare them for further study in such fields as government, area studies, international business, diplomacy, the travel industry and socio-economic development.

303 | Global Trends

SGS 394: Spring, Summer, Fall 2010--2015

Students research and analyze the role of globalization (e.g., neo-liberalism in the development of global trends through the investigation of the determinants and ramifications of globalization from the vantage of modern social sciences. Students will conduct independent critical analyses.

350 | Geography of World Crises

GCU 350: Summer 2017

Contemporary world crises viewed from a perspective of geographic concepts and techniques. Through non-fiction stories this course examines three contemporary world crises that are largely related to their geography. Topics covered include climate disruption, immigration and more.

351 | Population Geography

GCU 351: Summer 2017

Population geography is a division of human geography. A study of the ways in which spatial variations in the distribution, composition, migration, and growth of populations are related to the nature of places. Population geography involves demography in a geographical perspective.

394 | Global Climate Change

SGS 394: Spring, Summer, Fall 2010--2015

Students research and analyze the scientific theory and process of global climate variation, as well as the many challenges it may pose to energy-dependent economies, biodiversity loss, sea level rise, lowered agricultural yields, altered climates and more.

SITE REMEDIATION

*View all publicly funded site remediation on my website.⁴



CERCLA

Hassayampa Landfill

Contaminate: Various

Project Cost: \$25,000,000



NEPA

Maricopa Medical Center

Contaminate: Asbestos

Project Cost: \$5,000,000



WQARF

Phoenix Petroleum Terminal

Contaminate: BTEX

Project Cost: \$7,000,000




WQARF

Maricopa Medical Center

Contaminate: Jet Fuel

Project Cost: \$1,000,000

SOCIAL NETWORKS

<http://imdb.to/2ycxL9w>

<http://bit.ly/2y7PvRX>


1	2
3	4


<http://bit.ly/2wJHibS>


GUEST LECTURES

*View all guest lectures on my website.⁴

- GCU 350 Geography of World Crises
- GCU 351 Population Geography
- PUP 301 Intro to Urban Planning
- PUP 310 Asian Cities
- PUP 544 Land Use Planning
- PUP 548 Sustainable Cities
- PUP 571 Socio-Economic Impacts
- SGS 301 Principles of Global Studies
- SGS 303 Global Trends
- SGS 311 Urbanization in China
- SGS 394 Global Climate Change

Transferable Skills

**Company: BlackRock | Location: New York, New York
Position: Director, Product Strategist | Available to Start: TBD**

- Product Planning – working with management to develop plans for fundraising.^{1, 2, 3, 4}

Experience Years: (10+)

- Investment Strategy – thought leadership on the market environment.^{3, 4}

Experience Years: (15+)

- Product Marketing – driving market planning, positioning and marketing to support brand development and reach sales goals.^{2, 3, 4}

Experience Years: (15+)

- Partnership with distribution and marketing teams – preparation and presentation of investment opportunities to internal and external clients.^{1, 4}

Experience Years: (15+)

- Ongoing client relationship support – maintain positive relationship with internal and external clients by supporting needs and resolving conflicts.^{1, 2, 3, 4}

Experience Years: (20+)

- Private Equity Real Estate product development, management, distribution. Site remediation in accordance with various city zoning laws and regulations.^{2, 3}

Experience Years: (20+)

- Communication of complex portfolio management concepts.^{3, 4}

Experience Years: (20+)

- In-depth understanding of US Private real estate markets.^{1, 2, 3, 4}

Experience Years: (20+)

- PhD in Planning, MPA Public Policy Analysis, BS Real Estate 10 Series 7, 63 & 66 registration (expired).^{1, 3}

Experience Years: (6+ Ph.D.)

- Public presentations to educate and/or lobby public officials, students and/or employees, as large as 500+ persons.^{1, 3}

Experience Years: (20+)

- Compliance/partnership with regulators (e.g., Securities & Exchange Commission) and/or quasi-governmental organizations (e.g., Fannie Mae, Freddie Mac, Housing & Urban Development).^{2, 3}

Experience Years: (15+)

- Experience with Private Equity Real Estate in Strategy, Portfolio Management, Distribution and Consulting Roles.^{1, 2, 3, 4}

Experience Years: (15+)

¹ Associate Vice President with Drexel Burnham Lambert; New York, New York. 1982-1985.

² Chief Strategist with Chimeric Companies; Phoenix, Arizona. 1990-2018.

³ Strategic Analyst with Sabal Capital; Newport Beach, California. 2015-2018.

⁴ Honors Professor with Arizona State University; Tempe, Arizona. 2010-2017.

Personal References

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