

# Daniel J Burgner

2357 Daisy Lane, Golden, CO 80401

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## EXPERTISE

- Designing strategic layouts and merchandising of mixed-use properties
  - Maximizing NOI from tenant and non-tenant space
  - Developing the industry’s best guest services programs and experiences
  - Restructuring existing Retail and Mixed-Use properties
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## EXPERIENCE

### **2015-Present Burgner Experiential, Inc., Newport Beach, CA and Golden, CO**

*President/CEO*

- Working with first class retail/mixed-use development from the ground up to maximize NOI and guest experiences, including working with the international award winning Renzo Piano Workshop Architects
- Developing unique experiential programs for new and existing retail and mixed-use venues
- Providing world class services, programming events, and transforming venues into immersive, multisensory destinations
  - Clients include Caruso, Wilson Meany (Hollywood Park Retail), Sunset Development, LBG Real Estate Companies, Etc.

### **1995-2015 Caruso, Los Angeles, CA**

Actively involved with the development, operations and asset growth of all properties, a 2.0-billion-dollar portfolio that was approximately 30 million in 1995, with continued development oversight through the Executive Committee from 2008-2015.

Portfolio includes: The Grove, The Americana at Brand, 8500 Burton Way, The Commons at Calabasas, and other Residential, Industrial, Hotel and Commercial properties

*Executive Vice President, Strategic Alliances & Entertainment*

- Created and operated a groundbreaking new eight figure revenue and entertainment division providing Net Operating Income growth for the company.
- Specialized in branding, media exposure, advertising revenues, strategic alliances with major brands and specialty income
  - Produced the country’s #1 syndicated Christmas TV Special
  - Extra with Mario Lopez, live studio broadcast from The Grove

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- Created the Peripheral Scale Sponsorship/Advertising program with Citi

*Executive Vice President, Asset Management & Specialty Income*

- Directly involved in development of all Caruso Affiliated properties, including *The Grove* and *The Commons at Calabasas*
- Created financial instruments and programs allowing for recapture of 100% of property expenses, increased rental revenue and significantly reduced the property taxes and insurance expenses of the properties
- Managed a portfolio of retail, residential, industrial, commercial, and billboard properties
- Lead team that developed the hospitality and concierge trademark programs; rated #1 in the country by the Wall Street Journal

**1992-1995 Hollis & Assoc/The Carlson Co., Irvine, CA**

*Vice President, Property Services/Portfolio Director **The Irvine Company***

- Successful renovation and expansion of three shopping center properties in Newport Beach
- Oversaw the property management of The Irvine Company community and neighborhood shopping center portfolio
- Responsible for decreasing vacancies to 5% from 15%, producing Net Operating Income that was significantly favorable to budgets

**1983-1992 Trojan Enterprises, Glendora, CA**

*Vice President*

- Managed all aspects of real estate development for business parks, retail properties, hotel and restaurants.

EDUCATION

**MBA, Real Estate Finance**

University of Southern California  
 Graduated 1983  
*California Broker License #01110891*

**BS, Finance**

University of Southern California  
 Graduated 1980