

8305 Burning Wood Road
Baltimore, Maryland 21208

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Matthew B. Cooper

Professional Experience

Senior Associate, Grubb & Ellis Company

2007–present

- Provide persistent and aggressive retail landlord and tenant representation throughout Maryland and DC
- Act as landlord rep for more than 250,000 sf of available retail space
- Conduct lease and sale transactions in excess of \$20 million to date
- Perform dispositions for national retailers via sublease assignments
- Negotiate lease renewals and extensions
- Participate actively in industry networking and education events

Retail Associate, Corridor Reznick, Baltimore, MD

2006–2007

- Successfully leased retail space for national, regional, and local tenants

President, Cooper's Camera Mart, Inc., Baltimore, MD

1992–2006

- Managed all operations of multi-location retail photographic company with \$3 million of annual sales
- Revolutionized and modernized analog business founded in 1946 and guided it to 50th and 60th anniversaries
- Selected, planned, designed, and built new retail locations
- Renovated original location and received national recognition from Kodak Image Center Solutions (KICS) as Best-In-Class Store for 2003
- Planned and executed annual media campaigns, including writing and purchasing advertising and other media
- Set and continually demonstrated high standards for customer service
- Negotiated and executed sale of company

Law Clerk to Honorable Marvin B. Steinberg

August 1991– August 1992

- Maintained courtroom and chambers decorum
- Served as liaison between judge and attorneys
- Researched and drafted opinions for judge's signature

Law Clerk, The Cordish Company Baltimore, MD

June 1989–June 1991

- Performed various functions for busy national developer's practice
- Maintained continuous part-time and summer employment during law school

**Board
Memberships****Photographic Research Organization (PRO)****July 2003–May 2006**

PRO is a buying group comprised of 150 photo dealers nationwide and is responsible for annual sales in excess of \$100 million. Cooper's Camera Mart was a PRO member for 33 years.

- Member, Board of Directors
- Member, Audit Committee

Kodak Image Center Solutions (KICS) Advisory Board**February 2004–May 2006**

Member of eight-member panel responsible for advising 100+ KICS stores nationwide

**Volunteer
Experience****Jewish Volunteer Connection (JVC)****Board member, beginning June 2010**

Member of board that plans and executes high-quality, hands-on volunteer placements and projects that serve the mission of The Associated, the Jewish Community Federation of Baltimore

The Park School Parents Association, Brooklandville, MD**Vice President, Board of Directors, 2006–Present****Member, Alumni Council, 1995–present**

Organize alumni events and solicit alumni for annual fundraising

Columbia College, Columbia University, New York, NY

Admissions interviewer, 1988–present

Education**Georgetown University Law School, Washington, DC, 1993**

Master of Laws in Taxation

University of Maryland Law School, Baltimore, MD, 1991

Juris Doctor

Columbia College, Columbia University New York, NY, 1988

Bachelor of Arts, Political Science

- Leonard A. Pullman Memorial Prize for student leadership, 1988
- Class of 1924 Prize for student leadership, 1987

The Park School, Brooklandville, MD, 1984**Professional
Memberships****Associate Real Estate Broker, Maryland and DC****Member, Bar Associations, Maryland and DC****Member, International Council of Shopping Centers**