  
  
David W. Baird, CRE, FRICS Managing Director - Strategic Advisory Services

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### Professional Expertise

David W. Baird is Managing Director and the former Market Leader of Cushman & Wakefield’s Baltimore, Maryland office, and now leads the Strategic Advisory Services (SAS) practice group in Baltimore. In this role, he is responsible for providing consulting, advisory and transaction services for clients seeking to transform and optimize their real estate assets. He joined Cushman & Wakefield in 2007 from Trammell Crow Company, where he was Director of Brokerage for the Baltimore, Maryland and Richmond, Virginia offices.

Mr. Baird has 35 years of commercial real estate experience in Maryland, national, and international markets, representing tenants, landlords, investors, developers, healthcare systems and not-for-profit organizations. Mr. Baird has advised clients on some of the most significant transactions in the market and has been recognized as a CoStar Power Broker, Baltimore Business Journal Top 25 Broker on numerous occasions, and has received two Governor’s Citations for Business Development. He is recognized as a market leader in land and investment sales and complex development transactions.

Clients Served

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| * Alcoa | * FILA USA | * TruServ, Inc. |
| * Alexandria Real Estate Equities | * FLUOR, Inc. * Goucher College | * University of MD Medical Systems |
| * AT&T | * Home Depot USA | * W.R. Grace (global representation) |
| * BP Amoco | * National Aquarium | * Verizon |
|  | * New Boston Fund | * Various Religious Orders |
| * Exelon Corporation | * Republic Technologies, LLC |  |

Education, Memberships & Awards

* Licensed associate real estate broker in Maryland
* CRE designation (member, The Counselors of Real Estate and CRE Consulting Corps.)
* FRICS designation (Fellow, Royal Institution of Chartered Surveyors); Chartered Management Consultancy Surveyor
* Member-Urban Land Institute (ULI)/NAIOP/CoreNet Global
* Board Advisor for Intrusion Technologies, LLC
* Cushman & Wakefield’s Washington Area Leadership Award, 2007 and Virtus Award in 2011

Mr. Baird received a BA with honors from Tufts University and attended University of St. Andrews, St. Andrews, Scotland. He received a Society of Industrial and Office Realtors (SIOR) Designation and is a Licensed Maryland Real Estate Associate Broker. He has completed post graduate Investment and Marketing studies and has authored numerous articles and presentations on real estate trends and topics.

Mr. Baird has acted as Advisor for the Governor’s Committee on Logistics, Transportation, and the Economy. He was co-author of the Governor’s Port Land Use Study, a founding member of the Maryland Distribution Council, and an Advisory Board Member at Johns Hopkins University Policy Institute Committee on Maryland Economy. He is a former member of the Board of Directors for the Maryland Association of Realtors and President of the Greater Baltimore Board of Realtors. He serves as an MBA advisor for the University of Maryland School of Architecture, Colvin Real Estate Institute, and is a Class Facilitator for Christopher’s Place Employment Academy at Catholic Charities of Baltimore.