

H. REID BLYNN, JR

**PARTNER
TENANT ADVISOR**



BACKGROUND

Mr. Blynn provides Corporate Real Estate and Tenant Representation services from strategy through implementation. He only represents tenant and corporate clients thus avoiding potential conflicts with property owner clients. During his 25 year career he has had leading management and client relationship roles which combine to offer a potent skill set in today's market.

As a founding partner of Smith Mack Mr. Blynn saw the company grow to become one of the most respected Philadelphia based brands in commercial real estate services. During his 10 year tenure as Managing Partner firm revenues tripled. He oversaw many critical company projects including the strategic plan, new partner plan, and growth of the operating platform. These experiences provide Mr. Blynn unique expertise with which to address critical operational, financial and real estate issues of his clients. This growth trend culminated in the partnership with Newmark Knight Frank in 2009. Mr. Blynn led the team that arranged the partnership.

Presently Mr. Blynn devotes his full attention to his corporate real estate and tenant representation services practice. He has represented many Philadelphia based corporations for corporate headquarters requirements. He has close ties to the venture capital community and has represented many growing venture backed companies in the Health Care, IT and Life Sciences sectors. Long term relationships have enabled him to work outside of Philadelphia as his clients grow outside of the region. Presently, multi-market corporate work is the fastest growing sector of his practice.

CORPORATE HEADQUARTERS TENANT REPRESENTATION

Airgas
AM Communications
American Independent Insurance Company
Americas Choice Health Plan
Cadient
Covalent
Environmental Standards
Excellerx
GHR Systems
Group9
Henkel Corporation
ICG Commerce
Invisible Fence Company
Pegasus Communications
Radnor Holdings
Refinery
The Addis Group
US Interactive

www.NewmarkKFSM.com

Newmark Knight Frank
Smith Mack



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GENERAL TENANT REPRESENTATION

Allen Sherman Hoff
Covance
Day & Zimmermann Information Systems
Graebel Moving Company
Graphic Packaging
HRH of Philadelphia
Janney Montgomery Scott
MDS Pharma
Pall Corporation
Pharmacia
ProQuest
Publicis/Arista
Sartomer Company

TECHNOLOGY AND LIFE SCIENCES TENANT REPRESENTATION

Assettrade.com	Neoware
BioRexis	Octagon Research Solutions
Cadient	Orthovita
Comcast	Portico Systems
Eastern Technology Council	Promedior
Elemica	Protarga
FreedomPay	Refinery
Innovative Solutions & Support	Rheogene
Intrexon	Therakos
Investor Broadcast Network	United BioSource
Investorforce	Vspan
Microfocus	

BUILDING SALES – CORPORATE HQ

AM Communications
D&Z
Environmental Standards
Innovative Solutions and Support
Integrated Circuit Systems
Wyeth

PROFESSIONAL AFFILIATIONS AND ACHIEVEMENTS

Business Leaders Network
Council for Relationships (Non-Profit Board Member)
Gulph Mills Golf Club (Former Board Member)
The Haverford School (Former Board Member)
The Haverford School Alumni Association (Past President)
Tri-State Board of Realtors

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