

Tracy Ahearn

Vice President

Tracy Ahearn has over 35 years of experience in initiating real estate strategies for nationally based retail organizations on the East Coast. Before joining Murphy Land and Retail Services, Inc., Mr. Ahearn served as a Retail Specialist for Coldwell Banker Commercial. Prior to Coldwell Banker, he was Director of Retail Operations in the Southeast region for Payless Shoesource, Inc. (the nation's largest shoe retailer). His responsibilities at Payless included operations of 1,400 stores generating \$576 Million in retail footwear sales annually, new store growth, and developing market real estate strategies for six of the top ten markets for Payless.

Among his current responsibilities for Murphy Land and Retail Services, Inc., Mr. Ahearn represents many nationally based companies in identifying and buying or leasing new retail sites. In his tenure in the footwear business he helped to open over 600 stores in the United States, Canada, Virgin Islands and South America. Companies for which Mr. Ahearn provides services include Applebee's, Panda Express, Bojangles, Auto Zone, Whataburger, Tijuana Flats, Dunkin' Donuts, Rita's Italian Ice, Dogtown USA, The Douglas Group (Canada), Collins Goodman Development Company, Zimmer Development, Krystal, Martinizing (dry cleaners), Campus Crest (college housing developers), Wireless Toyz and several venture capitalists.

Mr. Ahearn has been a member of the International Council of Shopping Centers (ICSC) for 21 years. Mr. Ahearn has a bachelor's degree in Marketing and Transportation from Auburn University. He provided post-graduate instruction in economics at Auburn while working on his masters' degree.