

**Deanne M. Pace**  
Senior Vice President  
Lease Audit Services



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**Relevant Experience:**

With 20 years in the real estate industry, Ms. Pace has worked extensively on behalf of both landlords and tenants. Her background in property accounting and building management enables her to offer our clients a focused evaluation of their real estate expenses. As an essential part of our portfolio lease administration team, Deanne provides lease audit and consulting services to several of our key corporate clients including BiogenIdec, Genzyme, Kronos, Parametric Technology, BFDS/Equiserve and Edwards & Angell. Since 2001, she has identified over \$4.0 million in overpayments.

**DTZ FHO Partners**  
Boston, MA 2/07 – Present

**Trammell Crow Company**  
Boston, MA 10/00 – 2/07  
Vice President

- Conduct both desktop and full-scope lease audits with experience reviewing real estate expenses for a variety of commercial property types including office, industrial, lab, retail and mixed-use.
- Negotiate audit settlements on behalf of clients.
- Provide advice on lease language impacting clients' financial obligations.
- Advise clients on lease payment procedures; review and approve client rent payments.
- Assist clients with preparation of budgets and financial reporting related to real estate.

**The TJX Companies**  
Framingham, MA 3/98 – 5/99  
Senior Lease Auditor

- Conducted nationwide audits of common area maintenance and real estate tax expenses for TJMaxx and Marshall's Stores.
- Identified over \$800,000 in findings during intensive on-site audits, with a 90% collection rate.
- Acted as a liaison between landlords and the internal legal department to draft and execute lease amendments clarifying CAM issues uncovered during audits.

**The Nelson Companies**  
Waltham, MA 5/85 – 2/98  
*Assistant to Chief Financial Officer 1987-1998\**  
*Commercial Lease Administrator 1986-1998*  
*Bookkeeper 1985-1986*  
\*part-time from 10/93-3/95

- Managed the annual budget for the parent and 5 subsidiary companies, representing over 1.5 million square feet of commercial office space.
- Assisted in the negotiation and administration of all commercial and retail leases.
- Invoiced tenants for common area maintenance and real estate tax expenses and collected payments for such; monitored all property and casualty insurance policies for compliance.

**The Codman Company**  
Boston, MA 10/93 – 3/95  
Assistant Property Manager, Harbor Towers of Boston

- Assisted with all aspects of property management including: budgeting and providing security, cleaning, landscape, and repairs and maintenance services.
- Collected all condominium fees, taking appropriate legal action against delinquent accounts; balanced 624 owner accounts.

**Education:**  
Bentley College - 1988 Bachelor of Science, Finance