



## KENNETH D. WARD

President | Managing Principal | Corporate Facilities

Kenneth Ward's business career spans 32 years and includes ten years as President and Managing Principal with the largest Tenant Advisory firm in North America. Throughout his career, Mr. Ward has helped grow client organizations by bringing comprehensive cost avoidance, strategic cost savings and windfall profitability to the corporate facility planning and implementation process. He has led corporate facility related leasing, acquisition and corporate relocation assignments valued in excess of 4.2 billion dollars, resulting in nearly a billion dollars in cumulative increases in profits and enterprise value to clients such as; Teva Pharmaceuticals, Laboratory Corporation of America, Toshiba America Medical Systems Inc., Broadcom, Citi Bank, Royalty Carpet Mills, Advantage Sales & Marketing, iHerb Inc., Tyco, EMC Corporation and Alcon Laboratories.

After having spent twenty-two years representing local and national corporations as a Tenant Adviser, including eight years as a Principal with The Staubach Company, in 2004 Mr. Ward joined the country's largest international Tenant Advisory firm serving from the Orange County, California office as Chairman of the Board, President and Managing Principal until 2013. During his ten-year tenure, Mr. Ward founded and led Revenue Recovery LLC, a Tenant focused, corporate facilities and business operations advisory consortium specializing in identifying and securing increased profitability on behalf of mid-size & Fortune 1000 companies. In 2012, the company's name was changed to CoreStrategy Corporation.

As President and Managing Principal of CoreStrategy Corporation, Mr. Ward's primary role remains project leadership, strategy, negotiation and conversion of corporate facility related needs and initiatives into functional solutions that materially improve company EBITDA and share value on behalf of mid-size and Fortune 1000 companies across the country. Project assignments include; strategic real estate portfolio planning, single facility and portfolio lease/purchase acquisitions, corporate headquarter relocations, facility lease re-negotiations, dispositions, expansions, consolidations, build to suits, M&A consolidations, capital market discount structures and land acquisitions.

Mr. Ward is a guest lecturer, member and contributor to the University of California, Irvine, Paul Merage School of Business; University of California, Irvine Chief Executive Roundtable; Financial Executives International; the Association for Corporate Growth and an advisory Board Member of Pacific Justice Institute and Profit Recovery Partners LLC.

### **Education**

California State University, Long Beach, College of Business Administration; full athletic scholarship;  
University of Southern California - CCIM - Real Estate Investment and Taxation