

## Thomas G. Barbera



Tom Barbera is the Chief Executive Officer of Industrial Outdoor Ventures (IOV). Mr. Barbera is a proven entrepreneur with over 22 years of industrial and commercial real estate experience. In addition to leading the company's strategic direction Tom serves as companies Chief Investment Officer and heads its Investment Committee. Across his career, Barbera has been involved in over 7,000,000 Square Feet of real estate transactions with a total value in excess \$300,000,000.

Prior to launching IOV Tom was the Managing Principal of Interstate Holdings, LLC which is a boutique investment company that specializes in acquiring and developing Industrial Service Facilities catering to a wide range of outdoor storage users. Barbera started his real estate career in the industrial brokerage business with Grubb and Ellis Company in 1993, and from 1997 to 2006 Tom was an industrial broker with Trammell Crow Company. It was while working as an industrial broker that Tom learned about the unique challenges faced by industrial users with equipment and/or material intensive uses in major population centers. From restrictive zoning to an overall lack of supply and cost prohibitive reproduction, outdoor storage uses are not "cookie-cutter" facilities and thus are not well understood by the mainstream industrial real estate community.

Where many investors see road-blocks, Barbera saw opportunity: In the later part of his brokerage career Tom became a student of this underserved industrial property category and in 2005 he and JD Salazar, (IOV Chief Operating Officer) built a speculative 90 Door Cross-Dock truck terminal in Bolingbrook, IL. The partnership leased the property to YRC Freight during construction and so started a business plan that has evolved into Industrial Outdoor Ventures.

Tom resides in suburban Chicago, Illinois where he is married and has three children. Additionally, Tom is an active member of the Association of Industrial Real Estate Brokers (AIRE); he also serves on a community children's charity board, and sits on the Planning & Zoning Commission in his community.