

Barbara Tria

6975 SW 108 Street
Miami, FL 33156

500 S. Dixie Highway, Suite 307
Coral Gables, FL 33146

305.790.5055 | btria@coralpinerealestate.com

EDUCATION & LEADERSHIP/VOLUNTEER EXPERIENCE

City of Coral Gables – Work Group, Zoning Code Clean-up **Coral Gables, FL**
Volunteer June 2018 – present
Invited by Planning & Zoning Department to work with City staff, Consultant, and a diverse group of volunteers to refine and update the City Zoning Code.

Coral Gables Business Improvement District **Coral Gables, FL**
Board Member, Vice President 2016-2019 **2014-2020**
Co-chair/Chair of the Retail Committee advancing new initiatives to promote Coral Gables' downtown - Retail Broker Trolley Tour, Retail Broker Tenant Map of downtown (prior to Covid updated every six months), Tenant directory for hotel concierges/community members, Downtown Information Booth at Actor's Playhouse ticket kiosk. Worked closely with Economic Development and Chamber of Commerce on implementation of 2016 Retail Strategy Study initiatives including Pop-Up program.

City of Coral Gables - American Planning Association Annual Meeting **New Orleans, LA**
Panelist **May 2018**
Invited by City of Coral Gables Economic Development Department to participate as a panelist on presentation highlighting Coral Gables' Streetscape titled "A Holistic Approach to Downtown Revitalization". As an owner of commercial property in Coral Gables, Vice President of the BID, and active commercial realtor in the market, contributed content to presentation and brought a unique perspective to the panel.

Miami Association of Realtors, Realtor Commercial Alliance **Miami, FL**
President **2014-2015**
Represented over 20,000 Commercial Realtors who are part of Miami Association of Realtors, the largest association in the country, in various capacities at local, state, national and international levels. Had the honor of representing the RCA at MIPIM, one of the largest international meetings focused on all aspects of commercial real estate in 2015 in Cannes, France. Served on RCA Board from 2011 – 2017. Awarded 2012 Commercial Realtor of the Year.

City of Coral Gables – Parks and Recreation Board **Coral Gables, FL**
Board Member **1994-1995**
Nominated by Commissioner William H. Kerdyk, Jr. City had just finished the Youth Center renovations and began evaluation of equipment and conditions at parks throughout the City.

University of North Carolina at Chapel Hill, School of Business **Chapel Hill, NC**
Managing the Arts Certificate Program **Summer 1985**
In-residence certificate program aimed at building and expanding fundamental business skills for individuals who manage non-profit cultural organizations.

Binghamton University, Harpur College **Binghamton, NY**
Bachelor of Arts in Music and Bachelor of Arts in English Rhetoric **May 1983**

- **Honors:** Master's Award for contributions to Residential Student Life; Harpur College Foundation Award for Creative Work in Fine Arts – Music; Principal Cellist, University Orchestra and University String Orchestra, 1979-1983 (except Spring 1979); Cellist, Binghamton Symphony, Opera and Pops Orchestras, 1982-83; played Continuo for multiple Masters and Senior recitals.

WORK EXPERIENCE

Coral Pine Real Estate, LLC

Coral Gables, FL

Owner/Broker

November 2017 -Present

- Founding principal of commercial real estate firm specializing in retail and office leasing and sales in the City of Coral Gables.
- Work closely with Coral Gables commercial property owners to maximize value through long term Landlord/Tenant relationships.
- Noteworthy leases: 360 Miracle Mile - *Pronovias*, Represented global brand in locating flagship store on Miracle Mile, 305 Palermo Avenue - *Aria Rose*, Represented landlord in off-market transaction, 204 San Lorenzo - *Silvia Tcherassi*, Represented global fashion house in locating flagship store in Coral Gables.

Kerdyk Real Estate

Coral Gables, FL

Broker-Associate

October 1995 – October 2017

- Specialized in selling and leasing commercial properties in Coral Gables' CBD.
- Noteworthy sales - 540 Biltmore Way, 3300 Ponce de Leon Blvd., 3399 Ponce de Leon Blvd. (to *Lydian Bank*), 320 & 321 Miracle Mile (brought *Season's 52* to Buyer client during due diligence), 4208/4212 Ponce de Leon Blvd., 224 Valencia Avenue, 210 Valencia Avenue, 2610 Ponce de Leon Blvd., 2309/2315 Ponce de Leon Blvd., various Miracle Mile properties - collaborated with Charles Treister in representing Starwood Urban X in acquisition of retail property on Miracle Mile.
- Noteworthy lease transactions – 357 Miracle Mile–*Pepi Bertini*; 2309 Ponce de Leon Blvd.–*Supercuts*; 2315 Ponce de Leon Blvd.–*Smoothie King*; 2416 Ponce de Leon Blvd.–*No Boundaries*, one of the first “pop-up” tenants in City, tenant later found permanent location in City property on Aragon Avenue; 2416 Ponce de Leon Blvd.–*Bricktops*; 2415 Ponce de Leon Blvd.–*Swine*.

The Brandon Company

Coconut Grove, FL

Leasing Agent

October 1986-April 1989

- On-site leasing agent for new shopping center development at US-1 & SW 136th Street, Miami, FL.

Levine Properties

Charlotte, NC

Real Estate Associate

June 1986-October 1987

- Worked alongside principal in leasing and development of new-to-market flex-space in Charlotte, NC.

University of North Carolina, School of Business (Kenan Flagler School of Business)

Chapel Hill, NC

Administrative Assistant

August 1984-June 1986

- Supported in-residence Management Programs; advanced to Marketing Associate responsible for recruiting NC based companies to participate in University Executive Programs.

Carnegie Hall

New York City, NY

Administrative Assistant

June 1983-August 1984

- Supported the Assistant Artistic Director in multiple aspects of programming performance series for the newly refurbished Recital Hall.
- Supported the Artistic Director in administration of contracts with artists scheduled to perform on Carnegie Hall-sponsored series in the Main Hall.

ACTIVITIES & INTERESTS

CREW Miami: 1995 to present, held multiple Board and Chair positions. 2011 Networking Deal of the Year Under \$2MM, 2012 Unsung Hero Award, 2013 Outstanding Mover & Shaker Award.

Miami Realtors, Miami Commercial: Member 1995 to present.

ICSC: 2005 to present.

The Alhambra Orchestra: Cellist, 1990-1994 & 2018 to present.

Fairchild Tropical Botanic Garden: Chair, Silent Auction Committee, 2004-2009; raised net earnings over 20x.

Hobbies: Running (completed 2 marathons, multiple ½ marathons), mountain biking, hot yoga and snow skiing.