



C. Dale Mutchler

Public Sector Development

Real Estate Specialty

Dale Mutchler pursues long-term federal leases for build-to-suit commercial construction. He benefits from an insider's view of the Fed's procurement black box. He improves understanding of government objectives and bureaucratic restraint. His approach is seasoned by having bid as well as bought large federal leases. He links the Nation's largest real estate buyer to providers through an established coast-to-coast government network.

Career History

Dale worked for 30 years with the federal government, the bulk serving as commercial real estate director in the General Services Administration's Great Lakes, Southwest and Heartland Regions. His managerial responsibilities included capital investment determination, planning, appraisal, site purchase, leasing, interior design, client billing and landlord payments. In this capacity, Dale supervised over 300 people responsible for 56 million square feet in 1500 buildings covering 15 states. After retirement in 1998, he pursued commercial real estate development through his own company. Dale also teaches ten week-long classes nationwide annually in Federal Real Property Leasing. He has represented Kessinger/Hunter since 2000 and successfully built several buildings for Social Security and the National Archives.

Education

- 1993 Harvard University, Senior Executive Fellow, JFK School of Government at Cambridge, MA
- 1991 University of Virginia, Federal Executive Institute at Charlottesville, VA
- 1970 University of Missouri, Journalism Graduate Studies at Columbia, MO
- 1967 Infantry Officers Candidate School, Graduate 2nd LT at Fort Benning, GA
- 1966 University of Missouri, Bachelor of Science in Business at Columbia, MO
- 1964 Metropolitan Junior College, Associate of Arts at Kansas City, MO

Community Leadership

Director of Federal United Fund Drive for South Kansas City. Chancel Choir and Deacon at Country Club Christian Church. Local School Board Selection Committeeman. Swim Team Board of Directors, U.S. Army, Bronze Star, Vietnam.

Professional Affiliations

BOMA, NACORE, CCIM, and is a licensed real estate salesperson

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