

## Paul Caine

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### NAI

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**Title:** Managing Director, NAI Latin America and the Caribbean

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### Scope of Service Experience

Paul possesses over 24 years of corporate real estate services management. He worked in every facet of project development for Torrey Enterprises from financing to the selection of management. Paul was named "National Salesperson of the Year" at Merrill Lynch Commercial for leadership and completing over thirty five major transactions. He was also previously employed at CB Richard Ellis Commercial Real Estate, where he was consistently a top international corporate services consultant in the United States and Latin America.

### Education

B.S. Business Administration, The University of Montana  
M.S. Graduate of The U.S. Army Command and General Staff College  
Graduate Studies were also conducted at Catholic University and  
The University of Texas

### Background & Experience

Paul has achieved a technical excellence in corporate services and building sales negotiations, which has allowed him to be involved in over 10 million square feet of lease and sales transactions in the past few years. He concluded the largest lease transaction in the San Diego CBD, and a large headquarters building acquisition for a major corporation in Mexico City. He completed 34 consulting assignments including significant building purchases and dispositions and has been repeatedly commended by corporations such as The Gillette Company, Bechtel and Jafra International, Mexico City, for skills in collaboration and analyzing their needs, while professionally executing the project process with outstanding communications.

NAI has the most complete commercial real estate service and coverage of any corporate services group in Mexico, Central America and South America and the Caribbean. For the



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past seven years Caine has established, trained and managed 32 NAI offices in major Latin American markets including 5 offices in Brazil and 9 in Chile, and he recently expanded operations throughout the Caribbean. Caine was also instrumental in forming NAI NAFTA, with 11 full-service offices in Mexico serving the Maquiladora Industry, Office, Investment and Retail requirements including very large land sales.

Paul is a former Navy Captain and was a Combat Aircraft Squadron Commander during the Vietnam War and an Air Wing Commander. Before departing the U.S. Navy he served as Director of ASW Plans PM-4 in the Pentagon, Washington D.C./Crystal City. He also worked and lived for many years in the Orient. For the past 15 years his business activity has been primarily involved in Latin America and the Caribbean. He has spoken at many professional seminars and written several articles concerning real estate and logistics in Latin America.

### **Professional Affiliations & Designations**

Trustee Emeriti of The University of Montana Foundation  
San Diego World Trade Center  
Institute of the Americas  
Latin American and U.S.A. Chambers of Commerce  
CoreNet, ICSC, BOMA.  
Past Vice Chairman, North Island Financial  
Former Chairman, Naval Helicopter Association  
INTERNATIONAL forum Editorial Advisory Board



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