

# Elaine Fournier, CPM

Regional Senior Vice President & Regional Property Manager –  
Southern Region, South Carolina



## Profile

Elaine is a valuable part of the ACPM Property Management team, with more than 40 years' experience in all types of commercial property management across more than 1 million square feet of property. A leader with proven business management expertise, she understands how important effective, smart commercial real estate management is to a company's bottom line. From formulating budgets and managing personnel to negotiating leases and planning construction of interior tenant space, Elaine is well qualified to provide ACPM's clients with expert advice and capable hands-on property management skills.

## Background & Experience

2019 - present	Alliance Commercial Property Management Senior Vice President
2009 - 2017	Avison Young (formerly Barkley Fraser) Director of Property Management
1998 - 2009	Southern Real Estate Management President
1991 - 1998	Retail Properties, Inc. Director of Property Management
1987 - 1991	Eisenberg Company Director of Property Management, East Coast
1986 - 1987	Charleston County Real Estate Analyst
1984 - 1986	The Koll Company Asset Manager
1979 - 1984	Coldwell Banker Real Estate Management Services Property Manager

## Areas of Expertise

### Financial Administration

Formulate yearly budgets, analyze monthly budget variance reports, prepare monthly narratives for financial partners, approve monthly expenditures, supervise revenue collections. Develop budgeting, hiring, compensating and training of staff members.

### Commercial Property Management

Produced contracts with firms to perform services for 1 million square feet of commercial property. Supervise the quality of work completed by those vendors. Maintain strong interpersonal relations with 200+ tenants. Communicate effectively with all levels within organizations. Select, develop, compensate, and manage personnel. Construct and submit proposals to financial partners for consideration and allocation of funds.

### Leasing Activities

Negotiate leases, renewals, and expansions. Coordinate the planning and the construction of interior tenant space. Design layouts for brochures and tenant newsletters. Create advertising to attract retail traffic. Supervise the preparation of lease documents.

## Educational Background

- Western International University, BBA – Management

## Affiliations

- Institute of Real Estate Management

## Property Types Managed

- Retail
- Office
- Medical
- Multi-Industrial

## Current and Former Tenants

- Bi-Lo
- Walmart
- Publix
- Hobby Lobby
- Rooms To Go



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