

Kimberly (Shalley) Gabbard

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Professional Summary

Senior real estate and advancement professional with more than seven years of direct experience building, marketing, and administering a comprehensive real estate gift program for Florida State University. Proven success guiding donors through complex real estate gift structures, overseeing due diligence and gift acceptance, and actively managing gifted asset portfolios to maximize value and mitigate institutional risk.

More than 30 years of leadership experience in commercial real estate acquisition, disposition, redevelopment, leasing, and asset management, including complex institutional transactions, portfolio governance, and cross-functional collaboration with legal, finance, facilities, and advancement teams. Demonstrated ability to lead programs, advise internal stakeholders, strengthen donor and industry relationships, and deliver high value results in alignment with university priorities.

Professional Experience

FSU Division of University Advancement / FSU Foundation

Director, Real Estate Strategy & Gift Acceptance

Jan 2026 – Present

- Leads the FSU Foundation's real estate gift program, overseeing marketing, donor engagement, gift review, acceptance, due diligence, and disposition of gifted assets in accordance with the University Gift Acceptance policy.
 - Completed more than \$6MM in gift transactions in FY 25 26, including acceptance of properties in Virginia, North Carolina, New Mexico and Florida. Successfully positioned the sale of a life estate property, resulting in proceeds more than \$1.5 million above original appraisal. Completed valuations and BOVs for more than \$25 million in prospective gifts.
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FSU Real Estate Foundation / Office of Real Estate

Program Director, Real Estate Gifts & Portfolio Management.

March 2019 – Jan 2026

- Enhanced and led the FSU Real Estate Foundation's comprehensive real estate gift program, overseeing marketing, donor engagement, gift review, acceptance, due

diligence, and disposition of gifted assets in accordance with FSU Real Estate Foundation (REF) and University policies.

- Partnered closely with Development Officers and donors throughout the gift lifecycle to evaluate proposed real estate gifts, structure customized gift solutions, and steward donor intent while maximizing institutional benefit.
- Advised donors and REF board members on complex real estate gift structures including outright gifts, charitable remainder unitrusts (CRUTs), retained life estates, and donated commercial space, with properties located across Florida, Georgia, Alabama, Virginia, and North Carolina.
- Prepared and coordinated due diligence packages, property analyses, risk assessments, and executive summaries for internal gift acceptance review, legal counsel, and transaction approval.
- Successfully executed more than \$40 million in real estate transactions, including over \$8 million in real estate gifts, and oversaw subsequent asset positioning, brokerage strategy, and disposition to maximize proceeds to the University.
- Designed and implemented marketing and branding strategies, donor-facing materials, and outreach events to promote FSU's real estate gift program; regularly presented to Deans' Councils, Advancement leadership, and external audiences.
- Served as the primary liaison between the REF and key university partners including the Office of General Counsel, Office of Real Estate, Finance, Facilities, and academic units to ensure compliance, risk mitigation, and alignment with institutional priorities.
- Following consolidation of the FSU Real Estate Foundation into the FSU Foundation, assumed expanded leadership for institutional real estate initiatives, completing \$18 million in acquisitions in FY 2024.
- Executed 40+ lease transactions, leveraging market research and negotiation expertise to restructure rental rates and value-engineer tenant improvements in support of university objectives.
- Actively managed a diverse portfolio of university-held real estate assets, including oversight of property management, insurance requirements, leasing strategy, and risk exposure.

Training & Advancement Support

- Designed and delivered training and informational sessions for Development Officers and Advancement staff on real estate gift options, acceptance criteria, valuation considerations, and risk factors.
- Provided ongoing consultation to Advancement teams and external constituents to support accurate positioning of real estate gifts within broader donor strategies.
- Contributed to the refinement of gift acceptance policies and internal review processes to enhance efficiency, consistency, and risk management.

TLG Real Estate Services, PLLC, Tallahassee, FL
Commercial Real Estate Consultant

March 2017 – March 2019

- Provided advisory services in commercial sales, leasing, tenant representation, and project management.
 - Represented institutional and private clients including Winewood Office Complex, Florida Healthy Kids Corporation, Boulos Corporation, and multiple retail and office entities.
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Blackwater Resources, Birmingham AL
Director of Asset Development

September 2015 – October 2016

- Member of the development team redeveloping a former shopping center into an 800,000 SF mixed-use destination, including a 10,000-seat concert pavilion, charter school, food hall, ice rink, and retail.
 - Project manager for construction of a K–8 charter school within a former Dillard's department store, overseeing budgeting, design, construction, and permitting.
 - Managed development of a 12,000 SF food hall, coordinating design, construction, and permitting for multiple integrated concepts.
 - Oversaw budgets, schedules, and regulatory approvals for multiple commercial redevelopment projects.
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Ajax Partners, New York, NY
Investor & Asset Manager

July 2007 – August 2015

- Asset manager and participating investor for a 500,000 SF office and retail campus, including a 40,000 SF data center with 4,500 KVA power infrastructure.
 - Negotiated more than 116,000 SF of leases, achieving 95% occupancy and a 100% tenant renewal rate.
 - Managed operating budgets of \$3.1 million and capital improvement programs exceeding \$2 million annually.
 - Led all tenant improvements and capital projects totaling more than \$7 million.
 - Evaluated properties for acquisition and redevelopment opportunities.
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UrbanAmerica, LP, New York, NY
Regional Asset Manager

December 2000 – June 2007

- Directed asset management and redevelopment of Florida and Georgia office and retail portfolios totaling more than 750,000 SF.

- Led an award-winning revitalization of a signature Atlanta office asset later acquired by Georgia State University.
 - Negotiated long-term leases with public and private sector tenants, including a 15-year lease with the State of Florida.
 - Oversaw operating budgets, capital improvements, and property management teams.
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Acadia Realty Trust (NYSE: AKR), New York, NY
Asset Manager

November 1988 – November 2000

- Managed leasing, redevelopment, construction, and asset performance for a 500,000 SF office and retail campus.
 - Negotiated leases exceeding \$17 million in value.
 - Developed and managed operating and capital budgets exceeding \$3 million annually.
 - Collaborated with lobbyists and monitored legislation impacting commercial real estate investments.
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Industry & Institutional Leadership

- Chair, Board of Directors – Urban Land Institute, Capitol Region (2020–2021)
- Chair, Maintenance & Repair Committee – Capital Improvement Review Team (CIRT), Greater Tallahassee Chamber of Commerce
 - Led evaluation and reporting supporting a \$621 million public capital funding initiative for Leon County Schools
- Active collaboration with the FSU Real Estate Center, including participation in industry education and advisory activities

Education & Licensure

- Bachelor of Arts, Florida State University
- Pursuing a Master's degree in Instructional Systems & Learning Technologies, Florida State University (expected completion: Summer, 2026)
- Licensed Florida Real Estate Broker (BK3380704)

Professional Affiliations

Urban Land Institute • Tallahassee Board of Realtors • Greater Tallahassee Chamber of Commerce • FSU Varsity Club • FSU Real Estate Center TRENDS Conference Committee