

# MICHAEL J. PRATICO, JR., CCIM, AI-GRS, MRICS

640 Paxson Avenue, Hamilton, New Jersey 08619 USA ~ C. (908) 420-2143 ~ mjp18@cornell.edu

## BACKGROUND

---

Experienced professional in collateral risk, asset management, consulting, brokerage, and valuation for 25 years, complemented by three years of entrepreneurial executive leadership.

## EXPERIENCE

---

**Columbia Bank**, Fair Lawn, New Jersey 2013-Present  
\$10 billion community bank with 60± branches across New Jersey.

*Director of Collateral Risk/Chief Appraiser (Oversight for Valuation and Environmental Due Diligence)*

- **Process Enhancement:** Spearheaded the evaluation of various tools aimed at streamlining a fragmented workflow system. Achieved a remarkable 50% increase in staff productivity without the need for additional personnel, concurrently reducing overtime costs.
- **Procedure Optimization:** Restructured multiple policies to eliminate redundancy and enhance useability. Pioneered the development of departmental procedures to ensure greater clarity in staff responsibilities consistent with the administration of bank policies.
- **Efficient Turnaround:** Successfully implemented a comprehensive vendor management program, resulting in a notable 25% reduction in turnaround times, while simultaneously elevating the quality of the reports.
- **Reconsideration of Value Implementation:** Designed and executed a structured framework that empowers borrowers to furnish supplementary market data and information, thereby delivering internal and external customers transparent feedback and enhancing report credibility.
- **Board-Level Reporting & Budgeting:** Demonstrated expertise in developing and delivering board-level presentations, overseeing a substantial \$4.5 million budget.

**NJ Department of Environmental Protection – Green Acres**, Trenton, New Jersey 2010-2013  
Green Acres serves as the state’s land preservation unit protecting over 700,000 acres of open space.

*Senior Review Appraiser*

- **Appraisal Oversight:** Directed and personally undertook appraisal review assignments, encompassing a diverse range of properties such as single-family homes, land parcels, and cross-state utility easements, while overseeing a proficient review team of five.
- **Enhanced Processes:** Spearheaded an ambitious effort to revamp the Scope of Work, ensuring a higher level of uniformity in appraisals and a more efficient review process. Additionally, revamped the database utilized by approved appraisers, enhancing overall efficiency.

**Richardson Commercial and Lexington Appraisal**, Hamilton, New Jersey 2001 - 2013  
Largest commercial real estate services firm in Mercer County serving the central New Jersey market.

*Asset Manager and Real Estate Consultant*

- **Commercial Real Estate Optimization:** Streamlined the evaluation process for existing assets leveraging a multi-discipline team and shortening deal cycles by 25%. Reduced occupancy costs up to 50% through redeployment of assets and lease re-negotiations.
- **Land Use/Approvals:** Worked with the land use team to spearhead the development process by leveraging relationships with governmental officials and building consensus with neighbors.
- **Court Appointed Receiver/Expert Witness:** Advocated for clients on tax appeals cases, resulting in 30% reductions. Served as a court-appointed Receiver for commercial properties.

**Mercer County Community College**, West Windsor, New Jersey 2005

*Adjunct Faculty - Lecturer*

- **Teaching:** Developed and taught an introductory course on the fundamentals of acquiring and leasing commercial real estate for small business owners.

**Davanita Design / Avatar Technology, Inc.**, Manhattan, New York 1997 – 2000  
Built IT firm that leveraged engineering talent at Cornell University to compete with pricier NY firms.

*Founder and Director of Sales (Entrepreneur)*

- **Negotiation:** Spearheaded the negotiation of the sale of the company to a Texas-based firm
- **Business Development:** Orchestrated sales effort-inception to \$200K+ revenue in 18 months
- **Operations:** Managed the finance and human resources sections including hiring 12 employees

## EDUCATION

---

**University of Massachusetts-Amherst, Isenberg School**, Amherst, Massachusetts - 2021  
MBA with a focus in Financial Services Management

**Stonier, ABA Stonier Graduate School of Banking**, University of Pennsylvania - June 2017

**Cornell University, School of Hotel Administration**, Ithaca, New York - December 1998  
Bachelor of Science, *with Distinction* - Dean's List

## PROFESSIONAL ACTIVITIES AND MEMBERSHIPS

---

### Real Estate Related

- *Former Chairperson*, Executive Committee and Community Board of Trustees, The Hamilton Partnership (Hamilton Township Economic Development Corporation)
- *Former Member*, Lawrence Township Growth and Redevelopment Committee
- *Former President*, Board of Directors, Mercer County Board of Realtors®
- *Former Chairperson*, Legislative Committee, Mercer County Board of Realtors®
- *Former Member*, Board of Directors, New Jersey Association of Realtors®
- *CCIM*, CCIM Institute
- *AI-GRS*, Appraisal Institute
- *MRICS Chartered Member*, Royal Institution of Chartered Surveyors
- *Founder and Board Member*, FIVA (Financial Institution Valuation Advisors)

## AWARDS

---

Columbia Bank 2014 Community Service Award

RWJ Hamilton 2013 Young Professional of the Year

Hamilton YMCA 2011 Advocate of the Year

Inaugural Business Service Person of the Year – Hamilton Township Economic Development Advisory

Realtor of the Year 2010 – Mercer County Association of Realtors

20 Under 40 Award from the Mercer County Chamber of Commerce and the Trentonian

## VOLUNTEER

---

### Robert Wood Johnson University Hospital Hamilton

- Vice-Chair of the Board of Trustees & Chairperson, Finance Committee

### ARC Mercer

- Former Member, Board of Trustees and Chairperson, Facilities Committee

### Friends Making a Difference

- Chairperson, Board of Trustees

## PUBLICATIONS/QUOTES

---

The Pipeline – Created publication that tracks new commercial inventory coming to the market.

The New Jersey Cooperator “*The Role of the Super*” November 2008

Mercer Business “*Ask a Busy Person: Michael J. Pratico, Jr.*” June 2007

[http://findarticles.com/p/articles/mi\\_qa3697/is\\_ai\\_n19433663](http://findarticles.com/p/articles/mi_qa3697/is_ai_n19433663)

Click Z Network. “*Going Once.....*” January, 1999. <http://www.clickz.com>

## **LICENSES**

---

Real Estate Broker-Salesperson, New Jersey 2/1/01-6/30/25 (0120226)

Real Estate Salesperson, Pennsylvania 6/01/18-5/31/24 (RS276447)

State Certified General Real Estate Appraiser, New Jersey 11/28/06-12/31/23 (42RG00208300)

State Certified General Real Estate Appraiser, Pennsylvania 8/29/07-6/30/25 (GA003615)

State Certified General Real Estate Appraiser, Pennsylvania 11/14/17-11/13/23 (46000052135)