

**SAL GIULIANO**  
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***PROFESSIONAL EXPERIENCE***

***1985 – present***

**EVERSOURCE ENERGY, Berlin, CT**

**MANAGER – CORPORATE REAL ESTATE**

*(1994 to present)*

**Significant Accomplishments:**

**\$ 82M cumulative gross real estate asset sales.**

**\$ 98M cumulative third party lease revenues.**

**\$ +770 revenue and expense lease agreement portfolio.**

**\$ 15M cumulative tax savings from “open space” programs.**

**Conveyed +0.7M square feet of building space reflective corporate optimization.**

**Conveyed largest former Manufactured Gas Plant site (Stamford, CT) for brownfield redevelopment.**

**Conveyed 1,400 acres to Massachusetts Division of Fishers and Wildlife Protection.**

**Developed Real Estate Lease Management System for system-wide portfolio management.**

**Acquired Corporate Headquarters location in Hartford, CT.**

**Established Eversource Energy Land Trust to hold ±1,150 acres of conservation land/rights.**

Serve as lead real estate advisor to corporation. Responsible for directing work activities of corporate real estate function for New England based electric & gas and utility ensuring successful completion corporate objectives and achieving regulatory compliance. Accountable for real estate transaction including: acquisitions, dispositions, leasing and management of utility real estate and telecommunications interests encompassing +5 million square feet of office/industrial buildings and ±42,000 acres of land. Possess keen focus on enhancing portfolio value by optimizing revenues, divesting of underutilized assets, lowering O&M and carrying costs, and leveraging assets for corporate objectives. Develop forecasts, manage budgets, authorize expenditures, and monitor financial progress/results.

Led corporate real estate teams through several merger & acquisition initiatives. Performed due diligence, identified and compared work processes, and implemented best practices. Successfully consolidated Northeast Utilities/Yankee Gas real estate operations. Developed transition strategy for proposed Con Ed/Northeast Utilities merger. Completed divestiture of electric generation plant sites (nuclear, fossil fuel and hydro-electric) achieved \$1.3B sales price. Led Northeast Utilities/NSTAR real estate due diligence, integration and change management processes; implemented one-company vision for 2012 corporate merger.

Provide expert witness testimony for legal, regulatory and governmental hearings, capital projects; land use and legislative hearings. Foster and maintain business relationships with corporate real estate professionals, attorneys, consultants and governmental officials.

Direct implementation of highly praised Land Management programs on undeveloped land portfolio, including: public recreation, forest and open space management, wildlife management, and tax abatement initiatives. Maintain close relationships with Connecticut Department of Energy & Environmental Protection (CTDEEP), the Connecticut Forest & Park Association, and several key open space stakeholder groups. Developed and manage cooperative wildlife management partnerships ensuring compliance with agency focus while balancing core business needs. Successfully created Eversource Energy Land Trust; first public utility land trust in the nation holding title to ±1,150 acres of land and conservation easements over key open space tracts and sensitive species.

Formulate real estate strategies, business plans, and develop and implement process improvements. Built and foster an expert employee workforce focused on team success. Successfully sponsored key employee recognized as Eversource Energy’s prestigious Chairman’s award recipient.

**1981 - 1985**

**LAN ASSOCIATES DEVELOPMENT COMPANY, Enfield, CT  
REAL ESTATE DEVELOPMENT REPRESENTATIVE**

Responsible for marketing, negotiating, leasing and managing +1.3 million square feet of office and industrial properties in central and northern New Jersey. Analyzed and managed landlord/tenant lease agreements, brokerage listings, joint venture financing partnerships and mortgage commitments. Negotiated and coordinated all aspects of leasehold transactions including tenant improvements, interfacing with legal representatives, architects, engineers, construction managers and subcontractors.

***EDUCATION***

The University of Connecticut, Storrs Connecticut  
Bachelor of Science, Finance, May 1980  
Strong concentration in engineering, mathematics and physics.  
Northeast Utilities Finance Academy Graduate - 2011

***PROFESSIONAL ENHANCEMENT***

Extensive formal course work and professional seminars in real estate contract law, landlord/tenant relationships, BOMA standards, appraisals, valuation and investment analysis, construction management, cost estimating and employee management.

Licensed Connecticut Real Estate Broker.

Guest panelist for the Real Estate Appraisal Institute. Participate in numerous forums involving building management, industry benchmarking/best practices studies and valuation of utility real estate.

**UNITED WAY/COMBINED HEALTH APPEAL LOANED EXECUTIVE**

Selected by senior management to represent Northeast Utilities as 1991 and 1992's United Way/Combined Health Appeal Loaned Executive for the Capital Region Campaign.

Selected as Northeast Utilities system-wide campaign manager for 1998 corporate United Way/Combined Health Appeal Campaign (raised \$1.4M).