



Susan Kay

Senior Vice President

Professional Experience

Susan has spent 30 years representing occupiers of space. She works closely with local and national clients to identify objectives while implementing strategic plans to reduce occupancy costs and support operational missions. She has extensive experience negotiating leases and focuses on financial modeling, business intelligence insights, labor analytics, incentives, creative financing solutions, and strategic planning.

Select Clients

- Giant Food/AHOLD, regional HQ expansion and renegotiation
- Montgomery Hospice
- American Council on Renewable Energy
- Montgomery County Coalition for the Homeless
- AppleTree Public Charter Schools
- The Geneva Foundation
- CityDance
- The Foundation School
- Herbie Hancock School of Jazz
- Integrated Community Services
- Blacklvy
- CINC Care
- Local 26 IBEW-NECA Electrical Welfare Trust Fund
- M&T Bank
- Ameriprise

Education

Susan graduated from Syracuse University with a degree in business and communications.

Contact

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"In the almost 20 years of working with Susan Kay, she has been extremely responsive, effective and thoroughly capable of understanding the strategic needs of my company."

Ann Mitchell, MPH, President & CEO
Montgomery Hospice & Prince George's
Hospice

