



# MANNY YBARRA

PRESIDENT  
PILLAR COMMERCIAL

## 2011

“Work hard for what you want...  
Be thankful for what you have...  
And be mindful that we  
are mere stewards of it all.”

**YBARRA** went to work for the City of Dallas after college, for the singular purpose of understanding how big city government works. Ybarra eventually joined the Greater Dallas Chamber as VP of Economic Development. In this role, he had the opportunity to work in a quasi-governmental role. This experience allowed him to gain insight on both the public and private sectors and was his introduction to the commercial real estate industry.

After leaving the Chamber, Ybarra started at the ground level in commercial real estate as an associate with Grubb & Ellis. As his experience grew and network expanded, he eventually came to the conclusion of starting his own commercial real estate company. Owning a business is one the most challenging, yet rewarding experiences he could have ever imagined. Ybarra never knows what the day will bring and is always surprised to look back over a 12-month period at the things accomplished and the obstacles overcome.

### SERVICE

**NTCAR**  
PRESIDENT 2009

**TREC**  
EXECUTIVE COMMITTEE  
CHAIRMAN OF  
GOVERNMENT AFFAIRS

**FOUNDERS NATIONAL BANK**  
PAST BOARD MEMBER

**DALLAS CITY PLAN  
COMMISSION**  
1995-1997

**DALLAS BOARD OF  
ADJUSTMENT**  
1997-1999

**CENTRAL DALLAS  
ASSOCIATION**  
PAST BOARD MEMBER

**DALLAS ASSEMBLY**

**CITY OF DALLAS  
ECONOMIC DEVELOPMENT  
TASK FORCE**

**CITY OF DALLAS  
SUSTAINABILITY AND  
DEVELOPMENT TASK FORCE**

### BREAKOUT PLAY

My breakout transaction has to be the acquisition of the former Nortel HQ campus. It is the largest acquisition by a significant margin and one of the most complex due to buying it out of bankruptcy court.

### TOP ACCOMPLISHMENT

To date, starting a new enterprise from the ground up and sustaining a company in an economic climate that has been as challenging as this global downturn.



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