

Professional Profile



Richard Meginnis, SIOR President

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CAREER SUMMARY

Richard Meginnis is President of NAI FMA Realty. In addition to overseeing the Brokerage Division, Richard has remained a top producer for NAI FMA Realty and one of the top commercial real estate brokers in Lincoln and the region. Richard specializes in investment, office, medical and industrial real estate brokerage. He focuses primarily on and has extensive experience in corporate services, site selection, land assemblage and development projects.

BACKGROUND AND EXPERIENCE

Richard brings over 30 years of experience in the commercial real estate industry, representing a variety of public and private companies, owners, investors and developers in all aspects of commercial real estate. He has represented several national clients in securing multi-market commercial acquisitions as well as dispositions throughout the U.S.

Richard's strength is helping his clients identify and align their real estate requirements with their strategic business, financial and operational objectives. As a tenant/buyer representative, Richard has planned and implemented location strategy for national clients, as well as find the perfect location for an entrepreneur opening their first business. As a landlord representative, Richard has experience with individual investors, REITS, national shopping center owners and developers, as well as corporate disposition and bank-owned property assignments. He has built an impressive client roster that includes Ameritas Life Insurance Corp., Nelnet, Inc., Nationwide, Fiserv, Gallup, Inc., Bryan Health, Sysco, and Olsson.

ACHIEVEMENTS & AWARDS

- Realtors Association of Lincoln, Realtor of the Year Award (2025)
- LIBA's Community Impact Award (2016)
- Midwest Real Estate News' Commercial Real Estate Hall of Fame Honoree (2011)
- Realtors Association of Lincoln, Commercial Service Award (2011)
- National Association of Realtors' National Commercial Award (2011)

EDUCATION

University of Utah
Majored in Economics

PROFESSIONAL AFFILIATIONS

- Earned the Society of Industrial & Office Realtors (SIOR) Designation
- REALTORS® Association of Lincoln, Member



Union Bank Place
1248 O St Ste 550, Lincoln, NE 68508



402 441 5800



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Professional Profile

(Continued)



Richard Meginnis, SIOR

President

CIVIC INVOLVEMENT

- Appointed by Governor Jim Pillen to serve on the Nebraska State Highway Commission, District 1, for term ending September 2029
- Leadership Lincoln, Fellow
- Lincoln Chamber of Commerce, Member; Governmental Affairs Committee Member
- Lincoln City Council Member SE District 2, Past Chair & Member
- Lincoln Partnership for Economic Development, NAI FMA Realty representative
- Mayor's Economic Task Force, Infrastructure Task Force, Past Member
- Lincoln Public Schools Construction Review Committee, Past Member
- Lincoln Public Schools' Board of Education, Past President
- Cornhusker Better Business Bureau, Past President
- Lincoln Independent Business Association (LIBA), Past President

SIGNIFICANT TRANSACTIONS/CLIENTS

- Represented the seller, Ameritas Life Insurance Corp., of a 118,612-square-foot office development in Omaha, NE for \$18 million. Fully occupied and anchored by TD Ameritrade
- Represented Bryan Health in the \$15.99 million purchase of the former Allstate campus consisting of two office buildings totaling 166,921-square-feet plus an office pad site in Lincoln, NE
- Assisted Windstream in its disposition of a multi-property portfolio in Lincoln, NE for \$5.75 million including a 74,000-square-foot office building, a 35,000-square-foot warehouse facility and a parking garage
- Landlord representative for Ameritas Life Insurance Corp.'s prestigious Union Bank Place, a 260,000 square foot Class "A" office building in downtown Lincoln
- Represented Sioux City Trucking in site acquisition and worked closely with the Mayor's office to secure incentives to bring this user to the Lincoln community



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