

PROFESSIONAL PROFILE

Commercial Real Estate executive with 33 years of hands-on operational experience focused in the industrial segment of the real estate industry. Areas of experience include:

- Marketing and leasing
- Lease negotiations
- Site evaluation and acquisition
- Ground-up development including site planning, budgeting and construction management
- Construction of both speculative and build-to-suit projects
- Improved property evaluation, acquisition and disposition
- Oversight of multi-city, third-party property management and leasing personnel
- Managing all daily functions of an operating real estate business

PROFESSIONAL EXPERIENCE

Hamill Commercial, LLC

Principal / Member

05/2014-Present

Founded a niche commercial real estate development, investment and brokerage company focused on the industrial and office service center markets.

GE Capital Real Estate (Industrial Properties Corporation subsidiary)

Senior Asset Manager / Market Manager

01/2007-04/2014

After GE's acquisition of IPC, became executive in charge of managing portfolio operations in multiple markets including Atlanta, Georgia, Dallas, Texas, Denver, Colorado and Portland, Oregon. In aggregate these markets accounted for 5.5 million square feet of industrial space in 65 buildings, \$25 million in NOI and represented \$275 million in asset value. Duties included management of leasing agents and property managers, regular and detailed asset inspections, regular personal calls on all tenants, developing marketing and leasing strategies, annual asset level budgeting and asset valuation, strategic portfolio planning, capital projects evaluation and direct involvement in all high-value lease negotiations. Accomplishments included:

- Exceeded budget metrics (leasing, occupancy and NOI) in markets managed in 6 of 7 years from 2007 to 2013; raised post-financial crisis occupancies in managed markets to an average of 94%
- Oversaw 4.2 million square feet of leasing from 2007 to 2013
- Raised same-store NOI in managed markets by an average of 5% annually from 2007 to 2013
- Worked on the operations team that completed the sale of IPC's 107 building, 10 million square foot portfolio to Blackstone Group, LP (NYSE: BX) on 2/27/14

Industrial Properties Corporation

Vice President, Board Member

08/1983-12/2006

IPC was a 76 year old, privately held warehouse developer until October 2004. Responsibilities included the management and of IPC's Dallas area portfolio, specifically: portfolio leasing, oversight of the portfolio's property management operation, tenant relations, land acquisition, development planning and leading IPC's new speculative warehouse developments in the Dallas market.

- Responsible for developing and leasing millions of square feet of industrial space
- In 1994, planned and developed IPC's corporate headquarters in Las Colinas, Texas
- Worked on the executive team that arranged and executed the sale of IPC to Crow Holdings in October 2004 and again in January 2007 when the business was sold to GE Capital Real Estate.

EDUCATIONAL BACKGROUND / LICENSING

Southern Methodist University, Dallas, Texas (Bachelor of Business Administration, Real Estate)

GE Executive Leadership Training, Crotonville, New York

Texas Real Estate Broker License (Number 321745)

COMMUNITY INVOLVEMENT

United Way of Metro Dallas, Stemmons Corridor Business Association ('98-'99 chairman), Dallas Police Department's Citizen Advisory Committee-Northwest Division, Dallas Christian Leadership Prayer Breakfast, Trinity Commons Foundation Board ('07-'09 treasurer) and Park Cities Presbyterian Church, deacon.