

## **JIM GRISSETT BIOGRAPHICAL HIGHLIGHTS**

Jim Grissett is an investor focused on REITs and real estate securities. He was a founding partner of The Parthenon Group, a firm that managed real estate investments in both direct and securitized formats. He directed their alliance with a \$1.8 billion investment advisor, with core REIT fund returns exceeding index benchmarks for four years by an average of over 600 basis points annually, among the top records in the industry. Their leveraged hedge fund exceeded those results by an additional 100+ basis points. He was also an original principal in the firm's selection to direct leasing, marketing, and varied asset management activities at Peachtree Center, Atlanta's largest mixed-use office complex at 2.5 million square feet. Their team helped increase this distressed project's value by over \$100 million following a complex joint venture transition from the original developer.

His predecessor consulting firm worked with institutional investors on a variety of market and strategy issues at both property and portfolio levels. Clients included Deloitte & Touche, GE Capital, Goldman Sachs, Mutual of New York, Balcor-Allegiance, Lennar Corporation, AT&T, Hillman Properties, Faison, TIAA, DIHC, Houlihan's, and The Rouse Company.

Previously, he was Director of Market Research for The Landmarks Group, an Atlanta based development firm noted for its Concourse and Promenade mixed use office projects. This role supported development of 2.4 million square feet and tripling of the company's management portfolio to 14 million square feet. Projects involved markets throughout the U.S. as well as Europe and Mexico. Just out of grad school, he developed a new economic development program at Georgia Power to promote urban investment and revitalization.

He earned his undergraduate degree from Vanderbilt University in Urban Studies and a Master of City Planning degree from Georgia Tech, with a thesis on the determinants of success in downtown redevelopment programs. He was the first consultant to earn the CCIM designation from the National Association of Realtors and has additional professional education in business credit analysis and economic development financing.

He is an adjunct faculty member teaching REIT and real estate investment analysis at Emory University and has also been on the adjunct faculty of Georgia Tech and spoken to a number of other university and industry groups. He has been the moderator for SNL Financial's annual REIT School, the leading training program for real estate securities analysts. He has written articles and been quoted in numerous business and industry publications including The Real Estate Finance Journal, The Wall Street Journal, The New York Times, SNL Real Estate Securities, Bloomberg, Real Estate Capital Markets, The Street.Com, National Real Estate Investor, Commercial Property News, and Georgia Trend.

When he is not playing with his two kids, Jim spends his spare time doing a little endurance sports car racing, golf, and snow skiing.