

James A. "Jimmy" Black, Jr.

Principal and President



Select Clientele

- JP Financial
- The Home Depot
- Walgreens
- Primrose Schools
- UnitedHealthCare
- Thomas Enterprises
- Prudential Life Insurance Co.
- South Trust Bank
- Franklin Street Trust



ALLIANCE

COMMERCIAL PROPERTY MANAGEMENT

Alliance Commercial Property Management
1400 West Northwood Street
Greensboro, NC 27408
Office: (336) 383-5901
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Profile

Thirty years of experience in the commercial and investment real estate business. Significant experience in the development, leasing, and management of office and retail properties. Recognized as an industry leader across the Carolinas. Investment sales experience in retail and multi-family residential product. Respected community leader with extensive personal and professional network in the Piedmont Triad of North Carolina.

Background & Experience

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|----------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2010 – present | NAI Piedmont Triad, Senior Sales Associate |
| 2004 – present | Alliance Companies
Principal and President, Alliance Commercial Property Management
Principal and President, Alliance Commercial Investments, LLC |
| 1993 – 2003 | Weaver Grubar Tyler and Black
Principal, Executive Vice President, and Broker in Charge |
| 1985 – 1992 | Cousins Properties Incorporated
Senior Vice President and Senior Officer of North Carolina Office |
| 1982 – 1985 | RE Haydel Company, Broker
Oklahoma City, OK |
| 1974 – 1982 | Interstate Supply Company, Oklahoma, OK
General Manager 1977-1982
Sales Manager 1976-1977
Sales 1974-1976 |

Educational Background University of Georgia 1969-1972

Military Service United States Air Force Reserve - Honorable Discharge

Affiliations

- International Council of Shopping Centers (ICSC)
- Institute of Real Estate Managers (IREM)
- National Association of Industrial and Office Properties (NAIOP)

Awards & Honors

- | | |
|------|--------------------------------------------------------------------------|
| 2003 | Top Producer – Class A Office/ Piedmont Triad |
| 2007 | J. Edward Kitchen Leadership Award – Presented by the City of Greensboro |

Significant Transactions

- Sale of 1,500 multifamily units for Host Properties
- Sale of 835 multifamily units to US Properties of the Southeast
- Sale of Greensboro Court mixed-use property
- Average annual office lease production of 300,000 square feet (1994-2004)
- Tenant Representation for Aetna – 300,000 square feet
- Tenant Representation for United Healthcare – 210,000 square feet
- Sale of 415 acres of undeveloped land for Jefferson Pilot
- Sale of 18 grocery-anchored shopping centers
- Represented Walgreens in the purchase of three sites
- Represented South Trust Bank in the purchase of four sites and the lease of its 25,000-square-foot Greensboro, NC, headquarters office
- Represented Carolina Bank in the acquisition and lease of four branch sites
- Exclusive agent for Home Depot in North and South Carolina and the sale of 20+ sites to Home Depot
- Increased size of property management portfolio from 600,000 square-foot to approximately 3 million-square-foot from 2010 to June 2012