

## ROB BINION



### PROFESSIONAL EXPERIENCE

Active in commercial real estate since 1983, specializing in the sales and leasing of office properties.

Leased or sold more than 4,000,000 square feet of office buildings.

Project leasing and sales experience for financial institutions, institutional investors, individual investors and syndicators from pre-leasing construction stages through disposition of property.

Problem property workout for lenders including property in bankruptcy.

Extensive lease negotiations for corporate and professional tenants relocating their offices.

Corporate facility and site location services for local and national firms.

### MEMBERSHIPS

Atlanta Board of Realtors Million Dollar Club  
*1985 through present - Permanent Life Member*

Atlanta Commercial Board of Realtors

State and National Association of Realtors

Society of Industrial and Office Realtors (SIOR)

Silver Phoenix Award for more than twenty-five (25) years of million dollar plus production in Atlanta Board of Realtors

Wesleyan School, Inc.  
*Board of Trustees*

KeyWorth Bank  
*Board of Directors*

### EDUCATION

Georgia Institute of Technology, Atlanta Georgia  
*Bachelor of Industrial Engineering (BIE)*

770.729.2832 (direct)  
[rbinion@lavista.com](mailto:rbinion@lavista.com)

## RYAN BLACKBURN



### PROFESSIONAL EXPERIENCE

Active in Atlanta Commercial Real Estate since 2012

Extensive tenant/buyer experience representing local, regional, and national companies

Began career representing institutional landlords with the leasing and marketing of their distribution and manufacturing facilities

Involved in over 100 lease and sale transactions

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

National Association of Industrial and Office Parks

Young Council of Realtors

### EDUCATION

Mercer University, Macon, Georgia  
*Bachelor of Business Administration (BBA)*

Mercer University, Macon, Georgia  
*Masters of Business Administration (MBA)*

## RUSH BRADLEY



### PROFESSIONAL EXPERIENCE

Active in commercial real estate since 2004, specializing in the sales and leasing of office and retail properties.

Extensive experience as a tenant-rep broker, with focus on Corporate Services.

Top 10 Producer nationwide for GVA Advantis. (2008)

Principal of Asset Advisory Group, a consulting and acquisition company focusing on solutions for community banks. Acquired over 10 million in NPA's from banks in 2010.

Prior to beginning a career in commercial real estate, provided clients with management and financial consulting services. (Accenture, Tenfold)

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

### EDUCATION

Georgia Institute of Technology, Atlanta Georgia  
*Bachelor of Industrial and Systems Engineering (BIE)*

Colgate University, Hamilton, New York  
*Bachelor of Arts*

## JEFF CAPE



### PROFESSIONAL EXPERIENCE

Active in Atlanta Industrial and Commercial Real Estate market since 1995.

Leasing and sales experience for both individual and corporate clients including complete lease and contract negotiation and preparation from owner's and tenant's perspective.

Corporate facility and site location experience for local and national firms.

Owner and Tenant representation experience regarding sales and leasing of free-standing, multi-tenant industrial and business service center facilities including office/distribution, bulk storage, manufacturing, and other special use buildings.

Extensive experience with surplus corporate property disposition.

Skilled with problem property workout for Lenders, including properties in bankruptcy or foreclosure.

Phoenix Award for over ten years of multi-million dollar production.

### MEMBERSHIPS

Atlanta Board of Realtors Million Dollar Club  
*Permanent Life Member*

Atlanta Commercial Board of Realtors

National and State Association of Realtors

### EDUCATION

Georgia Institute of Technology/Georgia State University  
*Management (BS)*

Commercial Investment Real Estate Institute Courses

## JOHN CAPE



### PROFESSIONAL EXPERIENCE

Active in Commercial Real Estate since 2003.

Licensed Real Estate Agent in the state of Georgia.

Extensive market knowledge specific to Buckhead, Central Perimeter and surrounding submarkets.

Unrivalled experience in office condominium leasing, acquisition and disposition throughout metro Atlanta.

Expertise in mid-size single and multi-tenant office leasing, acquisition and disposition.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors  
*Million Dollar Club: 2008 - Present*

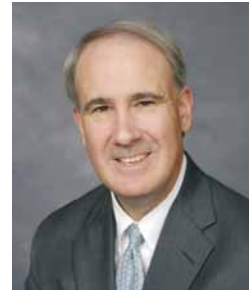
Young Council of Realtors

National Association of Realtors

### EDUCATION

Auburn University  
*BS in Business Administration (BS)*

University of Tennessee - Chattanooga



## THOMAS F. DAVENPORT, III

### PRESIDENT

#### PROFESSIONAL EXPERIENCE

Active in Atlanta commercial and industrial real estate brokerage as affiliated with Lavista Associates, Inc. since 1986.

Elected firm President in 2007. Charged with expanding sales professional and business developmental platforms.

Extensive tenant representation experience for national and regional clients for their office and office/service park space needs.

Project leasing experience for financial and institutional investors including complete market analysis, branding/promotion, financial analysis and negotiation from the owner's perspective.

Property sales experience for local/national/lender owners with financial analysis and negotiation from the owner's viewpoint.

Phoenix Award recipient with over twenty years of million dollar production.

#### MEMBERSHIPS

Society of Industrial and Office Realtors (SIOR) Designation  
*Georgia Chapter President 2007*

Atlanta Commercial Board of Realtors  
*Permanent Life Member*  
*Past Executive Committee Director*

Real Estate Group of Atlanta (REGA) Member

Atlanta Commercial Board of Realtors Million Dollar Club  
*Member 1987-2007*

Georgia Institute of Technology (Georgia Tech)  
*Board of Trustees*

Metro Atlanta Chamber of Commerce  
*Firm Representative*

#### EDUCATION

Georgia Institute of Technology (Georgia Tech)  
*Industrial Management (BSIMGT)*

770.729.2841 (direct)  
[tdavenport@lavista.com](mailto:tdavenport@lavista.com)

## CHARLIE FIVEASH



### PROFESSIONAL EXPERIENCE

Active in Atlanta commercial and industrial real estate brokerage since 1987.

Involved in 600 lease, sale and build-to-suit transactions totaling over \$125M.

Leased and managed AMB Property Corporation's Georgia portfolio of 54 properties and 360 acres of land.

Extensive tenant representation experience for national and regional clients for distribution space needs.

Project leasing experience for financial and institutional investors including complete lease preparation, financial analysis and negotiation from the owners' viewpoint.

Property sales and build-to-suit experience for local/national/lender owners with financial analysis and negotiation from the owner's viewpoint.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

National Association of Realtors

National Association of Industrial and Office Parks (NAIOP)

Board Member

Atlanta Air Cargo Association

Transportation Club of Atlanta

Council of Supply Chain Management Professionals

### EDUCATION

University of Georgia  
*Finance (BBA)*

CCIM 101/102

Georgia College and State University

Master of Logistics and Supply Chain Management (2016)

770.729.2822 (direct)  
[cfiveash@lavista.com](mailto:cfiveash@lavista.com)

## JOE GONSALVES



### PROFESSIONAL EXPERIENCE

Licensed Real Estate Agent in Georgia.

Developed office market studies and analysis across north metropolitan Atlanta.

Project marketing and leasing initiatives provide superior attention and results for clients.

Proficient with financial analysis, lease preparation and lease execution.

Corporate sales experience in product and consumer management roles.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

National Association of Realtors

Young Alumni Council

*University of West Georgia*

### EDUCATION

University of West Georgia

*Bachelor of Business Administration*

*Double Major: Management and Marketing*



## WILL GROGAN



### PROFESSIONAL EXPERIENCE

Active in the Atlanta Industrial and Commercial Real Estate market since 2006.

Leasing and sales experience for both individual and corporate clients, including complete lease and contract negotiation and preparation from Owner and Tenant perspective.

Site location experience for local, national and international firms.

Owner and Tenant representation experience regarding the sale and leasing of free-standing and multi-tenant industrial buildings.

Experience with special purpose industrial facilities.

Extensive market knowledge of Northeast Atlanta and surrounding industrial markets.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

National and State Association of Realtors

Million Dollar Club since 2009.

### EDUCATION

Samford University  
*Bachelor of Arts (BA)*

## ZACK GOBER

### PROFESSIONAL EXPERIENCE

Atlanta native with transactional experience from the Seller's perspective in the disposition of retail properties throughout the Southeast.

Targeted regional and national users and investors, and enhanced return through lease management and planned capital expenditures.

Extensive involvement with the stabilization, management, leasing, accounting and sales of over 400 distressed properties throughout GA and the surrounding states.

Closed nearly \$500MM in deals with local and national investors, developers, operators, brokers, bankers and lawyers throughout the recession.

Focused on value-add opportunities improving return on non-performing assets and managing liabilities and costs assumed through ownership.

7 years working for BB&T in the Commercial Credit Division, with positions ranging from high-risk credit management to the disposition of commercial and large residential bank-owned properties.

10 total years with BB&T including cross-sales experience of loans, deposits, investments, insurance and treasury management to middle-market and corporate business clients in the Atlanta office, reporting directly to the State President.

Managed the leasing, maintenance and repair of properties, the operating and capital costs and accounts receivable, while implementing the short and long term plans of the owner/client.



### MEMBERSHIPS

Atlanta Commercial Board of Realtors

International Council of Shopping Centers (ICSC)

Building Owners & Managers Association (BOMA)

Delegate of the Atlanta Planning Advisory Board

Atlanta Beltline TAD Advisory Board

NPU - C Chairperson

### EDUCATION

University of Georgia

770.729.2811 (direct)

[zgober@lavista.com](mailto:zgober@lavista.com)

## SCOTT HOROWITZ

### SENIOR DIRECTOR



### PROFESSIONAL EXPERIENCE

Active in Atlanta commercial real estate brokerage since 1992.

Involved in over 500 lease, purchase and build-to-suit transactions totaling over \$400 million.

Extensive tenant representation experience for national and regional clients for their office and industrial space needs.

Fee-development responsibility includes land acquisition, design and layout for owner/developers.

Property sales experience representing local and national clients to include financial analysis and negotiation from the owners viewpoint.

### ACCOMPLISHMENTS/MEMBERSHIPS

Atlanta Commercial Board of Realtors

*Phoenix Award recipient with over twenty years of multi-million dollar production*

Society Industrial & Office Realtors (SIOR) Designation

Atlanta and Gwinnett Chamber of Commerce

Atlanta Commercial Board of Realtors Top Producer

CoStar "Power Broker" Award

### EDUCATION

Miami University (Ohio)

*Bachelor of Arts in Business Administration*

### CLIENTS

Dish Network | Pak-Lite | Mitsubishi Electric | Atlanta Dental  
United Distributors | Xpedx | Simmons Company

770.729.2806 (direct)  
[shorowitz@lavista.com](mailto:shorowitz@lavista.com)

## TOM HUNTER



### PROFESSIONAL EXPERIENCE

Active in commercial real estate since 2009.

Licensed Real Estate Agent in Georgia.

Project leasing experience for individual owners and corporations.

Skilled in completing in-depth marketing studies and developing and implementing marketing plans.

Extensive lease negotiation experience.

Proficient with financial analysis, lease preparation and lease execution.

Experience in property management and the build-out process associated with tenant improvements.

Seven years in the United States Marine Corps working in various capacities, including supply and logistics, warehousing and training.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

National Association of Realtors

Atlanta Commercial Board of Realtors Million Dollar Club

### EDUCATION

University of Georgia

*Bachelor of Business Administration (Real Estate)*

## BOBBY MAYSON

### PROFESSIONAL EXPERIENCE

Active in Atlanta commercial and industrial real estate brokerage since 1974.

Corporate facility and site location work for local, national and international clients.

Extensive lease negotiation experience for local, national and international tenants for their office and industrial space needs.

Fee development responsibility including land acquisition, conceptual design and layout, and construction of infrastructure for several industrial/business parks.

Project management and leasing experience for financial institutions and institutional investors.

Problem property workout for Lenders.

Experience with consulting on the design and construction of many office/warehouse buildings built for speculative purposes.



### MEMBERSHIPS

State and National Association of Realtors

Atlanta Board of Realtors

*#1 Industrial Landlord Producer in 2014*

*#5 Industrial Landlord Producer in 2012*

Atlanta Board of Realtors Million Dollar Club

*Permanent Life Member*

Atlanta, DeKalb, Gwinnett, North Fulton and Rockdale Chambers of Commerce

Industrial Development Committee, Rockdale Chamber of Commerce

Phoenix Award recipient for over ten years of million dollar production

### EDUCATION

Georgia Institute of Technology (Georgia Tech)

*Bachelor of Industrial Management (BSIM)*

### CONYERS EXPERIENCE

Active in Conyers/Rockdale County since 1974.

Bobby Mayson has spent the majority of his real estate brokerage career in selling and leasing industrial properties in Rockdale County, Conyers, Georgia.

Developed four (4) major industrial parks in Conyers: Conyers International Business Park (100 acres), Gees Mill Business Park (125 acres), Sarasota Commerce Center (150 acres), and Quigg Branch Business Park (182 acres).

Responsible for the development, sale or leasing of over 9,000,000 SF of industrial space in Rockdale County.

## ART MURRAY



### PROFESSIONAL EXPERIENCE

Active in Atlanta real estate brokerage since 1972.

Individually leased or sold over 20 million square feet of corporate facilities.

Specializing in acquisition and disposition of corporate property.

Extensive lease negotiation experience for corporate tenants for their warehouse, industrial, R&D and office space needs.

Site location work and build-to-suit projects for local, national and international firms.

### MEMBERSHIPS

Industrial Asset Management Council (IAMC)  
*Board of Directors (2003 - 2007)*

Corenet Global (Formerly IDRC)  
*Chairman of Associate Members (1996 - 1997)*  
*Board of Directors (1994 - 1997)*  
*Master Professional*

Atlanta Board of Realtors Million Dollar Club  
*Permanent Life Member*

State and National Association of Realtors

Atlanta Commercial Board of Realtors

### EDUCATION

Technical University of Hannover, Federal Republic of Germany

Georgia Institute of Technology (Georgia Tech)  
*Industrial Management (BSIM)*

Wharton School at University of Pennsylvania  
*Finance (MBA)*

## ED O'CONNOR

### PROFESSIONAL EXPERIENCE

Active in Atlanta commercial real estate brokerage since 1996.

Specializing in office and retail properties with over 425 lease transactions and over 100 sales transactions representing corporate clients and individuals.

Project leasing experience in suburban office projects including marketing, lease preparation and negotiations for owner/developers.

Involved in 12 grocery anchored shopping center developments throughout metro Atlanta from predevelopment, lease negotiations, outparcel sales to final lease up.

Extensive experience with tenant representation of national clients and local clients for their office needs.



### MEMBERSHIPS

Atlanta Commercial Board of Realtors

*Phoenix Award for over ten years of multi-million dollar production*

*Million Dollar Club - Top 10 Award winner multiple years*

National Association of Industrial and Office Properties (NAIOP)

*Million Dollar Club - Top Producer multiple years*

International Council of Shopping Centers (ICSC)

Lilburn Community Improvement District (CID)

*Board Chairman*

Notre Dame Academy

*Board Member*

### EDUCATION

Illinois State University

*BS Finance*

## DON PERRY

### CHIEF EXECUTIVE OFFICER



#### PROFESSIONAL EXPERIENCE

Active in commercial real estate services throughout metropolitan Atlanta and Georgia since 1972.

Over \$4 billion of transactional experience representing corporate and institutional clients.

Project management and leasing experience for financial institutions and institutional investors, including complete lease preparation and negotiation from the owner's viewpoint, with full property management services.

Extensive lease negotiation experience for corporate tenants for their office and industrial space needs.

Problem property workout for lenders including property in bankruptcy management experience. In 2010 to 2014 represented over 40 lenders and exclusively managing, leasing, and selling 450 foreclosed commercial buildings.

Corporate facility sales for international, national, regional and local firms.

Corporate facility and site location work for local, national and international firms.

Fee development responsibility for both industrial and office parks.

Interior construction for tenant finish experience.

Retail, industrial and office building projects for numerous institutional investors.

40 years of land disposition experience.

Land development experience in Industrial, Office, and Residential projects over 2,000 acres of development.

Investment sale of office, industrial and retail properties throughout Georgia with over 200 transactions- over 100 in last 4 years

#### MEMBERSHIPS

Chief Executives Organization

World Presidents Organization

Atlanta Commercial Board of Realtors

State and National Association of Realtors

Local Chambers of Commerce

Boy Scouts - Atlanta Area Council Board Member

Callaway Gardens Foundation - Board of Trustees

#### EDUCATION

Georgia Institute of Technology (Georgia Tech)

*Civil Engineer (BCE)*

Wharton School at University of Pennsylvania

*Finance (MBA)*

**770.729.2810 (direct)**

[dperry@lavista.com](mailto:dperry@lavista.com)



## DAVID R. POPE



### PROFESSIONAL EXPERIENCE

Active in Commercial Real Estate since 2007 specializing in sales and leasing of industrial properties.

Extensive market knowledge specific to Atlanta and surrounding submarkets.

Owner and Tenant representation experience regarding sale and leasing of commercial properties, including office, industrial, and land.

Corporate facility location and lease negotiation services for local and national firms.

Problem property workout for lenders including property in bankruptcy.

Involved in the completion of more than 160 transactions totaling over 50 million dollars in sales and leasing.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

Atlanta Commercial Board of Realtors Million Dollar Club  
*2010 - Present*

Perimeter Church in Johns Creek, Georgia

### EDUCATION

University of Georgia  
*Bachelor of Arts (BA)*

### SAMPLE OF REPRESENTED CLIENTS:

Quality Enclosures, Inc.	MP Equipment, Co.
Envelopes & Forms, Inc.	LED Dental, LTD
Faith and Freedom Coalition	Rubicon, LC
GE Capital	RACO General Contractors
GLP	Atlanta Property Group
IndCor Properties	SunTrust Bank
Community and Southern Bank	State Bank and Trust
United Community Bank DHIM (A division of DR Horton)	Quantum National Bank

770.729.2812 (direct)  
[dpope@lavista.com](mailto:dpope@lavista.com)

## PHIL RYAN



### PROFESSIONAL EXPERIENCE

Active in Commercial Real Estate since 1988.

Experienced in handling the leasing of shopping centers on behalf of Landlords; from pre-construction to final leasing.

Recognized as a leader in Metro Atlanta for representing Landlords in the disposition of retail investment properties.

Skilled in advising Property Owners on the marketing, renovation and operation of income producing retail real estate.

Extensive experience in representing Landlords in site acquisition, design and development of retail shopping centers.

Accomplished with problem property analysis and successful workout solutions.

Phoenix Award for over ten years of multi-million dollar production.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

Atlanta Commercial Board of Realtors Million Dollar Club

International Council of Shopping Centers (ICSC)

West Virginia University Alumni Association

### EDUCATION

West Virginia University

Real Estate Continuing Education

Real Estate Investment Education

## KEVIN WALSH



### PROFESSIONAL EXPERIENCE

Active in Commercial Real Estate since 1990, focusing in acquisitions, and investment property sales.

Involved in the sale of more than \$490 million institutional commercial real estate over the past 7 years.

Participated in the acquisition of more than \$2 billion of institutional class real estate across the U.S. for a NYSE REIT.

Coordinated the closing of \$340 million in CMBS and property level financing through investment banks, life insurance companies and national banking institutions.

Experienced at real estate workout, REO management and disposition services.

Extensive background in institutional asset, property, and construction management.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

Atlanta Commercial Board of Realtors Million Dollar Club

State and National Association of Realtors

### EDUCATION

Suffolk University, Sawyer Business School, Boston, Massachusetts

*Masters of Business Administration (MBA)*

Providence College, Providence, Rhode Island

*Bachelor of Science - Finance*

## DEAN WEAVER

### VICE PRESIDENT



### PROFESSIONAL EXPERIENCE

Active in commercial property management since 1989; including retail, office, warehouse, and business parks.

Major tenant experience includes Coca-Cola USA, General Services Administration, Philips Electronics, Kroger, Minolta, Federated Department Stores, 3M, United Parcel Service and Federal Express.

Advise major institutional owners such as Mutual of New York, Metlife, New York Life, Chase Manhattan Bank, Bank of America and General Motors Pension Fund regarding marketing, construction, renovation and operation of real estate investments.

Construction management experience includes tenant build-out, building renovations and physical plant improvements.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

Building Owners & Managers Association (BOMA)

International Council of Shopping Centers (ICSC)

### EDUCATION

Georgia Institute of Technology (Georgia Tech)  
*Management (BSMGT)*

## HENRY G. WOOD, JR.



### PROFESSIONAL EXPERIENCE

Active in Atlanta commercial real estate since 1965 (Over 45 years of experience).

Over 500 transaction involvements.

Most auto related site acquisition experience of any agent in Atlanta (20 sites and buildings).

Multiple auto parts site projects in Georgia (18 sales).

Multiple corporate facility site sales.

Apartment land sales.

Mixed use experience - sold largest value mixed use site in Atlanta history: 82 acres at GA-400 and Old Milton in 2007.

Retail, office, industrial, hotel and apartment experience.

### MEMBERSHIPS

Atlanta Commercial Board of Realtors

### EDUCATION

Auburn University  
*Business Administration (BA)*