



JAMES R. GEIGER

SENIOR VICE PRESIDENT | CHIEF OPERATING OFFICER

Mr. Geiger has over 35 years of experience in all facets of corporate real estate, leasing and brokerage, strategic planning, property management, crisis planning, cost reduction and administrative services. He is particularly strong in real estate investment analysis.

Mr. Geiger previously was senior vice president of Corporate Real Estate for Mellon Financial Corporation. His responsibilities included managing a portfolio of 1,100 locations, totaling 11 million square feet, with an annual occupancy cost of \$225 million. Prior to his Mellon employment, he was division manager of Equitable Life Assurance Society Real Estate Investments. In that position, he gained extensive expertise in property valuation, financing, acquisitions, dispositions and portfolio management.

Mr. Geiger is a graduate of The Pennsylvania State University. He is a licensed real estate broker and past president of the Building Owners and Managers Association (BOMA) where he earned a Real Property Administrator (RPA) designation. He also is a past president of the Mortgage Bankers Association of Pittsburgh and was a founding member of the Board of Directors of the Pittsburgh Downtown Partnership Business Improvement District (BID).

Select transactions in which Mr. Geiger has recently played a key role are: the sale of 119 acres for the Boys and Girls Club of Southwestern Pennsylvania (June 2008); the sale of the 407,000-square foot I-79 North Industrial Park (October 2007); the sale of the 231,400-square-foot Four Allegheny Center Office Building (December 2006); the leasing of a 256,000-square-foot distribution center for Leedsworld in Warren, OH (June 2006); the sale of the 327,500 square foot Reliant Energy headquarters building in Johnstown, PA (April 2005); the sale of the 138,400 square foot Westinghouse Electric operations center (March 2005); the sale of 138 acres of land owned by Westinghouse at their energy center location (September 2004); and the disposition of Mellon Financial's 450 retail branches (May 2001).



GRANT STREET
ASSOCIATES, INC.





MICHAEL H. SELL

ASSOCIATE | INVESTMENT SALES

Michael H. Sell, a member of the Investment Sales team, is primarily responsible for the purchasing and disposition of assets on behalf of clients; financial feasibility analysis of proposed transactions for clients; loan and funding structure analysis; development analysis; and market research.

Prior to joining Grant Street Associates, Mr. Sell spent the majority of his professional career with PNC Capital Markets, LLC, at the corporate headquarters of PNC in Pittsburgh, PA. Working as a Real Estate Investment Banking Analyst afforded him the opportunity to participate in the preparation of confidential information memorandums; execute lease analyses on proposed developments; develop and maintain a database for market deal tracking; and research, analyze, and execute PNC CMBS transactions. He also took the initiative to supplant market research with his own personal findings. Further, he was able to gain both the Series 7 and Series 63 financial licenses, certifying him to sell debt in the capital markets.

Currently, Mr. Sell sits on the Real Estate Committee of the Southside Local Development Company; is a volunteer at the Animal Rescue League; is an active participant with the Young Real Estate Professionals of Pittsburgh; is a member of the Apartment Association of Metropolitan Pittsburgh; and is a candidate for Certified Commercial Investment Member (CCIM) designation. Mr. Sell also writes expert articles featured in the Western PA section of the *Mid-Atlantic Real Estate Journal*.

He earned a BA degree in Finance from Pennsylvania State University, with a minor in Engineering Entrepreneurship. While studying under this rigorous program, he was a member of the Penn State Investment Association, from freshman to junior year, acting as Lead Trader and Portfolio Investment Manager. In addition to this, Mr. Sell competed athletically for the Division One rugby team, where he led the team in scoring for three years.