

Alexander R. Brown

1195 S. Milledge Ave., Athens, GA 30605 – Telephone: (513) 910-7601 – Email : BrownA@uga.edu

Education

University of Georgia

Bachelor of Business Administration in Real Estate (ranked #3 Real Estate program in US)

Athens, Georgia

Graduate May 2009

Cumulative GPA: 3.5 / Major GPA: 3.8

Honors: Charter Scholarship Recipient, Dean's List

Proficient in Argus, Excel, Loopnet, Word, Streets and Trips, and Adobe

Real Estate Experience

Midland Atlantic – Power Center Developer

Cincinnati, Ohio

Acquisitions and Leasing Intern

June 2008- August 2008

- Spearheaded site selection project for Goldman's, which generated over \$3 million in rents and over \$500,000 in brokerage commissions for the Director of Leasing
- Underwrote all potential investments for the Director of Acquisitions
- Assisted the Managing Principal in an attempt to rezone a parcel for retail development

Olympus Capital - Real Estate Investments

Cincinnati, Ohio

Assistant to Principal

May 2008- June 2008

- Aided in the leasing of two gas station anchored strip centers in Florida by corresponding with gas dealers and negotiating service agreements

Phillips Edison Company – Private REIT

Cincinnati, Ohio

Finance Intern

June 2007- August 2007

- Produced financing request packages that were sent to the company's potential lenders
- Performed financial analysis of possible acquisitions using both Argus and Excel models
- Compiled and organized company performance figures that were sent to equity investors

Grubb & Ellis | West Shell Commercial – Commercial Brokerage

Cincinnati, Ohio

Research and Marketing Intern

June 2005 - August 2005

- Managed a database that included transactional, financial, and physical characteristics of nearly all office and industrial properties in the Greater Cincinnati Area
- Conducted a rent comparison survey of apartment buildings in several Cincinnati sub-markets
- Kept brokers informed of market activity by monitoring property transactions

Marcus & Millichap – Investment Sales

Atlanta, Georgia

Research Contractor

March 2005 – April 2005

- Assisted an out-of-town investment broker with the research and marketing of a local property
- Conducted a market survey and took broker on a site tour to familiarize him with the area

Bear Creek Capital – Retail / Office Developer

Cincinnati, Ohio

Leasing Intern

June 2004 – August 2004

- Compiled market research to be sent to prospective tenants
- Created presentation and marketing materials from demographical and market data
- Contacted potential tenants to inform them of space for lease

Activities and Organizations

Real Estate Society

October 2007 - Present

Athens, Georgia

- Member of professional organization that meets regularly to discuss the climate of the real estate world

Sigma Chi Fraternity - Magister

March 2006 - November 2006

Athens, Georgia

- Taught the values and principles of Sigma Chi to new members

Community Service

August 2003 – Present

Cincinnati, Ohio and Athens, Georgia

- Completed over 400 hours of community service working with organizations such as Big Brothers, Habitat for Humanity, and After School Tutoring

Other Interests

- Fly fishing, mountain biking, traveling



Midland Atlantic

8044 Montgomery Road
Seventh Floor
Cincinnati, Ohio 45236
Phone 513-792-5000 • Fax 513-792-5010

Cincinnati
Indianapolis
Raleigh

August 5, 2008

To Whom It May Concern:

It is my pleasure to take this opportunity to recommend Alex Brown. I have been the Director of Leasing at Midland Atlantic since 2005 and I was Alex's supervisor during his internship at Midland Atlantic in the summer of 2008. Alex was the first intern that we have ever had and I must say that he set the bar extremely high. He has proven to be innovative, resourceful, and to possess an impressive understanding of the real estate development business.

Alex spent most of his summer working on projects for the Leasing Department. One of his major assignments was to spearhead a tenant representation project for a department store anchor looking to expand into the Cincinnati Market. Alex covered thirteen sub-markets of Cincinnati and Northern Kentucky by driving the area in order to assess potential opportunities and then put together a presentation packet complete with market write-ups, summaries of available opportunities, and relevant visuals. Alex needed very little instruction to complete this project and his work was very impressive, especially for a college student. The project required him to analyze prominent retail corridors and to evaluate potential space given a tenant's needs. Alex demonstrated a superb ability to put his real estate experience and education into practice in a real world situation.

Alex also spent time working closely with the Acquisition Department and with our Development Managers. In talking to them, their experiences with Alex have been the same as my own. He has been intelligent, assiduous, and an overall pleasure to work with. We have found Alex to have unprecedented experience for someone his age. Even though Alex is still has a year until graduation he has the knowledge of someone who has been in the business for several years. I fully believe that the sky is the limit for Alex and that he has an extremely bright future ahead of him. It is for these reasons that I can recommend Alex without reservation.

Sincerely,

Chris Jenkins
Director of Leasing

PHILLIPS EDISON & COMPANY

August 10, 2007

To Whom It May Concern:

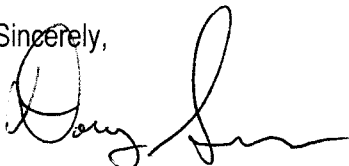
My name is Doug Sears and I was Alex Brown's supervisor during his internship at Phillips Edison in the summer of 2007. Phillips Edison is a full service private REIT based in Cincinnati, OH. We specialize in the purchase of under-performing neighborhood shopping centers and adding value to them through lease-up. Phillips Edison has a portfolio that includes 210 properties and over 22 million square feet.

Alex's job was essentially to assist our analysts with their day-to-day tasks. Some of the projects that Alex worked on included helping create Financing Request Packets for potential lenders, assisting the Due Diligence Department with a 53-property file review project, and generating analytical spreadsheets for internal and external use.

During his time here, Alex proved to be an excellent employee. He completed every task given to him on time with enthusiasm, diligence, accuracy. Alex has thorough background knowledge of the real estate industry which allowed him to seamlessly integrate himself into our department. Alex is also very computer savvy and is a fast learner, which enabled him to comprehend more complicated excel-based tasks such as performing financial underwritings for potential shopping center purchases. One of the things that impressed me most about Alex was the initiative that he showed. If Alex was not currently occupied working on a task for the analysts, he took it upon himself to find a project to do that benefited both the department and the company as a whole.

Alex is amicable, enthusiastic, and hard-working. For this, I can give him my full recommendation.

Sincerely,



Doug Sears
Phillips Edison & Company
Sr. Real Estate Analyst
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