



John P. (Jack) Graham
*Executive Vice President
Principal
Board of Directors
Board of Advisers*

100 Europa Drive, Suite 190
Chapel Hill, NC 27517
919.913.1100, direct
jack.graham@tlgcre.com

CLIENT RELATIONSHIPS

- Dex One Corporation
(formerly RH Donnelley)
- Frank H. Kenan 1988 Trust
- Carolina Bank
- Fifth Third Bank
- Chapel Hill Real Estate
Foundation, LLC
- Flagler System NC Inc.
- Gregg E. Ireland Companies
- George A. Horton Enterprises
- Churton Grove Center, LLC

CAREER SUMMARY

As Executive Vice President, Jack is responsible for overall company policies and procedures in the areas of Accounting, Human Resources and Construction/Development. He is also the primary contact for the Frank H. Kenan 1988 Trust relationship and participates as an owner in the company and a member of the Board of Directors. Other duties include supervising the Human Resources function and assisting with long-term strategic planning.

Jack began his career in 1974 as a commercial loan officer at Union Trust Company of Maryland, specializing in corporate loan underwriting and cash management. In 1984, he returned to the region and continued his career in banking at Wachovia Bank in Durham and Raleigh, reaching the level of Vice President and Corporate Banking Manager. His primary responsibilities were commercial mortgage underwriting and new business development. Jack continues to serve as a Director of Wachovia's Chapel Hill Advisory Board.

In 1993, Frank H. Kenan hired Jack to advise him on financial matters and assist with a growing real estate portfolio. He became President of Graham Associates Ltd. in 1996 and continues to serve as a real estate consultant to Mr. Kenan's trust. In 2005, Graham Associates merged with Grubb & Ellis|Thomas Linderman to form Grubb & Ellis|Thomas Linderman Graham.

Jack is also a former Managing Partner of Landfall Associates, developer of Landfall in Wilmington, North Carolina. During his career, he has been involved with numerous development projects, including Landfall Center, Landfall Executive Suites and Churton Grove Center in Hillsborough.

EDUCATION

- University of North Carolina at Chapel Hill – Bachelor of Science degree, Business Administration
- University of Baltimore – Masters of Business Administration, Finance
- Licensed Real Estate Broker, North Carolina
- Candidate, Certified Commercial Investment Member (CCIM)

PROFESSIONAL AND COMMUNITY AFFILIATIONS AND RECOGNITIONS

- General Partner, Graham Family Investment LP
- President, Graham Family Foundation
- Chairman, St. Stephen's Episcopal Church Foundation
- Board Member, Chapel Hill-Carrboro Chamber of Commerce
- Chapel Hill Advisory Board Member, Wachovia Bank