



## Frank Farrell, LEED AP

Senior Vice President, Leasing

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### EXPERTISE

Frank Farrell is Senior Vice President of Leasing and specializes in office and industrial leasing. He currently leases a portfolio of 1.3 million square feet of office and industrial space. Frank is responsible for marketing, advertising, proposal and lease preparation and all related lease negotiations. He oversees budgeting, monthly reporting, tenant construction and tenant relations. He increased occupancy from 64% to 86% at Phoenix Office Park, a successful leasing effort that resulted in the sale of the park and a profit to investors.

A 30-year veteran of the Atlanta commercial real estate industry, Frank began his career as a tenant representative with Richard Bowers & Company in 1986. Frank has worked directly for REIT owners – Equity Office and Highwoods – and performed third-party and joint venture work for AEW, Lehdorf, DLF, Marcus Partners, OA Development and various private owners. Frank holds the distinction of being the #1 NAIOP industrial producer and the #4 office producer in the same year.

### REPRESENTATIVE CLIENTS/PROJECTS

Perimeter Town Center mixed-use development of 270,000 square feet  
Premier Plaza – Two Class-A office buildings consisting of 317,000 SF  
Phoenix Office Park – 11 office and flex buildings comprising 460,000 SF just south of the Airport  
10 Glenlake – Two Class-A office buildings consisting of 500,000 SF  
The Terraces and Perimeter Center – multi-building portfolio of 2.2 million SF  
Century Center – multi-building development of 1.7 million SF  
Tradeport – 900,000 SF industrial project just east of the Airport  
Oakbrook – 900,000 SF industrial/flex development along the I-85 north corridor

### PROFESSIONAL AFFILIATIONS/EDUCATION

LEED Accredited Professional  
NAIOP #1 Producer in Industrial Category (2003)  
NAIOP #4 Producer in Office Category (2003)  
Vice President, The ATL Airport CID  
Board Member, Real Estate Group of Atlanta  
Member, Atlanta Commercial Board of Realtors  
Licensed Real Estate Broker, State of Georgia  
Georgia State University, Masters in Business Administration  
Oklahoma State University, Bachelor of Science