

THOMAS C. BARNES
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(508) 631-6633

EDUCATION:

- 1989 The Wharton School, University of Pennsylvania**, Philadelphia, PA.
MBA with concentration in real estate and finance
- 1984 Tufts University**, Boston, MA.
BA Economics, Economics Honor Society - cum laude

POSITIONS HELD:

- 2008+ Co-Founder. NANTUCKET GREEN SOLUTIONS**, Nantucket, MA.
- 2000 - 2007 Founder and Co-Owner. NANTUCKET ISLAND HOMES, INC.**, Nantucket, MA.
- 1998 - 2000 Vice President – Acquisitions / New Business Development. MANSUR INVESTMENT SERVICES, INC.**, Boston, MA.
- 1994 - 1998 Vice President. GE CAPITAL INVESTMENT ADVISORS**, Boston, MA.
- 1991 - 1994 Associate. LIBERTY REAL ESTATE CORP.**, (a subsidiary of Liberty Mutual Insurance Co.), Boston, MA.
- 1990 - 1991 Associate. ALDRICH, EASTMAN & WALTCH**, Boston, MA
- 1989 Development Associate. TRAMMELL CROW COMPANY**, Maryland Residential Division
- 1988 Real Estate Finance Intern. EQUITABLE REAL ESTATE**, Boston, MA
- 1986 - 1987 Commercial Real Estate Analyst. UNIVERSITY FINANCIAL SERVICES CORP.**, Boston, MA
- 1984 - 1986 Commercial Real Estate Sales. COBBLESTONE REAL ESTATE**, Boston, MA

OTHER

TRAINING,

INTERESTS:

- USGBC LEED Certified Licensed General Contractor (Massachusetts)
- Member Nantucket Builders Association and Vermont's Building for Social Responsibility
- Licensed Massachusetts Real Estate Broker
- Cost Estimating and Bidding, Northeastern University
- Construction Project Scheduling, University of Maryland
- GE CORE Leadership School, GE "Greenbelt" Quality/Process Improvement Training
- Microsoft Outlook, Word and Excel, Argus, Pro-ject, Dynalease, Adobe PDF
- Big Brothers/Big Sisters participant, Nantucket, for past 4 years
- Board Member, Vice President, Habitat for Humanity of Nantucket
- Member Sustainable Nantucket

EXPERIENCE:

A. PROJECT MANAGEMENT

- Project Manager/General Contractor for four duplexes (8 units) and a subdivision for Nantucket Cottage Hospital used for staff housing. Completed all work on time and under budget within 180 days despite worst winter weather in 20 years. Project valued at over \$2 million. (NIH)
- Project Manager/General Contractor for 8-room, fully sprinklered commercial dormitory for Sankaty Golf Club. (NIH). Project valued at over \$2 million.
- Completed more than 30 dwelling units and single-family homes on Nantucket over past 6 years using traditional stick methods as well as modular construction. (NIH)
- Team leader for \$10 million renovation and repositioning of 1,500,000 square foot office project located in Los Angeles, CA. Asset value improved from \$130 million to more than \$200 million in 24-month period. (GE Capital)
- Repositioned, leased and subsequently sold \$110 million Class A office tower in New York City which had been taken back as REO. Added \$25 million in value over three-year period. Identified, hired and managed team of construction professionals over a one-year period to complete \$1 million in construction improvements necessary to obtaining a final Certificate of Occupancy. (GE Capital)
- Managed \$5 million expansion and renovation of existing grocery-anchored shopping center in suburban Maryland. (GE Capital)
- Project managed 274,000 square foot, \$10 million industrial build-to-suit in Baltimore, MD. (GE Capital)
- Loan administration and project oversight for \$10 million construction loan on biotech headquarters building in Cambridge, MA. (GE Capital)
- Project manager for \$4 million redevelopment and renovation of grocery anchored shopping center in Las Vegas, NV. (Liberty)
- Project developer 20,000 square foot office building in Las Vegas, NV. (Liberty)
- Project manager for \$2 million redevelopment and renovation of grocery anchored shopping center in Birmingham, AL. (Liberty)
- Initiated and managed major renovation of 220-unit apartment complex in Augusta, GA. (Liberty)

B. ANALYTICS/PROJECT UNDERWRITING

- Full estimating and accounting responsibilities for all client projects in current position (NIH).
- Responsible for due diligence, site selection, feasibility analysis and project management of new development projects in Maryland. (Trammell Crow)
- Significant valuation experience using DCF modeling techniques
- Actively involved in underwriting of more than 100 commercial real estate loans over two year period. (University Financial)

C. BUSINESS DEVELOPMENT

- Established full service “green” consulting and building company on Nantucket Island, MA. Developed sophisticated, interactive, eBay style Materials Reuse Exchange for local community.
- Established and operated full-service residential and commercial remodeling company. Responsible for all aspects of company operations including sales, bidding/estimating, construction and administration. (NIH)
- Generated \$1,500,000 in net profits from 2001 to 2007.
- Established and operated satellite office for international real estate services firm headquartered in Indianapolis. Primarily responsible for real estate acquisitions, analysis and packaging. (Mansur)

D. ASSET AND PORTFOLIO MANAGEMENT

- Primarily responsible for asset management of \$750 million portfolio (approximately 40% of total value of firm’s assets under management); four assets valued at more than \$100 million. Average deal size in excess of \$20 million. (GE Capital)
- Primarily responsible for asset management of \$60 million portfolio and completing several major asset turnarounds. (Liberty Real Estate)