



Transwestern retains Millard as principal of Northeast Region groups

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According to Transwestern, it has retained James Millard as principal of its Northeast region's landlord services, agency leasing and tenant advisory services groups based in New York City. Transwestern, one of the largest privately-held, full-service real estate firms in the country, recently completed a strategic expansion into New York City through the creation of the firm's Northeast region.

This region, led by regional president Patrick Robinson and his partner, Lindsay Ornstein, is actively recruiting seasoned real estate professionals to join its New York City office.

Millard's commercial real estate career spans more than 30 years. He joins Transwestern from Core Plus Properties LLC (CPP), an investment firm founded by Millard in 2003. CPP acquired \$325. mm of value add office properties and acts as managing general partner aligned with top tier institutional capital and high net worth investors in the New York and Washington, D.C. metro markets. Prior to founding CPP, Millard was tapped to establish and head a full-service commercial office in New York City for The Trammell Crow Company and was one of the key principals responsible for the growth of Colliers ABR (now Cassidy Turley NY) for 20 years.

"Jim Millard is a big win for our region," said Robinson. "An industry veteran, he brings exceptional expertise in sourcing and structuring deals, particularly with noteworthy institutional partners. During this growth stage we are seeking to recruit the industry and region's best. We could not be more pleased that Jim has joined our team."

Millard received his Bachelor of Arts degree from The College of the Holy Cross and his MBA from New York University, Stern School of Business. He serves on the board of The Darien Land Trust and is on the Connecticut advisory board of The Trust for Public Land. He is a member of the Real Estate Board of New York.

With the opening of the New York office, Transwestern now operates 28 corporate offices across the U.S. and currently leases and manages over 1,200 properties, representing 255 million square feet of office, industrial and retail space. In 2010, Transwestern completed leasing, sales and finance transactions totaling \$4.3 billion.

ABOUT TRANSWESTERN

Transwestern is a diversified operating company active in the real estate service, development and investment management businesses. Transwestern creates value for clients through innovation, penetrating market intelligence and legendary service delivered by teams of local market experts. The firm has product specialties including office, industrial, retail, multifamily and healthcare, as well as a wholly-owned research affiliate, Delta Associates. Transwestern leads the industry in sustainability and has received multiple ENERGY STAR® awards from the Environmental

Protection Agency (EPA).

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