



Michael James Vice President NorthMarq Capital, Inc.

February 29, 2008 - Spotlights

Name: Michael James

Title: Vice President

Company: NorthMarq Capital, Inc.

Location: 1800 One HSBC Plaza, Rochester, NY 14604

Birthplace: Buffalo, N.Y.

Family: Married with 2 sons

College: Ohio Wesleyan University

First job outside of real estate: Appraiser

First job in real estate or allied field: Sibley Mortgage Corporation

What do you do now and what are you planning for the future? As a real estate investment banker, I work with developers and borrowers looking for loans on commercial properties. NorthMarq arranges financing and equity through a variety of construction and permanent lenders including life insurance companies, banks, conduits, Freddie Mac, FHA and Fannie Mae. The Upstate New York office is located in Rochester and is one of 29 offices in the country. Website: www.northmarq.com.

Hobbies: Hiking, tennis, skiing

Favorite book: "Smiley's People," John le Carré

Favorite movie: "The Thomas Crown Affair"

Persons you admire most (outside of family): The first seven astronauts

Keys to success: Hard work and staying power

If you had to choose another vocation what would it be? Teaching

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