

**Hal Barry**  
**BUSINESS BIO:**

**NEW YORK LIFE:** Barry began his real estate career in a real estate lending branch office of New York Life in Jackson, Miss, in 1964, and transferred to Atlanta with New Your Life in 1966.

**ADAMS-CATES COMPANY:** 1967-1981, Barry was consistently one of the leading commercial mortgage banking and real estate brokers in the Southeast, handling a wide range of financing and investment transactions.

Major Accomplishments at Adams Cates:

- Arranged debt and equity financing for Perimeter Center, a 400+ ac. office park.
- Arranged debt and equity financing for Cumberland Regional Shopping Center and office park.
- Arranged debt financing for John Portman's Peachtree Plaza Hotel, Merchandise Mart and Peachtree Cain office building.
- Assembled a two block tract for the Georgia Pacific Headquarters in Downtown Atlanta.
- Represented W.B. Johnson Properties in their purchase of Downtown and Buckhead sites for Ritz Carltons.
- Represented Marathon in their purchase of the 55 Park Site, in Downtown Atlanta.
- Spearheaded development, leasing and management for the Owners of the Interstate North Office Park. Leased up vacant space (about 50%) of the existing building and developed/leased four more buildings. Sold the hotel site to Marriott Hotels.

**W.B Johnson Properties:** In 1981-82, Barry developed the Monarch Plaza Office Building (next to the Ritz-Carlton on Peachtree Road in Buckhead and was responsible for acquiring hotel sites for Johnson Properties throughout the US.

## **PORTMAN BARRY INVESTMENTS (PBI),**

Principals: John Portman and Hal Barry

### **1982 – 1993 Major Accomplishments:**

- NorthPark Town Center, Buildings 400 & 500, approximately 1,080,000 sf.
- Cumberland 100 Office Building, 520,000 sf.
- Formation and management of the PBI brokerage division

## **Barry Real Estate Companies, Inc.**

Principals: Hal Barry and Chris Schoen

1996 – 2013, Barry Real Estate quickly became one of the leading commercial real estate companies in Atlanta, focused on site acquisition and planning, development services, project leasing, property management and financing. The company developed, leased and sold 16 office buildings, with over 4,100,000 sf in the Southeast and Dallas, Texas.

The majority of these properties were developed to meet the needs of identified anchor tenants. One of the important ingredients to the Barry Real Estate Companies success was the ability to thoroughly understand the space, image and operating needs of each tenant and interpret these into a building package that was delivered on budget and on time while meeting or exceeding the tenant's expectations.

### **List of Barry-developed Office Buildings and Major Tenants:**

- |                   |            |                      |
|-------------------|------------|----------------------|
| • One Point Royal | 140,000 sf | Travelers Insurance  |
| • Two Point Royal | 122,000 sf | Hartford Insurance   |
| • 50 GlenLake     | 142,339 sf | Multi-tenant         |
| • Nortel Bldg     | 246,000 sf | Nortel               |
| • 10 Glenlake     | 254,000 sf | Presale to Highwoods |
| • Dallas, Texas   | 127,000 sf | Hartford Insurance   |

List of Barry-developed Office Buildings and Major Tenants: [Continued]

- 100&200 Deerfield 205,000 sf Multi-tenant
- Charlotte, NC 118,056 sf Travelers Insurance
- Parkwood 220,000 sf Hartford Insurance
- Cingular 376,371 sf Cingular (now AT&T)
- One Fed, Birmingham, AL 300,012 sf Bradley, Arant, Rose & White Law
- Assurant Insurance 100,000 sf Assurant
- Baldwin, Orlando 167,000 sf Travelers Insurance
- 30 Allen Plaza 267,000 sf Southern Company Hdqtrs
- 55 Allen Plaza 365,000 sf Ernst & Young Reg. Hdqtrs
- Pinnacle, Nashville, Tenn. 530,000 sf Bass, Berry and Sims & Pinnacle Financial Partners

Barry Developed Hotel:

- Allen Plaza W Hotel and Condominiums, 45 Ivan Allen Blvd.

**Barry Acquisitions and Redevelopments:**

- Pershing Point 410,000 sf Earthlink Communications
- South Trust Tower 500,000 sf South Trust (now Wells Fargo)
- Equity Office's Perimeter Center Portfolio 3,500,000 sf (With Rubinstein)

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