

MICHAEL A. LAWLEY, CCIM
DIRECTOR, CORPORATE SERVICES
BIRMINGHAM, ALABAMA

CAREER HIGHLIGHTS / SPECIALTY OVERVIEW

Mike joined Graham & Company in November, 2010 after spending the previous 12 years as Senior Account Manager with Daniel Corporation overseeing all corporate real estate services for BBVA Compass Bank. Responsibilities included lease administration and data base management for over 900 properties; identifying and developing opportunities for Compass Bank's existing and future real estate in terms of leases, purchases, downsizing and expansion efforts including financial analysis, market values estimations, marketing/demographic studies and market knowledge of all seven (7) states in which Compass Bank operated. Other activities included the purchasing and disposition of all corporate real estate properties with emphasis on retail branch properties; leasing of tenant space in facilities where vacant space existed; preparing and managing \$60m rent budget and payment of all rents to Landlords including CAM payments and all operating expense pass-throughs. Additional real estate activities included merger and acquisition activity; strategic planning; downsizing and expansion efforts; and market and occupancy cost analysis for all types of facilities.

EDUCATION / AFFILIATIONS / HONORS

- M.B.A. 1993 - Samford University, Birmingham, Alabama
- B.S. Finance/Real Estate 1986 - University of Alabama, Birmingham, Alabama
- CCIM, Certified Commercial Investment Member Designation
- Birmingham Association of Realtors Commercial Real Estate Club of Excellence
 - 2010 Top Producer - Investment Division
 - 2011 Top Producer - Investment Division
- ICSC, International Council of Shopping Centers - Member
- State of Alabama Brokers License
- State of Texas Brokers License
- State of Colorado Brokers License
- State of Georgia Brokers License
- State of Florida Brokers License
- Birmingham Board of Realtors - Member
- National Association of Realtors - Member
- Samford University MBA Alumni Association
- Knights of Columbus Charity Organization

NOTABLE TRANSACTIONS (Representing BBVA Compass Regional Corporate Office)

- Dallas, TX - Cornerstone Building - 36,638 SF office lease
- Phoenix, AZ - Camelback Lakes - 24,760 SF office lease
- Denver, CO - Denver Place - 18,382 SF office lease
- La Jolla, CA - 9,580 SF Corporate Wealth Management office lease
- Houston, TX - Wesleyan Tower - 79,276 SF office lease
- Austin, TX - Hartland Plaza II - 31,000 SF office lease
- Over 100 Retail Branch Sites for BBVA Compass in 7 states



mikel@grahamcompany.com

SELECTED CLIENT LIST

BBVA Compass
BellSouth/AT&T
Cadence Bank
Caremark/Medpartners
1st Financial Bank
HealthSouth
NobleBank & Trust
Regions Bank/AmSouth



| BIRMINGHAM | HUNTSVILLE | JACKSONVILLE | GULF COAST

110 Office Park Drive
Suite 200
Birmingham, AL 35223

TEL 205.871.7100
FAX 205.871.3331

grahamcompany.com