Curriculum Vitae

WILLIAM H. HARRISON, JR.

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REAL ESTATE EXPERIENCE

President; South Colony Corporation and The Harrison Company (dba),

The Harrison Company, Charleston, 2003-2012. Deliver development advisory, consulting, expert witness, and selected brokerage services to clients in the Southeast, particularly in the Charleston region. Focus on strategic relationships with national-regional developer/ investor groups.

South Colony Corporation, Atlanta, 1985 – 1995 and Charleston, 1996 – 1999. Founded and managed a real estate building / development firm in Atlanta engaged in speculative for-sale residential construction & development. Responsibilities included land acquisition, banking relationships, sale negotiations, marketing strategy, personnel management, construction quality and cost control, corporate/ partnership and job cost accounting, cash management, forecasting, creative project design, and decisions on tax, legal, regulatory, joint venture, insurance, and trade-related issues.

- Recipient of 3 OBIE Professional Awards.
- Sales volume of approximately $35 million.

In Charleston, associated with The Brumley Company in 1996 as a specialist in income property development / finance and land development, as well as a Broker of Investment Properties.

Faculty Lecturer;
The University of South Carolina; Darla Moore School of Business, Columbia, 2006 - Present

Providing academic instruction to university undergraduate and graduate business students in securities and investments, real estate principals and valuation, as well as in more advanced studies of global real estate investment and finance

Senior Vice President;
Trammell Crow Company, Charleston, 1999-2003

Regional responsibility for real estate development services for Trammell Crow Company, one of the nation's oldest and most venerable real estate organizations

- $30,000,000 + development volume including office and retail ventures with The Daniel Island Company affiliates including the 100,000 SF SunCom Regional Office Center, and the Hagemeyer National Headquarters

Vice President of Acquisitions;
Century Partners, San Francisco and Atlanta, 1981- 1985

Located, negotiated, and acquired or joint ventured approximately $100 million of investment grade income properties, primarily large apartments and office buildings, in 14 eastern and southeastern states for the nation's third largest sponsor of public placement real estate investment partnerships ($1B annual volume).

- Firm's leading investment producer from 1984 to 1985.

Special Assistant to the President
Century Partners, San Francisco, 1980 -1981

Provided staff support to the President for purposes of strategic planning and fund modeling. Also provided the President with market research, financial analysis, and account relationship support in the acquisition of approximately $100 million of income properties from one of the nation's largest developers.

Assistant Vice President and Loan Officer
Bank of America, San Francisco, 1978-1980

Negotiated and managed a credit portfolio totaling approximately $200 million of U.S. and foreign domiciled construction, working capital, and development loans as well as performance letters of credit. Primary account officer with World Banking Division's international construction / real estate development industry group.

- Managed $50 million Iranian government credit exposure during Iranian Crisis.

Project Manager
Town and Country Real Estate, Greenwood, South Carolina, 1973-1975

Assisted the assemblage and managed the construction of a 500 acre multi-phase residential land development. On-site experience also included apartment, condominium, and single-family construction.

- Negotiated key components of a successful creditor/developer workout of a large planned unit development.

EDUCATION, CIVIC AND REAL ESTATE AFFILIATIONS

- **MBA** Degree in International Finance and Real Estate: 1977 – 1978; **THE WHARTON SCHOOL** of the University of Pennsylvania, Philadelphia
- **BS** Degree in Physics, First Honor Graduate (Valedictorian) 1968 – 1972; **THE CITADEL**, Charleston, South Carolina; Rhodes Scholar Regional Finalist
- **FELLOWSHIP & STUDY;** International Business Studies graduate program 1976; **UNIVERSITY OF SOUTH CAROLINA,** Columbia
- Formerly Licensed Real Estate **BROKER, STATE OF GEORGIA**; 1985 – 2000
- Licensed Real Estate **BROKER, STATE OF SOUTH CAROLINA**; 1996-Present (inactive status)
- Formerly Licensed Real Estate, **STATE OF CALIFORNIA**
- **CCIM** national designation awarded in Chicago, August 1998
- **Charleston Trident Association of Realtors**; Board of Directors 2006-2007 ; Legislative Affairs Committee; Past-Chairman of RPAC; Past-Chairman Professional Standards Committee;
- **Commercial Investment Division**; 2007 President; Board of Directors
- **South Carolina Association of Realtors**, Past-Director
- **Charleston Southern University**, Board of Visitors 2005-2009
- **Institute of Real Estate Management;** Chicago, National Education Council 2013 - 2016
- **First Scots Presbyterian Church**, Charleston