

Jim Irwin is Vice President of Development and directs strategic market analysis, planning, financing and project development for sustainable and urban properties in the firm's national portfolio. Prior to joining Green Street in 2010, Jim led market analysis, financial evaluation and operational execution of the development pipeline at The University Financing Foundation, a nonprofit organization that assists educational and research institutions in expanding and building facilities and equipment. During his tenure as Manager of Development, he completed a \$31 million bond financing to renovate the Georgia Tech Research Institute in Cobb County, Ga., working with preferred partners to select, contract and oversee design, construction and engineering components. Jim also managed project development and asset management for Atlanta-based Barry Real Estate Companies, with a primary focus on the FBI Regional Headquarters, a \$55 million custom project in Minneapolis, Minn., and Harrison Square, a mixed-use development in Fort Wayne, Indiana, anchored by an 8,000 seat minor league baseball stadium. Extending his professional background to serve the Atlanta community, Jim is involved with the Center for Regional Leadership Development at the Urban Land Institute, the Young Alumni Real Estate Advisory Board at Emory University's Goizueta Business School and the Board of Directors for Road Safe America. Jim earned a Bachelor of Arts in English from Dartmouth College, where he played football for four years. After serving on the staff of several U.S. senators and congressmen, he received a Master in Business Administration with a concentration in real estate finance from Emory University