

**Michael T. Brown**  
Partner,  
Corporate Advisory Services



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**Relevant Experience:**

As a founding partner of FHO Partners, Mr. Brown has been in the real estate business for twenty-six years, concentrating his efforts primarily in the Boston and Cambridge office and R&D markets. During his career he has negotiated over 600 lease transactions totaling over 12 million square feet of space. In addition, Mr. Brown has acted as an exclusive agent for over 500 companies.

**DTZ FHO Partners**  
Boston, MA 2/07 – Present

**Trammell Crow Company (formerly Fallon Hines & O'Connor)**  
Boston, MA 5/98 – 2/07  
Executive Vice President/Principal

Primary concentration in Boston and Cambridge office and R&D markets.

- Select recent corporate representation transactions include **Merrill Lynch** (800,000 SF) various locations, **Genzyme** (750,000 SF), **OENE** (175,000 SF), **Biogen Idec** (250,000 SF), **Wyeth** (100,000 SF), **Schering Plough** (75,000 SF), **MIT** (60,000 SF), **Sappi** (60,000 SF), **i2 Technologies** (55,000 SF), **Circles** (50,000 SF), **Endogen** (50,000 SF), **Mass Mutual** (50,000 SF), **ViaCell** (45,000 SF), **NaviMedix** (45,000 SF), **MBHP** (45,000 SF), **Nextera** (45,000 SF), **Stryker Biotech** (45,000 SF), **LPL Financial** (40,000 SF), **Surface Logix** (40,000 SF), **BioVex** (35,000 SF), **Agencourt** (30,000 SF), **Availant** (30,000 SF), **Dechert** (30,000 SF), **Lexecon** (30,000 SF), **Warren Group** (20,000 SF), **Gesmer & Updegrave** (20,000 SF) etc.
- Trammell Crow Company recognized Mr. Brown as a Top Producer in the company in 1999, 2000, 2001, 2002, 2003, 2004, 2005 and 2006.

**Fallon Hines & O'Connor, Inc.,**  
Boston, MA 2/88 – 5/98  
Principal, Co-Founder

**Spaulding & Slye**  
Boston, MA 3/80 – 1/88  
Vice President

**Education:**  
Lake Forest College - 1977 Bachelor of Arts

**Affiliations:**

- Member, Massachusetts Biotechnology Council Economic Advisory Committee
- FMC, Board of Advisors
- Member, Massachusetts Alliance for Economic Development Marketing Massachusetts Committee
- Licensed Massachusetts Real Estate Broker
- Member, Mercury Resource Group
- Founder, Officer, 4C Charitable Trust
- Beverly Youth Lacrosse Association, Coach 1995-2001
- Manchester Youth Soccer, Coach 1990-1998
- Massachusetts Special Olympics 2003-2004