

**Richard J. Fahey**  
Partner,  
Corporate Advisory Services



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### Relevant Experience:

As a founding partner of FHO Partners, Mr. Fahey has been in the real estate business for over twenty-five years, concentrating his efforts on work with corporate clients and institutional owners in greater Boston and throughout North America. During his career, he and his team have acted as portfolio manager providing strategic and transaction management services for large multi-market corporate portfolios. He has also represented several institutional owners in the leasing and marketing of available buildings.

### DTZ FHO Partners

Boston, MA 2/07 – Present

### Trammell Crow Company (formerly Fallon Hines & O'Connor)

Boston, MA 2/91 – 2/07

Executive Vice President/Principal

- Primary focus is working with corporate and institutional clients in Boston and throughout North America.
- Past assignments in Boston have included transaction management on a portfolio-wide basis, including strategic planning, negotiating new leases, renewals, subleases, terminations, building acquisitions and dispositions for such corporate clients as Fidelity Investments, PriceWaterhouseCoopers, Welch's Foods, Decision Resources, Boston Financial Data Services, DST Systems, Hasbro, Polaroid Corporation, American Express, John Hancock Financial Services, Ameriprise Financial, Parametric Technologies, Equiserve, and so on.
- Past assignments include: the acquisition of 245 Summer Street, Boston, former Stone & Webster headquarters (845,000 SF) for **Fidelity Investments**. Additional assignments for **Fidelity** include: the negotiation of a 125,000 SF build-to-suit in Marlborough; a 113,000 SF lease in Providence, Rhode Island; a 180,000 SF lease at 100 Summer Street, Boston, and a 119,000 SF lease extension at 53 State Street in Boston. Additional portfolio work for Fidelity includes two projects in Dallas, TX, and several in Merrimack, NH, Jacksonville, FL, and Raleigh, NC. Other assignments include an extension/restructuring of a 240,000 SF lease (expansion to 500,000 SF) of a Headquarters lease for **Boston Financial Data Services**, a subsidiary of DST Systems and State Street Bank in Quincy, MA; negotiation and acquisition of a 195,000 SF Headquarters building for Equiserve Corporation (now known as Computershare) in Canton, MA; site search and land acquisition for ING new regional Headquarters in Windsor, CT; the negotiation of a 185,000 SF lease extension and restructuring for American Express Publishing at 1120 Avenue of the Americas in Midtown Manhattan; as well as new corporate Headquarters for Ameriprise at 7 World Trade Center in Lower Manhattan.
- Mr. Fahey has also lead several client teams performing portfolio/transaction management work for corporate portfolios. He has worked extensively to develop and implement long term real estate strategies with such corporate clients as: **Polaroid Corporation, Fidelity Investments, John Hancock Financial Services, Parametric Technologies, Ameriprise Financial, and American Express** in the metropolitan New York area. These client teams have completed over 200 assignments in several metropolitan areas throughout the country including: New York, Dallas, Atlanta, Toronto, San Francisco, Miami, Jacksonville, Chicago, and so on.
- Trammell Crow Company had recognized Mr. Fahey as a Top Producer in the company for seven consecutive years from 1999-2006.

**Leggat McCall/Grubb & Ellis, Inc.**

Boston, MA 12/79 - 1/91

Executive Vice President

- At Leggat McCall/Grubb & Ellis, Mr. Fahey was an Executive Vice President, responsible for the suburban division of the LM/G&E offices and Member of the Executive Committee. He was also a member of the Grubb & Ellis National Corporate Services Group and was recognized as a top producer in 1986, 1987, 1988, 1989 and 1990.

**Hunneman and Company, Inc.**

Boston, MA 9/77 – 12/79

Vice President

**Education:**

Boston College - Master of Science Graduate Studies

Colgate University – Bachelor of Arts

**Affiliations:**

- Licensed Real Estate Broker for Massachusetts and Connecticut
- Member of Board of Directors of BraeBurn Country Club, Newton, MA
- Chair of Building and Greens Committees of BraeBurn Country Club, Newton, MA
- Member of Greater Boston Real Estate Board
- Board of Visitors – New England Baptist Hospital
- Active member of CoreNet Global
- Member Presidents Club – Colgate University
- Member of Silver Puck Hockey Club – Colgate University
- Past Director of Boston Federal Savings Bank, Inc.
- Past Chairman of Investment Committee BFBS