



WILL PARKER **PRINCIPAL**

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Mr. Parker serves as a Principal and head of Trammell Crow Company's Northern California Business Unit. In this role, he oversees all aspects of Trammell Crow Company's business in Northern California including development and acquisition projects, consulting business, new pursuits, finance and overall day-to-day operations of the office.

During his TCC tenure, Parker has experience working across geographies including Dallas, Denver, Reno, San Francisco, and Seattle. Most recently, Parker has worked managing TCC's development initiatives in Northern California, totaling approximately 3M square feet of office and industrial product. Prior to this, Parker worked for TCC's Acquisitions team with responsibility for Western US transactions and as a member of TCC's Private Equity Funds in Dallas, TX.

In addition to his project work, Parker serves as a mentor in the "TCC Connections" internal mentorship program and takes an active interest in our MBA recruiting program. He is also heavily involved in his local community in various non-profit organizations.

Prior to joining Trammell Crow Company, Parker worked as a Quantitative Analyst at Wellington Management, LLP, in Boston, MA. In this role, he served as quarterback of a four-person analyst team and executed \$6 billion in equity and currency trades annually for client accounts. He also spent two years as a Commercial Construction Laborer in Seattle, WA, as a member of Local 242. While at the Tuck School of Business, Parker was a 2007 recipient of the Arnold F. Adams, Jr. Award for Entrepreneurship.

PROJECT DEVELOPMENTS

DIRIDON STATION

Two Class A TOD office buildings, approx. 1 MSF and a 325-unit luxury residential tower

FIRST HILL MEDICAL PAVILION

222,000-square-foot medical office building

FOSTER CITY MEDICAL PAVILION

40,000-square-foot medical office building

MIDPOINT@237

Three advanced manufacturing buildings, approx. 563,000 square feet

OAKS LOGISTICS CENTER

Three industrial buildings, approx. 1.3 MSF

PROFESSIONAL EXPERIENCE

Trammell Crow Company – 2006 to Present

Wellington Management, LLP – Boston, MA – 2000 to 2005

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

Member, CFA Institute; Awarded CFA designation in September, 2004

Advisor, The Associates, a charitable foundation benefiting St. Francis Memorial Hospital in San Francisco, CA

Member, Board of Directors, The Guardsmen, a charitable organization benefiting at-risk youth in San Francisco, CA

EDUCATION & CREDENTIALS

Chartered Financial Analyst (CFA)

Tuck School of Business at Dartmouth, Hanover, NH – M.B.A.

Middlebury College, Middlebury, VT – B.A. in Economics, Spanish