

PAUL B. GRIESMER CRE, FRICS

Anne Tamer Hajjar and Charles C. Hajjar '86Term Chair in Real Estate

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SUMMARY OF EXPERIENCE:

An experienced real estate and bankruptcy advisory professional with extensive experience including:

- Restructurings & Bankruptcies of Financially Troubled Properties, Portfolios & Companies
- Valuation, Financial Projections and Proformas
- Negotiation of Commercial Real Estate Transactions
- Due Diligence on Acquisitions, Investments, and Divestments
- Deal Structuring and Negotiation of Development and Financing Agreements
- Litigation Support

EMPLOYMENT HISTORY:

Associate Professor of Practice, Real Estate Finance and Development , Babson College

8/17 - Present

Promoted to Associate Professor of Practice in May 2023. Full time faculty member focused on real estate fundamentals, finance and development and financial modeling in the Finance Division of Babson College. Responsible for creating course content and teaching three undergraduate and three graduate level course in real estate finance. Created new courses for advanced real estate finance and modeling at undergraduate and graduate level. Presented thought leadership paper at Cornell University Real Estate and Hotel Research Summit. Private consulting on selected basis.

Appointed as Anne Tamer Hajjar and Charles C. Hajjar '86 Term Chair in Real Estate. Faculty Senate Alternate 2023-2024.

Managing Director, New World Realty Advisors /Butler Street Advisors

6/12 - Present

Boutique consulting firm providing professional services including debt restructuring, bankruptcy, capital raising, property disposition, redevelopment and deal structuring services on real estate, home building, C & I credits and hotels. Monitored cash and collateral, developed budgets, negotiated loan extensions and modifications, prepared bankruptcy schedules and Statement of Financial Affairs, coordinated tax planning, performed valuations and developed reorganization and turnaround strategies.

Senior Managing Director, FTI Consulting

6/09- 6/12

Provided bankruptcy and out of court debt restructuring services for creditors and debtors, loan portfolio disposition, litigation support, valuation and due diligence on properties, portfolios and C & I credits throughout North America. Responsible for managing multiple concurrent assignments and work streams involving teams ranging from 3 to 15 professionals. Commuted to and from New York regularly.

Principal/ Partner, Ernst & Young LLP/(Kenneth Leventhal & Company)

3/86 - 6/09

Provided broad based real estate consulting services including bankruptcy, debt restructuring, valuation, due diligence, financial projections, negotiations of multiple transactions, litigation support, expert witness testimony, financial structuring and other services.

Promoted to Senior Manager in 1990 and Principal in 1994. Transferred from New York to open Kenneth Leventhal & Company Boston consulting practice in 1991. Responsible for department budget and growth. Responsible for multiple simultaneous engagements. Supervised department of 10 -15 professionals. Merged with Ernst & Young LLP in 1995.

BACKGROUND INFORMATION:

Education: B.S., Agricultural Economics, Cornell University
 M.P.S., Hotel Administration, Cornell University
 MBA, Finance and Accounting, Cornell University

Designations & Licenses:

Counselor of Real Estate (CRE)
Fellow Royal Institute of Chartered Surveyors (FRICS)
Certified General real estate appraiser in the Commonwealth of Massachusetts
(License No. 3659)
Real Estate Broker in the Commonwealth of Massachusetts
(License No. 9509754)

Civic Involvement: Town of Natick

Town Meeting Member – 2000 – 2010; 2013- Present
Elected Member Board of Assessors 2022-2025
Chairperson Charter and ByLaw Review Committee 2023-2024
Chairperson – Town Meeting Practices and Rules Committee – 2018-2020
Chairperson – Town Counsel Screening Committee – 2017-2018
Real Estate Acquisition Advisor to Recreation and Parks Commission –
Member – Natick Finance Committee 1999 -2009; 2015 - 2016
Chairperson – Natick Finance Committee 2015 - 2016
Chairperson – Conservation Fund Study Committee 2014 – 2015
Chairperson – Pleasant St. Rezoning Committee 2014-2015
Board of Directors- Natick Service Council 2005 – 2008
Member – Age Qualified Village Rezoning Committee 2002