

Barrington H. Branch, Sr.
Professional Profile
December 11, 2021

In June 2012 Mr. Branch was selected as the Robert H. Ledbetter, Sr. Professor of the Practice of Real Estate Development at the Georgia Tech Scheller College of Business to lead the ongoing development of an innovative, fully integrated program in real estate development and real estate finance for graduate and undergraduate students drawing on all of Georgia Tech's academic disciplines.

He currently teaches four real estate development and finance courses for graduate and undergraduate students at Scheller: "The Fundamentals of Real Estate Development" for graduate and undergraduate students; "Commercial Real Estate Finance"; and a full semester "Real Estate Practicum" competitive case study against real estate teams from Emory University, the University of Georgia and Georgia State University.

Mr. Branch played a leading role in the creation of the Scheller MBA Finance Concentration in Real Estate, the Scheller Undergraduate Certificate in Real Estate Development, and the Masters of Science in Real Estate Development (MSRE) program at the Georgia Tech College of Design. He currently serves as Faculty Advisor on the Board of the Georgia Tech Alumni Association Real Estate Organization and for the Georgia Tech Student Real Estate Club.

Mr. Branch has extensive experience in the commercial real estate industry, having financed, developed, marketed and managed more than \$12 Billion of domestic and international real estate projects.

He was a Member of the Board of Directors of two New York Stock Exchange publicly traded real estate companies, Duke Realty Corporation ("DRE") from 1998 until 2012 and Weeks Corporation ("WKS") from 1994 to 1998.

He is currently Managing Partner of SSG Realty Partners, LLC, a strategic land investment, development, and brokerage firm, which he co-founded in 2018 and into which he merged his former firm, Branch Real Estate Advisors, LLC, which was the successor to the real estate investment management and advisory firm he co-founded in 1998. He was that company's President from 1998 through 2012 and co-founded two private mezzanine equity investment funds with a total capitalization of \$78 million.

Prior to forming his own company in 1998, Mr. Branch was President and CEO of Dutch Institutional Holding Company (DIHC) from 1991 until 1998. DIHC was the U.S. real estate investment affiliate of Pensioenfond PGGM, the second largest pension fund in The Netherlands. It owned a \$1.3 billion portfolio of premier Class A office projects in Atlanta; Washington, DC; Arlington, VA; Boston; Chicago; Charlotte; and Orlando in partnerships with Gerald Hines, Cousins Properties and The Trammell Crow Company.

Mr. Branch successfully guided DIHC through the major real estate recession in the early 1990s and positioned it for a successful merger in 1998 with Cornerstone Realty, a New York-based public REIT. He was personally credited by Pensioenfond PGGM with saving it approximately \$425 million through his leadership of DIHC during that turbulent period.

He started his real estate career in 1971 as the senior executive of Portman Properties (now Portman Holdings), John Portman's international real estate development firm. From 1971, when Mr. Portman formed this company, until 1984, Mr. Branch served as its Executive Vice President, Chief Operating Officer, and Chief Financial Officer and was a partner in a number of its major development projects.

During his 13 years with Portman Properties, he was responsible for overseeing the successful financing and development of a number of its most significant projects, including The Westin Peachtree Plaza Hotel, The Los Angeles Bonaventure Hotel, The New York Marriott Marquis Hotel, several Peachtree Center office buildings, The Brussels International Trade Mart and The Atlanta Apparel Mart. In addition, he guided the Portman organization through the severe real estate recession between 1974 and 1976 and was responsible for the highly successful \$880 million recapitalization of all of John Portman's companies and projects.

Between 1984 and 1991, Mr. Branch was a partner and senior executive in several other major real estate development companies and was responsible for the development and financing of a number of other significant projects throughout the Southeast and Midwest, including One Atlanta Plaza and Central Park in the Buckhead and Perimeter Center submarkets in Atlanta.

A graduate of Davidson College (B.A.) and Duke University School of Law (J.D), Mr. Branch was a corporate attorney with Hansell, Post, Brandon & Dorsey (now Jones Day) before joining Portman Properties.

As a Director of Duke Realty Corporation (NYSE:DRE), which was the largest publicly traded industrial and office REIT in the United States, Mr. Branch served as a member of the Audit Committee, the Finance Committee and the Executive Compensation Committee. Prior to that, he was Chairman of the Executive Compensation Committee of Weeks Corporation (NYSE:WKS), a \$1.6 billion publicly traded industrial REIT, from its 1994 IPO until its 1998 merger with Duke Realty Corporation.

Mr. Branch served as Chairman of the Association of Foreign Investors in Real Estate (AFIRE) and as Vice Chairman of the National Realty Committee (now the Real Estate Roundtable). He was the founding Chairman of the Society of International Business Fellows (SIBF) and a member of its Board of Directors for a number of years. In addition, he was a member of the Davidson College Board of Visitors, President of the Westminster Schools Alumni Association, Vice President of the Davidson College National Alumni Association and Vice President of the Duke University National Alumni Association. He was also co-founder of the Dean Rusk International Studies program at Davidson and winner of its Outstanding Alumnus Award in 2012.

Mr. Branch has been a speaker and lecturer at numerous college, university and real estate industry functions, including presentations to the National Realty Committee (the Real Estate Roundtable), the Association of Foreign Investors in Real Estate (AFIRE), The American Hotel Association, The Society of International Business Fellows, The Atlanta Commercial Board of Realtors, Davidson College, the Duke University School of Law, the Goizueta Directors Institute at Emory University and the Georgia State University Graduate School of Business.

