

BRETT S. GRASSE

LIGHTHOUSE DEVELOPMENT COMPANY, LLC
2140 NORTH PROSPECT AVENUE, MILWAUKEE, WI 53202
TELEPHONE 414-372-7515

EXPERIENCE

Lighthouse Development Company, LLC, Milwaukee, Wisconsin

Principal, October 1998 - Present

- ◆ Formed company to acquire and develop investment properties in Southeastern Wisconsin. Current holdings are predominantly urban mixed-use, and include multifamily, retail, office and industrial assets. A sample of Lighthouse Development Company projects can be found in the attached brochure.

GMAC Commercial Mortgage Corporation, Milwaukee, Wisconsin

Vice President, August 1998 - November 1999

- ◆ Produced institutional debt financing opportunities for commercial property developers and owners. Committed and/or funded \$47 MM in loans on multifamily, office, industrial and assisted living properties with life companies, Wall Street conduits and banks.

ABN/AMRO - LaSalle National Bank (Chicago), Milwaukee, Wisconsin

Commercial Real Estate Banking Officer, August 1997 - July 1998

- ◆ Developed new business in Wisconsin for start-up loan production office. Initiated and maintained relationships with a strong base of developers and owners.
- ◆ Sourced, negotiated and completed office, multifamily and retail transactions (size \$5 to \$15 MM).
- ◆ Committed and/or funded \$61 MM. Total portfolio size approximately \$115 MM.

Freddie Mac Northcentral Region, Chicago, Illinois

Multifamily Production, August 1994 - July 1997

- ◆ Responsibility for multifamily loan production in several markets within 13-state region.
- ◆ Deals included single asset, portfolio, tax-credit and securitized swap transactions.
- ◆ Reviewed \$940 MM in loan requests on 27,000 units and committed/funded \$235 MM.
- ◆ Coordinated team of underwriters to commit and fund a \$65 MM (2,500 unit) portfolio transaction.

Aml Realty Co., Chicago, Illinois

Development Associate, March 1992 - July 1994

- ◆ Pursued and structured land sale and build-to-suit opportunities in suburban Chicago business parks, including Spring Lake, Windham Lakes, Plainfield Industrial and Tollway Park of Commerce.
- ◆ Assisted in management and projected cash flow for portfolio of single and multi-tenant buildings.
- ◆ Worked with Aml Residential Properties Trust during establishment of IPO to develop multifamily properties in Austin, Texas and Atlanta, Georgia. Pursued deals from initial development and feasibility through construction. Transaction size between 240 to 360-units.
- ◆ Worked with Chairman and Executive VP to analyze financial, infrastructure and absorption components of 5,000+ acres of land acquisition/multifamily development opportunities.
- ◆ Worked with marketing VP to create and implement targeted marketing campaigns.

Universal Medical Buildings, Milwaukee, Wisconsin

Real Estate Development Analyst, March 1989 - February 1992

- ◆ Met with local hospital executives and surveyed competing buildings nationwide to determine rental rates, age, occupancy rates, operating expenses, ownership opportunities and local growth areas.
- ◆ Produced feasibility reports (100 projects with values from \$10 - \$80 million), loan requests and final contract documents. Analyzed interest rate/vacancy sensitivity and parking structure economics.
- ◆ Evaluated opportunities for building rehabilitation and refinancing.

EDUCATION

University of Wisconsin, Madison, Wisconsin

Bachelor of Business Administration, December 1987

Double Major: Real Estate & Urban Land Economics and Marketing