



F. James Neil, Jr.  
Chief Executive Officer  
Principal



## EDUCATION & TRAINING

Yale University  
Bachelor of Arts

Harvard University  
Masters in Business Administration

## RESPONSIBILITIES

Jim Neil formed Churchill Capital Company with David Wallenstein and Duke Stone in April, 1995 and serves as the Chief Executive Officer. Since the company's inception, revenue and profit have grown over 75% annually. Mr. Neil is responsible for expanding the company's investor relationships and exploring strategic ways for Churchill to grow.

## EXPERIENCE HISTORY

Prior to forming Churchill, Mr. Neil was with Wallenstein/Grubb & Ellis from 1986-1995 as Executive Vice President and then Managing Director. At Wallenstein/Grubb & Ellis, he was responsible for keeping abreast of the institutional market nationwide for his clients.

Mr. Neil was also a Founder, Director, and Principal of Americity Federal Savings Bank in Dallas, Texas. He was a senior member of Loan Committee at Americity, responsible for approving over \$350 million in commercial and residential real estate loans. This institution was founded in 1986 and had \$500 million in assets in 1992 when it was sold for over eight times the initial investment.

Mr. Neil was formerly Executive Vice President of Saratoga Capital Corporation in Dallas, where he specialized in the arranging of financing for existing and to-be-built real estate projects. He was the top producer in 1985 and 1986.

## PERSONAL ACCOMPLISHMENTS

Since 1981, Mr. Neil has personally financed a total of over \$3.5 billion in real estate financings.

Mr. Neil has invested in real property since 1992 and is or has been a principal in over 120 projects totaling over 11 million square feet, including office, retail, industrial, apartments and single family lot development. Mr. Neil manages all the financing transactions for several long term clients and friends of Churchill Capital. He also serves several companies as an advisor on key capital, strategic and operating decisions.

In 1990, Mr. Neil arranged an exclusive correspondent relationship with Berkshire Mortgage Finance (now Deutsche Bank Berkshire Mortgage) for the Southwest. Over \$1.3 billion has been closed through this program.

He has served as a Director of Real Estate Portfolio Managers Association, International and was a faculty member of the Northwest Center for Professional Education. He has also lectured at numerous seminars relating to financial underwriting, mortgage finance and capital investment in commercial and residential real estate. Mr. Neil has a thorough understanding of matched funding, risk management, and the economic evaluation of real estate.

Mr. Neil is also active in the community and coaches youth soccer and select baseball.

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