



**James D. Long, CPM®**  
Executive Vice President Commercial Properties  
SUHRCO Management, Inc.

As executive vice president, Jim is responsible for the commercial property management operations and commercial business development for SUHRCO Management Inc. Bringing over 20 years experience in commercial property management, project management, and management team leadership, Jim joins SUHRCO from American Management Services dba Pinnacle, in Seattle, where he was the Vice President, Commercial Division. At Pinnacle, Jim was responsible for the financial performance of the commercial management business unit and new business development. Prior to that, Jim was the Director of Asset Management at Trinity Real Estate where he was responsible for financial performance, property management, investor relations, and quarterly reporting for a diverse portfolio of multi-family and retail assets.

Previously, Jim worked with Equity Office Properties Trust, a Chicago-based real estate investment trust for 10 years. Jim joined Equity Office as the property manager for their Albuquerque, New Mexico and Phoenix, Arizona office portfolio. In 2001, he relocated to Bellevue, Washington and was promoted to general manager for Equity's 1.5-million, square-foot portfolio of Class A suburban, office portfolio located along the I-90 Corridor. In 2004, Jim was promoted to Managing Director of Property Management for Equity's entire Eastside portfolio. This portfolio consisted of 43 Class A high-rise, mid-rise, and campus-style office buildings totaling over 4.67-million, square feet with 500+ customers and a net operating income over \$73 million. At Equity Office, Jim led efforts with engineering, leasing, and property management teams to successfully remodel two downtown Bellevue Class A office tower lobbies. In 2006, he provided strategic leadership for the development of a 400-car surface parking lot in downtown Bellevue. During his tenure at Equity Office, his management teams consistently received regional recognition for exceptional customer service across a portfolio of varied office types and tenant profiles.

Jim earned a Bachelor of Science degree from Ohio State University where he studied agricultural economics, real estate, and portfolio management. He is a licensed real estate broker in Texas and Washington and earned his Certified Property Manager® (CPM®) designation in June, 2003. He is a member of the Western Washington Chapter 27 of the Institute of Real Estate Management® (IREM®), the Seattle & King County chapter of the Building Owners and Managers Association (BOMA), and served on the Executive Committee of IREM® Chapter 27 in 2010. From 2004 to 2007, Jim served on the Board of Directors for the Bellevue Downtown Association. Jim currently serves as Board President for St. Andrew's Housing Group, a non-profit community-based organization dedicated to providing quality, affordable rental housing to East King County families and individuals that cannot afford market rate housing.

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