

Philip G. Hulse

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Work experience

Green Street Real Estate Ventures, LLC

2008 — Present

Founder and Managing Principal

Green Street Real Estate Ventures, LLC's (Green Street) niche in the marketplace has been focused on urban infill development that incorporates sustainability as a core principle of its real estate practice. Green Street's strength is in creating real estate to help entrepreneurial companies grow their businesses more dynamically and distinguish them in the marketplace, creating a path for long term growth. Green Street brings an internal team of experts to the process to handle the complexity of development and creates long term value for their clients. Green Street's relationship with their clients is based on a partnership that is focused on enhancing their client's success through flexible real estate allowing the company room to grow. Green Street created a vertically integrated team of professionals to manage all facets of the real estate process including acquisition, design, sustainability, construction management, brokerage, property management, public incentives, financing, and flexible deal structure that is open book to their clients.

Summit Development Group and Gateway Commercial

1998 — 2008

Founding Principal

Summit Development was founded by John Ross & Philp G. Hulse. Summit's focus was development for their own account that was built around urban infill industrial development and user-driven. Summit developed in excess of three million square feet of product, which included both ground up and the repositioning of existing large single tenant industrial buildings into multi-tenant product to serve the St. Louis industrial market.

Hilliker Corporation, Commercial Realty Group, and Hutkin Realty

1985 — 1998

Tenant Representation Broker

While a Tenant Representation Broker, Phil focused on the logistics and transportation side of the Industrial Market. The firms Phil represented included Hilliker Corporation, Commercial Realty Group and Hutkin Realty. This experience led to the formation of Summit Development Group and eventually Green Street Real Estate Ventures, LLC.

Qualifications

Phil leads the Green Street team in creating dynamic real estate projects within the St. Louis region. Phil is active in all aspects of the company including brokerage, design/construction, finance, investor relations, and asset management.

In 2008, Phil founded Green Street to challenge the way the traditional real estate industry works. With a focus on sustainable redevelopment of underutilized properties in the urban core, Phil is changing the St. Louis landscape.

For more than 30 years, Phil has been a leading visionary in building up St. Louis' urban core and paving the way business activity and commerce in the area. During his years of experience, Phil has raised more than \$75 million in private-equity and has leveraged more than \$250 million in private and public financing to support local real estate projects across retail, office, industrial, and special use asset classes.

As the sixth largest commercial developer in St. Louis, Green Street currently owns over 2 million square feet of commercial property valued at over \$200 million. Phil has also developed and sold over \$225 million in real estate. Such

notable projects include Corporate 44 Business Park (\$60 million), I-170 Distribution Center (\$40 million), Des Peres Commons Retail Center (\$45 million), Sheet Metal Workers' Local 36 (\$18 million), and Cott Beverage Building (\$11 million).

Current projects include Urban Chestnut Brewing Company's Brewery and Bierhall (\$6.5 million), CSTK-St. Louis (\$13 million), Jefferson Commons Retail (\$7 million), and St. Louis Business Center (\$25 million).

Education

BSBA

1967 — 1971

University of Denver- Denver, Colorado

Professional Certifications and Recognitions

Society of Industrial and Office Realtors (SIOR)

Missouri Broker's License

City of St. Louis' Developer of the Year Award (five time recipient)

Arch Grants Selection Committee

Missouri Growth Association

Civic and Charitable Activities

Habitat for Humanity (Board Member)

The Grove Criterium Cycling Event (Sponsor)

Park Central Development Corporation (Sponsor)

Arch Grants Gala (Sponsor)

ARC Superheroes for Kids Event (Sponsor)

Industry Outreach and Presentations

"Urban Reinvention" (Construction Forum STL)-April 2016

"Emerging Trends Panel" Discussion (Urban Land Institute)-September 2015

"UCBC The Project" (Earth Day Symposium)- May 2015

"The St. Louis Urban Renaissance" (SIOR-St. Louis)-March 2015

"UCBC LEED" Presentation (USGBC MO Gateway Chapter)- February 2015

References

Kevin Morrell, Principal-Green Street Construction 314.280.8801

David Zimmermann, President/ Business Manager-Sheet Metal Workers 314.371.2800

Russ Odegard, Managing Partner- Dynalabs, LLC 314.533.1660

David Wolfe, Co-founder- Urban Chestnut Brewing Company 314.222.0143

