

# James A. "Jimmy" Black, Jr.

Principal and President



## Profile

Jimmy Black, a seasoned real estate professional with four decades of experience, has a proven track record in commercial and investment properties. His expertise spans development, leasing, and management, particularly in office and retail spaces. Renowned throughout the Carolinas, Jimmy has also successfully navigated investment sales in retail and multi-family sectors. A respected community leader with a vast network in the Piedmont Triad and the southeastern United States, he is the founder of Downtown Greensboro Inc.

## Background & Experience

2004 – present	Alliance Companies Principal and President, Alliance Commercial Property Management Property Management Managing Member, Alliance Commercial Investments LLC
1993 – 2003	Weaver Grubar Tyler and Black Principal, Executive Vice President, and Broker in Charge
1985 – 1992	Cousins Properties Incorporated Senior Vice President and Senior Officer of North Carolina Office
1982 – 1985	RE Haydel Company, Broker Oklahoma City, OK
1974 – 1982	Interstate Supply Company, Oklahoma, OK General Manager 1977-1982 Sales Manager 1976-1977 Sales 1974-1976

**Educational Background** University of Georgia 1969-1972

## Military Service

United States Air Force Reserve – Honorable Discharge  
Basic Training Squad Leader  
3345 Technical School – Bay Chief

## Affiliations

- International Council of Shopping Centers (ICSC)
- Institute of Real Estate Managers (IREM)
- National Association of Industrial and Office Properties (NAIOP)

## Awards & Honors

1977	Sales Manager of the Year – Armstrong Carpet, Southwest Region
1977	Wholesaler of the Year – Interstate Supply Co., Oklahoma City, OK
1977/78	Armstrong Carpet Wholesaler Advisory Committee
1989	Leadership Greensboro – Graduate
2003	Top Producer – Class A Office/ Piedmont Triad
2007	J. Edward Kitchen Leadership Award – Presented by the City of Greensboro

## Board Positions

- Greensboro Visions Executive Committee (1988)
- **Downtown Greensboro Incorporated**  
Founder & Director  
Chairman of the Board (1996 to 2003)
- United Arts Council of Greensboro  
Director  
Chairman Elect (1997), Chairman 1998



## Select Clientele

- JP Financial
- The Home Depot
- Walgreens
- Primrose Schools
- UnitedHealthcare
- Thomas Enterprises
- Prudential Life Insurance Co.
- South Trust Bank
- Franklin Street Trust



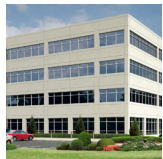
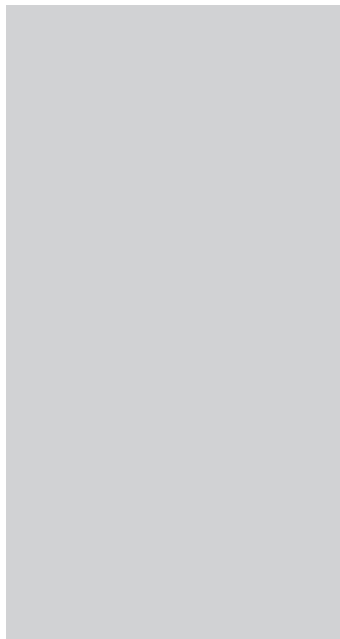
## Alliance Commercial Property Management

408 ½ State Street  
Greensboro, NC 27405

Office: (336) 383-5901

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www.alliancecommercial  
propertymanagement.com



- NAI Asset Services Council  
Member (2012 – present)  
Board of Directors (2012 – Present)  
Vice Chair (2022 – 2024)  
Chairman Board of Directors (2024)
- University of Georgia Mentor Program  
Mentor (2024)  
Member Chi Phi Fraternity – Eta Chapter

### Significant Transactions

- Sale of 1,500 multifamily units for Host Properties
- Sale of 835 multifamily units to US Properties of the Southeast
- Sale of Greensboro Court mixed-use property
- Average annual office lease production of 300,000 square feet (1994-2004)
- Tenant Representation for Aetna – 300,000 square feet
- Tenant Representation for United Healthcare – 210,000 square feet
- Sale of 415 acres of undeveloped land for Jefferson Pilot
- Sale of 18 grocery-anchored shopping centers
- Represented Walgreens in the purchase of three sites
- Represented South Trust Bank in the purchase of four sites and the lease of its 25,000-square-foot Greensboro, NC, headquarters office
- Represented Carolina Bank in the acquisition and lease of four branch sites
- Exclusive agent for Home Depot in North and South Carolina and the sale of 25+ sites to Home Depot
- Increased size of property management portfolio from 600,000 square-foot to approximately 3.5 million square-foot from 2010 to June 2024 – Currently managing 100+ properties located in North and South Carolina, southern Virginia and southeast Georgia



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