

Gregory C. Black



Executive Vice President

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Greg Black, *Executive Vice President* of Pennsylvania Commercial Real Estate, Inc. has been involved in commercial real estate brokerage, mortgage lending and development consulting in Pittsburgh and across the nation for over 21 years. In March of 1992, Greg became one of the founders of Pennsylvania Commercial which employs 27 brokers and administrative personnel. Greg has represented various tenants under exclusive tenant advisory service and development consulting contracts totaling 2,000,000 square feet.

Prior to Pennsylvania Commercial, Greg spent eight years as a commercial real estate broker with Cushman & Wakefield and established himself as a leading real estate professional in the Central Business District and Suburban Pittsburgh real estate markets. Greg has served many corporations as a tenant advisor such as Strategic Energy, LLC, Network Appliance, Inc., Grogan, Graffam, HDR, URS Corporation, Marsh & McLennan, Quest Diagnostics, Babst Calland Clements & Zomnir, Pittsburgh High Technology Council and Ten United, to name a few.

Development Consulting clients have included Sunoco Chemicals, Union Switch & Signal and NOVA Chemicals Inc. Recent developments include 333 Baldwin Road, Crescent Commons and 3000 Sidney Street. Greg has sold the Maynard Building, Busy Beaver Building, Cherrington Corporate Center Building 100, Alpha Plaza and the WT&M Building. Greg has represented USX Tower, a 2.3 million square foot downtown Class A office building, and Cherrington Corporate Center, a 400,000 square foot Class A suburban office complex. Greg has procured funding for his clients from the following programs: Allegheny County EDL, Pennsylvania IDP, PIDA and Opportunity Grants and local development and land acquisition loans. Prior to Cushman & Wakefield, Greg was a Mortgage Lending Officer with Mellon Bank. His responsibilities included the organization, negotiation, closing and administration of commercial construction loans. He received training in credit, cost and appraisal and real estate law.

Greg graduated with a Masters of Business Administration Degree from the University of Pittsburgh with concentration in finance and with a B.A. in economics. Prior to graduate school, Greg was employed by Transamerica Delaval and the NCR Corporation.

Development Projects

PENNWOOD COMMONS

- 50,000 sq. ft. – Flex/Office space with another 50,000 sq. ft. Flex/Office space anticipated. (Scheduled for completion December 2009)

333 BALDWIN ROAD

- 97,000 sq. ft. – Office (50,000 sq. ft. Addition Completed 2007)

UNION SWITCH & SIGNAL

- 175,000 sq. ft. – Office (Completed & Occupied in 1996)

IMMIGRATION AND NATURALIZATION SERVICES

- 36,000 sq. ft. – Office – GSA/INS (Completed & Occupied March 2004)

NOVA CHEMICALS INC.

- 150,000 sq. ft. – Office (Completed & Occupied 2001)

PITTSBURGH TECHNOLOGY COUNCIL

- 80,000 sq. ft. – Office (Completed & Occupied in 1996)

SUNOCO

- 80,000 sq. ft. – Office and Applications Laboratory (Completed & Occupied in 1998)

CRESCENT COMMONS

- 40,000 sq. ft. – Office – IRS / MSHA (Completed & Occupied 2000)