



WILLIAM NORTON CRE, FMA
 PRESIDENT
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Bill Norton is primarily responsible for providing the direction and strategies for the growth and development of Norton Asset Management, Inc., concentrating on procuring and maintaining long-term client relationships. Bill acts as the primary contact for advisory services for clients such as Fedcap, UNH, Dartmouth College, Diocese of Manchester, PSNH and several hospitals. He is a specialist in the management of the construction process from design through occupancy and has extensive experience in energy and facility management as well as real estate brokerage. Bill was previously responsible for brokerage and tenant fit-up for 500,000 SF of Class A office buildings (including Bedford Farms, formerly NH's largest office park). Prior to that, he was responsible for real estate acquisition, construction and management of 53 bank facilities totaling 333,000 SF.

Bill is an active Counselor of Real Estate (CRE) advising clients up and down the Atlantic Seaboard. He is also a BOMA certified Facilities Management Administrator (FMA).

CLIENTS REPRESENTED

- Amoskeag Development Corp.
- Bank of Ireland First Holdings, Inc.
Citizens Bank
- NYNEX/Verizon and Bell Atlantic Mobile
(Verizon Mobile)
- Capital Region Health Care/Concord Hospital
- Charter Trust Company
- Capital Area Trust for Community Housing (CATCH)
- Capitol Distributors, Inc./Amoskeag Beverages
- Dartmouth College
- Dartmouth Hitchcock Clinics
- Diocese of Manchester
- Fedcap Rehabilitation Services, Inc.
(NY City, NJ, MA, RI)
- Hampstead School District
- KeyBank
- Lake Sunapee Bank
- McLane Law Firm
- Monadnock Community Hospital
- New Dartmouth Bank (Shawmut Bank)
- Northway Bank
- Fleet Bank (Bank of America)
- New Hampshire Insurance (AIG)
- Elliot Health System
- Pease Development Authority
- Eversource/Public Service Co. of NH
- Sisters of Holy Cross & Religious of Jesus and Mary
- State of NH
- University of New Hampshire/University System
- TAG Investment Partners
- Whispering Pines, LLC

SIGNIFICANT ASSIGNMENTS

| PROPERTY ADDRESS | | TYPE |
|---|--------------------------|-----------|
| Medical Office Portfolio, Concord, NH | Medical Office Portfolio | Sold |
| 591 West Hollis Street, Nashua, NH | Former Medical Clinics | Sold |
| 114 Hall Street, Concord, NH | Industrial | Sold |
| 237 D.W. Highway, Manchester, NH | Industrial | Sold |
| 52 Pleasant Street, Concord, NH | Office | Sold |
| Former RC Churches (8), Various, NH | Institutional | Sold |
| 70 Commercial Street, Concord, NH | Office | Leased |
| 18 Foundry Street, Concord, NH | Medical Office | Leased |
| Various on projects in MA, RI, NY, & NJ | Social Service | Advised |
| 20 Foundry Street, Concord, NH | Corp HQ | Advised |
| Disposition of NH properties | Religious Orders | Counseled |
| Multiple Not-for-profits | | Counseled |

AFFILIATIONS

- MA, NC and NH RE Broker
- Counselor of Real Estate (CRE)
- FINRA Public Arbitrator
- International Facilities Management Associate (IFMA)
- City of Concord Economic Development Advisory Committee (EDAC)
- Concord, NH Chamber of Commerce
- NHCIBOR - Charter Member
- Building Owners and Managers Institute (FMA)