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## **The Grossman Cos. names Shoss asset and development manager**

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Avi Shoss

Quincy, MA Avi Shoss, with over 15 years of experience in the design and development of retail and commercial mixed-use projects, has joined The Grossman Companies, Inc. (TGC) as the company's first asset and development manager.

Director of asset management, Paul Dawson said, "We are excited to welcome Avi who brings expertise and familiarity with the region's CRE, architecture, engineering and construction industries. In addition, his successful track-record working with TGC during the last 10 years makes him a valuable addition. He knows our portfolio, our management and our approach so he can hit the ground running." Jake Grossman, co-president, said, "We want '5 Tool Players' on our team and Avi certainly fits that mold."

Shoss said, "I'm excited to be part of such forward-thinking company in the ever changing commercial real estate world where it's critical to continuously adapt. And I admire the ability of successive generations to maintain such a stellar reputation."

In his new position, Shoss is using his design, entitlement and construction management experience to assist in repositioning, renovations and enhancement of TGC's portfolio.

Shoss will also support Dawson in the asset management of the dynamic portfolio. Consistent with TGC's commitment to sustainability, Shoss is a LEED Accredited Professional and will apply innovative sustainable solutions to the firm's portfolio.

In recent years, co-presidents Jake and David Grossman have transformed the fifth-generation family business from "stodgy to stimulating," with innovative projects including ground-up development; "measured risk" outside-the-box investments, and increased joint ventures and partnerships. Under the brothers' leadership, TGC's portfolio has grown in the past eight years by 250%.

Prior to joining TGC, Shoss founded SN Consulting Group (SNCG, an architectural consulting firm which was acquired by EBI Consulting). Prior to SNCG, Shoss was a designer at award-winning Boston architecture firms including Arrowstreet and ARC/ Architectural Resources Cambridge where he worked on such high-profile projects as The Kraft Group's Patriot Place and Harvard Medical School's New Research Building.

Shoss is actively involved in the real estate industry and is a member of the International Council of Shopping Centers (ICSC), where he has been the chair of the Government Relations Committee for four years. He is also involved in NAIOP, Urban Land Institute, U. S. Green Building Council, and BOMA.

Jake Grossman says that the company is in constant pursuit of investment opportunities and that the addition of Shoss to the team is an indicator of what he anticipates to be continued growth, "We enjoy creating near-term value, and also excel in buying property where we can unlock value in the future."

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