

**Clifford B. Porter, CCIM, SIOR****Executive Vice President, Sales Manager & Principal Broker****Direct: 804.521.1442****Email: cliff@porterinc.com****Education**

University of Tennessee, Bachelor of Science (1980)

2010 Volume Statistics:53 Transactions Totaling **784,175 SF****2011 Volume Statistics:**53 Transactions Totaling **1.1MM SF (\$14MM Volume)****Professional Awards & Recognition**

- CoStar “Power Broker” Recipient
- Top Producer Ruby Award, Richmond Association of Realtors (2000-2004)
- Recipient, Richmond Association of Realtors’ Distinguished Achiever Awards
- Top Producer, Commercial Investment Exchange (CIE) (2005-2006)
- CCIM Dominion Directions Significant Transaction of the Year Award (2006): Sale of the Former Viasystems property to Forest City Enterprises for Redevelopment as The Shops at White Oak Village.

Professional Affiliations & Achievements

- Member, Society of Industrial & Office Realtors (SIOR), Dual Specialist (Industrial & Office)
- Past President, Society of Industrial & Office Realtors (SIOR), Virginia Chapter
- Member, Society of Industrial & Office Realtors, National Research & Publications Committee
- Member, Certified Commercial Investment Member (CCIM)
- Member, National Association of Realtors
- Member, St. James Episcopal Church
- Past Coach & Board Member, Richmond Little League

Significant Current Projects

- **Airport Distribution Center:** Marketing & Leasing of New 700,000 SF Industrial Development
- South Laburnum Ave & Seven Hills Blvd: Marketing of 60-Acre Ukrops’ Family Site
- Historic Shockoe Bottom: Advising Family Trust in Redevelopment of 8-Acre Site for Mixed Use

Significant Transactions (Partial List)SOLD! **136 Acres** to Forest City for the Retail Re-development of The Shops at White Oak VillageSOLD! **197.6 Acres** to Brooks & Company General Contractors Inc.SOLD! **229,829 SF** Office/Warehouse Facility to Premier FixturesSOLD! **122,000 SF** Industrial Facility to Produce SourceSOLD! **42,300 SF** Industrial Facility to Slurry PaversLEASED! **78,232 SF** to National Delivery Systems**Corporate Clients Served (Partial List)**

- Sherwin Williams
- Ukrop’s Super Markets Inc.
- United Refrigeration
- Merchant’s Metals
- IDN Armstrong
- Amsoil
- Walmart
- National Delivery Systems
- Safelite Glass Corp
- Gas Equipment
- Sloan Valve Co.
- US Postal Service
- ABC Supply