



Richard W. Porter, CCIM, SIOR
Executive Vice President & Principal Broker

Industry Experience: Joined the family business in 1980... specializing in industrial sales and leasing since that time.

Current Available Listings.

24 Buildings for Sale/Lease... 1.32MM Square Feet Total
10 Land Sites Available... 335 Acres Total

Combined Volume Statistics (2009-2011)

104 Transactions Totaling 2.58MM SF for a total volume of \$33MM

Professional Awards & Recognition

- CoStar "Power Broker" Recipient
- Top Commercial Producer of the Year (2002 & 2003), Richmond Association of Realtors
- Top Producer Ruby Award (2000-2004), Richmond Association of Realtors
- Consistent Annual Recognition, Richmond Association of Realtors' Distinguished Achiever Awards

Significant Transactions (Partial List)

- MeadWestvaco 502,286 SF Industrial Space Sold
- Hill Phoenix 317,000 SF Industrial Space Leased
- P&G/Wella USA (Division of Proctor & Gamble) 229,000 SF Industrial Facility Sold
- Reynolds Metals (now Alcoa) 279,000 SF R&D Mfg Complex Sold
- Former DuPont Warehouse Complex 264,372 SF Sold
- Ryder Logistics 203,610 SF Leased
- Aspen Products Inc. 146,648 SF Leased
- HMU LLC 126,639 SF Sold
- Consolidated Process & Packaging LLC 104,000 SF Sold
- 1125 Commerce Road 89,090 SF Facility Sold
- R&L Carriers 50 Acres Sold for Truck Terminal

Education

- University of Tennessee, Bachelor of Science in General Business (1976)
- Served in Signal Corps, U.S. Army for 3 1/2 years, Stationed in Europe.

Professional Affiliations and Achievements

- Member, Society of Industrial and Office Realtors (SIOR) & Past President, Virginia Chapter
- Former Trustee, SIOR's National Educational/Trust Fund
- Former Member, SIOR's National/Membership Committee & National Board of Directors
- Member, Certified Commercial Investment Member (CCIM)
- Member, National Association of Realtors (NAR)
- Member, River Road United Methodist Church

Partial Client List

- | | | |
|------------------------------------|-------------------------------|---------------------------|
| • Reynolds Metals/Alcoa | • Noland Company | • MeadWestvaco |
| • Proctor & Gamble (P&G)/Wella USA | • Carl Zeiss | • HCA Healthcare |
| • R&L Carrier | • Aspen Products Inc. | • Terry's Tire Town |
| • Ford Motor Company | • Georgia Pacific Corporation | • Weyerhaeuser Co. |
| • Ukrop's Super Markets, Inc. | • Sherwin Williams | • Overnite Transportation |