

**JACK BROWN, SIOR**  
**SENIOR VICE PRESIDENT**  
 BIRMINGHAM, ALABAMA

**CAREER HIGHLIGHTS / SPECIALTY OVERVIEW**

After graduating from Auburn University in 1983, Jack began a marketing career with a Birmingham based steel company. In 1992 Jack was appointed Vice President and company officer of this firm, directing sales in Florida, North & South Carolina and Virginia. In 1994 Jack joined Graham & Company, was named Vice President in 1999 and Sales Manager in 2006. Jack is an SIOR industrial specialist, Vulcan Award winner, and lifetime member of the Birmingham Association of Realtors Commercial Million Dollar Sales Club. Jack has completed over 400 sales and leasing transactions in Alabama, Mississippi and Florida.

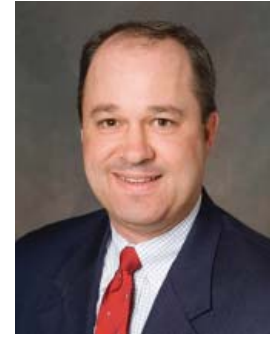
**EDUCATION / AFFILIATIONS / HONORS**

- B.S. Business Management 1983 - Auburn University
- SIOR, Specialist in Industrial Real Estate
- Birmingham Business Alliance - Board Member 2011
- NAIOP, National Association of Industrial and Office Properties
  - Board Member 2009-2011
  - Secretary/Treasurer 2009
  - Vice President 2010
  - President 2011
- Birmingham Association of Realtors Commercial Million Dollar Sales Club
  - Lifetime Member
  - Vulcan Award 2006
- Birmingham Association of Realtors - Member
- Mountain Brook Athletics Board Member
- Mountain Brook Baptist Church - Member
  - Chair, Board of Deacons 2002
- Habitat for Humanity - Volunteer
- Salvation Army "Angel Tree" - Volunteer

**SELECTED EXPERIENCE**

Crane Served Facility		
Williams Bridge	415,000 SF	
Shelby Steel	230,000 SF	
Blazer Fabricating	168,000 SF	
Waste Pro USA	121,750 SF	
A.M. Castle Metals	76,000 SF	

Tenant Representation	Disposition	Site Selection
Cintas	Compass Bank	A.P. Moller-Maersk
Ferguson Enterprises	Fuji Film	Conway Transportation Services
Fuji Film	LaBarge Pipe & Steel	FedEx
Ogihara, USA	MacLean-Fogg	Ferguson Enterprises



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**SELECTED CLIENT LIST**

- A.M. Castle & Co.
- A.P. Moller -Maersk
- American Financial Group, Inc.
- BBVA Compass Bank
- Cintas
- Conway Transportation Services
- FedEx
- Ferguson Enterprises
- Fuji Film
- International Container Logistics
- JB Hunt
- LaBarge Pipe & Steel
- MacLean-Fogg
- Ogihara USA
- Ram Tool
- Regions Financial Corporation
- Stock Building Supply
- The Birmingham News
- UPS
- Waste Pro USA, Inc.

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| BIRMINGHAM | HUNTSVILLE | JACKSONVILLE | GULF COAST