

SONNY CULP, SIOR
SENIOR VICE PRESIDENT
 BIRMINGHAM, ALABAMA

CAREER HIGHLIGHTS / SPECIALTY OVERVIEW

Sonny joined Graham & Company in 1986 after graduating from Auburn University. In 1992, Sonny earned his designation in the Society of Industrial and Office Realtors, subsequently serving as Chapter President and Regional Director. He has been recognized as a Sales & Leasing “Top Producer” by the Birmingham Association of Realtors (1994, 1995, 2000, 2001, 2002, 2004, 2006, 2007, 2009, 2010), and has received other transaction awards from the Birmingham Business Journal and the local NAIOP Chapter.

Sonny’s main emphasis is in the industrial sector, where he administers some of the market’s largest dispositions, acquisitions and leasing transactions. He has handled 96 land sales, with a combined value of \$69 million. His leasing experience is extensive on both the tenant and landlord side. Sonny also maintains a proficiency in both office tenant representation and the disposition of investment properties.

EDUCATION / AFFILIATIONS / HONORS

- B.S. Business, Finance 1985 – Auburn University
- SIOR, Specialist in Industrial & Office Real Estate
 - Chapter President 2001
 - Regional Director 2007
- NAIOP, National Association of Industrial and Office Properties – Member
- Birmingham Association of Realtors Commercial Million Dollar Sales Club
 - Lifetime Member
 - Vulcan Award 1999
 - 20-year Award 2008
- Restoration Academy, www.restorationacademy.org
 - Board Chair – Current
- Center for Executive Leadership, www.cfel-al.org
 - Board Member – Current

SELECTED EXPERIENCE

| Industrial Leases | | Office Tenant Representation |
|-------------------|------------|------------------------------|
| Custom Marketing | 575,000 SF | General Electric |
| Mercedes-Benz | 518,000 SF | Mass Mutual |
| L’Oréal | 220,000 SF | Momentum |
| Office Max | 180,000 SF | RBC |

| Disposition | Site Selection |
|-----------------------|---------------------|
| BellSouth | Norfolk Southern RR |
| Crow Holdings | Michelin |
| Del Monte | Nabisco |
| Panattoni Development | Sysco Foods |



sonnyc@grahamcompany.com

SELECTED CLIENT LIST

- Allegiance
- Baxter
- BellSouth
- FedEx
- Ford Motor Land
- General Electric
- Genesco
- Graybar
- Lexington Property Trust
- Lincoln Financial
- Mass Mutual
- Mercedes-Benz
- Michelin
- Nabisco
- Norfolk Southern RR
- Panattoni Development
- ProLogis
- Ryder Logistics
- Sysco

110 Office Park Drive
 Suite 200
 Birmingham, AL 35223

TEL 205.871.7100
 FAX 205.871.3331

grahamcompany.com



| BIRMINGHAM | HUNTSVILLE | JACKSONVILLE | GULF COAST