



## THOMAS W. TURNER SIOR

### Senior Managing Director



Newmark Grubb Knight Frank  
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### Years of Experience

27 Years

### Areas of Specialization

- ♦ Industrial

Thomas W. Turner SIOR serves as a senior managing director in Newmark Grubb Knight Frank's Charlotte office where he specializes in the leasing and sale of industrial properties throughout North Carolina, South Carolina, Virginia and West Virginia. Prior to joining NGKF, Mr. Turner was a partner and senior vice president at Hart Corporation, one of the nation's leading brokers of large industrial facilities in non-metropolitan markets. Mr. Turner works as a regional broker with a team of professionals who also joined NGKF from Hart Corporation in March of 2015. Throughout his 27 year career at Hart, his focus has been on assisting industrial clients in the site selection process as well as the disposition of industrial properties.

Mr. Turner has extensive experience in all facets of industrial real estate resulting in over 1,000 transactions involving millions of square feet of industrial space worth hundreds of millions of dollars. His experience includes development deals and site selection work as owner's representative for both build-to-suit transactions and build-lease transactions, sale-leasebacks, 1031 Exchanges, economic development incentive negotiations, contingent liability risk management transfer transactions, "value add" investment transactions, controlled sales, traditional consulting assignments and the conception, design and marketing of numerous speculative industrial shell building projects for economic development IRS 501 (C) (3) organizations, electric utilities and private developers.

Mr. Turner has been sought out as a speaker and presenter by:

- ♦ Industry Week/Expansion Management Magazine
- ♦ North Carolina Department of Revenue
- ♦ North Carolina Economic Developers Association
- ♦ The South Carolina Economic Development Institute
- ♦ Society of Industrial and Office Realtors
- ♦ Southern Economic Development Council
- ♦ North Carolina Property Tax Commission

### ACCOLADES:

- ♦ Largest Building Size Transaction, Hart Group International, 2004
- ♦ Largest Building Size Transaction, Hart Group International, 2006
- ♦ Largest Dollar Volume Transaction, Hart Group International, 2009
- ♦ CoStar Group Power Broker – 2008, 2009, 2010, 2011



#### PARTIAL CLIENT LIST:

- ♦ American Commercial, Inc. (Mikasa)
- ♦ American Koyo/JTEKT
- ♦ Ardagh Group S.A.
- ♦ Ball Corporation
- ♦ Continental North America, Inc.
- ♦ Dayco Products
- ♦ DNP America
- ♦ Elkay Manufacturing Company
- ♦ Exxon Chemical
- ♦ GKN
- ♦ ILJIN American Corp.
- ♦ Intertape Polymer Group
- ♦ Kawai
- ♦ Konica Minolta
- ♦ Matsushita Corporation
- ♦ McCall Farms
- ♦ Niagara Bottling, LLC
- ♦ Robert Bosch Corporation
- ♦ RTI International Metals, Inc.
- ♦ Ruiz Food Products, Inc.
- ♦ Shamrock Foods Company
- ♦ SKF USA, Inc.
- ♦ Springs Global US, Inc.
- ♦ Springs Industries
- ♦ Technimark
- ♦ Volvo Mack Truck

#### PERSONAL AFFILIATIONS:

- ♦ Society of Industrial and Office Realtors (SIOR 2006-Present)
- ♦ Alumnus of the North Carolina Department of Commerce (1985-1988)
- ♦ Former Vice Chairman, Mecklenburg County Industrial and Pollution Control Financing Authority
- ♦ Charlotte Region Commercial Board of Realtors
- ♦ North Carolina Economic Developers Association – Board of Directors, 1999 – 2002
- ♦ South Carolina Economic Developers Association
- ♦ Southern Economic Development Council
- ♦ Former Alumni Board Member, Carlisle School, Martinsville, VA
- ♦ Real Estate broker's license in NC, SC, VA and WV

Mr. Turner earned a Bachelor of Arts Degree from Washington and Lee University where he majored in journalism and minored in economics.