

## JOHN POTTINGER VICE PRESIDENT

John has been involved in the commercial real estate industry for the past 29 years, since graduating from Auburn University with a B.S. in Building Construction. He has overseen numerous commercial and institutional developments in the state of Florida in his roles as Vice President, Pannattoni Construction, Inc.; Vice President of Construction, Duke Realty, and Vice President, Weeks Corporation.

John brings to Southern Commercial his knowledge of both the development and construction aspects of commercial and institutional real estate. He has extensive experience in negotiating lease transactions and has lead and managed the execution of over five

million square feet of projects from concept through completion. This includes undeveloped site due diligence and entitlement, project planning, design, permitting and construction, as well as tenant improvement and tenant/owner occupancy.

He has successfully delivered over one hundred million dollars of annual development volume in speculative and build-to-suit, industrial, office, retail and institutional projects. These range from single buildings to multiple building business parks and tenant improvements.

This combination of development and construction experience provides John with unique and valuable skills to assist and advise our clients.

### EDUCATION/EXPERIENCE

- Auburn University - B.S. Building Construction

### ACCREDITATIONS / DESIGNATIONS

- Florida Certified General Contractor
- Florida Licensed Real Estate Sales Associate
- Managing Member - Westray, LLC (Real Estate Consulting)

### INDUSTRY AFFILIATION

- ABC - Associated Builders and Contractors
- NAIOP - National Association of Industrial and Office Properties
- ULI - Urban Land Institute

### SELECTED EXPERIENCE

- 450,000 SF office campus for Chase Manhattan Bank
- 110,000 SF corporate headquarters for Edwards Systems Technology
- 105,000 SF Central Florida headquarters for Progress Energy
- 480,000 SF distribution facility for Cooper Lighting
- 400,000 SF distribution facility for Rooms-to-Go
- 275,000 SF distribution facility for Ford Motor Company
- 170,000 SF distribution facility for LaGasse
- 232,000 SF Kohl's and Dick's Sporting Goods anchored suburban retail center
- The redevelopment of a former urban industrial site into a new IKEA store
- 36,000 SF City of Lake Mary municipal services complex
- 32,000 SF instructional facility for ITT Technical Institute
- Numerous tenant improvement projects

### SELECTED CLIENT LIST:

CHASE MANHATTAN BANK

CITY OF LAKE MARY

COCA - COLA ENTERPRISES

CURASCRIPT

DICK'S SPORTING GOODS

EDWARDS SYSTEMS TECHNOLOGY

FORD MOTOR COMPANY

IKEA

ITT TECHNICAL INSTITUTE

LA GASSE

PROGRESS ENERGY

ROOMS-TO-GO

WALT DISNEY COMPANY



**SOUTHERN COMMERCIAL**

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