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**John Julian Culbertson, CCIM, CRE, SIOR**

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**Education:**

**MBA – McColl School of Business**  
Queens University, Charlotte, North Carolina  
**BS – Business Administration**  
College of Charleston, Charleston, South Carolina

**Experience:****2006 - Present**

**Cardinal Real Estate Partners, LLC**  
Charlotte, North Carolina  
**Owner, Founder, Partner**

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**Cardinal Partners:** founded the commercial real estate firm in 2006 and navigated its successful growth. The firm has established its reputation for implementing proprietary and consultative processes for its institutional and high net worth clientele.

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**Responsibilities:** Owner, strategist, leader, business architect, business developer. Leading negotiator, strategic project management. Establish business choices and direction based on thorough market knowledge and sound expertise. Build and establish successful, well-managed processes that build trust and create client satisfaction for company-wide implementation. Additional specialties: due diligence, brokerage, problem solving, consulting, marketing and goal setting.

**Accomplishments:** Created successful business from start-up in two years. Recruited and put together a tremendously talented leadership team. Created team construct and streamlined processes to ensure seasoned professionals have the opportunity to be creative while working together in the most effective platform possible. Established proprietary processes that have maximized results, created value, met client's needs, increased volume and revenue. Negotiated win-win solutions for Cardinal clients. Produced a strong revenue portfolio with diverse commercial real estate projects and client base.

**2016 – 2019**

**Brennan Investment Group, LLC**  
Charlotte, North Carolina  
**Senior Vice President of Acquisitions**

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Brennan is a value-add industrial property owner led by career industrial specialists. Brennan owns and operates a national portfolio throughout significant regions of the United States. Brennan is among the top three of the largest private owners of industrial real estate in the world. Brennan has institutional capital relationships, and they are one of the most active investors of Shariah-compliant funds into industrial real estate in the US.

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**Responsibilities:** John Culbertson served as Senior Vice President of Acquisitions for Brennan Investment Group. His responsibilities include the acquisition and development of industrial properties throughout the Carolinas and the Port of Savannah in Georgia.

**2000 - 2006**

**CB Richard Ellis, formerly Trammell Crow**  
Charlotte, North Carolina

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At the end of 2006, **CBRE** completed the acquisition of commercial real estate competitor **Trammell Crow Company** in a transaction valued at \$2.2 billion. Trammell Crow, established in 1948, operates across the US and Canada with diverse commercial real estate product expertise in industrial, office, healthcare, airport distribution centers, and mixed-use land development.

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**2001 - 2006**

**Trammell Crow**

**Senior Vice President of Industrial Development / Critical Facilities**

Charlotte, North Carolina

**Responsibilities:** Promoted to Senior Vice President role to take on more significant leadership responsibilities and navigate the company through the challenges of the commercial real estate market after 9/11.

**Accomplishments:** Provided stabilization and leadership for Trammell Crow's southeast sector. Negotiated national telecom projects. Nationally recognized for managing the disposition of Charlotte Coliseum for the city of Charlotte, North Carolina. This high-profile project won acclaim in the national press for its leadership, ethicality, and creative execution.

**2000 - 2001**

**Trammell Crow**

**Vice President of Industrial Development / Telecom Facilities**

Charlotte, North Carolina

Recruited into a role to develop airport distribution centers and telecoms for Trammell Crow while stabilizing the overall business for the southeastern sector of the company. Promoted to a larger role as Senior Vice President of Industrial Development/Telecoms after one year as Vice President.

**1997 - 2000**

**AMB / International Airport Centers ("IAC")**

Chicago, Illinois/Charlotte, North Carolina

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**International Airport Centers, IAC** operated as a 385 million dollar company managing a portfolio of transportation-related cargo, warehouse distribution, and office complexes, with over 7,900,000 square feet throughout the United States. IAC was sold to AMB in 2001.

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## **1998 - 2000**

### **IAC-Regional Director**

Promoted to IAC regional role in 1998.

**Responsibilities:** Senior member of the development team. Took on greater responsibility for Charlotte, New York, and Boston regional development projects while adding duties for Detroit, Los Angeles, Chicago, and Seattle. Total project management. Managed day-to-day development, leasing, and reporting for projects. Multi-site, multi-project responsibility.

**Accomplishments:** Broad, successful institutional project management experience established with leadership projects ranging from \$1 million to \$100 million. Extensive property/construction management with all project reporting, awarding of contracts, vendor management, relationship development, multiple sites and project management, etc. Developed leading expertise in lease negotiations.

#### **IAC Projects of note:**

- 88 Black Falcon: 620,000 square foot facility renovation project in Boston. Converted World War II deportation warehouse into Class A office space. Completed renovation, leased property, and oversaw onsite management.
- IAC-CLT Facility: Successfully led development and leasing team for 610,000 square foot airport commerce distribution and office facility in Charlotte, North Carolina, through acquisition, entitlement, and development (4 phases).

## **1997 - 1998**

### **IAC-Leasing and Project Manager**

He was recruited into an opportunity for solid project management background business ties to Charlotte, North Carolina, and the southeast.

**Responsibilities:** Headed up development and day-to-day on-the-ground construction management for Charlotte, North Carolina. Developed clientele. Wrote, negotiated leases. Made presentations. Awarded property management contracts. Overall vendor management for projects. Multi-phase management: created and executed many completely new management processes for IAC in this role.

**Accomplishments:** Successful professional transition from entrepreneurial-based commercial real estate development with smaller geographic project base to large, national commercial real estate company with institutionally based project development and management, broader project size and scope. Project management processes became foundational to the IAC model and were implemented successfully across the company and on a national basis.

## **1995 - 1997**

### **Norcom Development**

Charlotte, NC

#### **Project Manager, Associate Developer**

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**Norcom Development** is a full-service commercial real estate company with a primary focus on property management, development, leasing, brokerage, and acquisitions for retail and industrial projects. Geographic concentration in the southeastern and mid-Atlantic states.

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**Responsibilities:** Project management, land, and office brokerage. Full cycle build-to-suit project management: proposal development and presentation, oversaw project development, supervised construction, facilitated/led neighborhood meetings and made presentations,

oversaw the leasing of facilities/properties, multi-site project management. Projects ranged from \$18 million to \$25 million in size, scope, and value.

**Accomplishments:**

- Park/Mecklenburg County Parks and Recreation: Successfully structured and planned project. Presented and won a bid. Managed project development, supervised construction, made neighborhood presentations. Upon successful completion, the park was returned to the county.
- Tanglewood Commons, Clemmons, NC – shopping center.
- Poplar Crossing, Concord, NC - shopping center.
- CityView Commons, Charlotte, NC

**Accreditations-**

- Counselors of Real Estate "CRE": The Counselors of Real Estate is the membership organization established exclusively for real estate advisors who provide intelligent, unbiased, and trusted advice for a client or employer. Founded in 1953, the organization serves 1,100 members worldwide. Membership in the organization is awarded by invitation only through peer, employer, and client review.
- Certified Commercial Investment Manager "CCIM": CCIMs have completed a designation curriculum covering essential CCIM skill sets, including ethics, interest-based negotiation, financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate. CCIMs have completed a portfolio demonstrating the depth of their retail real estate experience. Finally, they have shown their proficiency in the CCIM skill sets by completing a comprehensive examination.
- The Society of Industrial and Office Realtors® "SIOR" is the leading professional commercial and industrial real estate association. With more than 3,000 members in more than 630 cities in 33 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

**Personally – *John enjoys community and political involvement coupled with ongoing personal, professional growth:***

- Board Member, UNC Charlotte, Childress-Klein Center for Real Estate
- Former Board Member, Catawba Lands Conservancy
- Former Board Member, North Carolina Department of Commerce, North Carolina Economic Development Board
- Former Board member, Charlotte Film Commission
- Former Board Member, Charlotte Regional Partnership
- Former Board Member, North Carolina Department of Transportation Turnpike Authority; Chairman of the Plans and Programming committee
- Former Member, Charlotte Chamber of Commerce-Charlotte Regional Roads Committee (RRC)
- Former Member, Board of Visitors, Johnson C. Smith University
- Former Board Member, Mecklenburg Union Metropolitan Planning Organization (MUMPO)
- Former Board Member, Charlotte Association to National Association of Industrial and Office Properties (NAIOP)
- Former Board Member, Real Estate Business Industry Council (REBIC)
- Former Member, Charlotte City Club House Committee

- Former President, Queens Learning Society
- Former Member, Urban Land Institute
- Former Board Member, Charlotte Children's Theatre
- Harvard Law School, The Program on Negotiations, (3) professional/executive level courses
- Strategic Coach for Entrepreneurs, 2001 - present

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John resides in Charlotte, North Carolina, with his wife, Leslie, and three active boys. He is an avid skier and mountain bike racer with more than 50 races across the US. He also enjoys golf, photography, traveling, and reading non-fiction and history.