



Terry Coyne, SIOR, CCIM

Executive Vice President

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CAREER SUMMARY

Mr. Coyne is an Executive Vice President in the Cleveland office of commercial real estate services firm, Grubb & Ellis. Involved in the sale or leasing of more than a billion dollars worth of real estate, Terry's experience includes the sale of the 1,200,000 square foot Rubbermaid world headquarters in Wooster, Ohio, and the sale of 1,700,000 square foot former TRW headquarters in Euclid. Mr. Coyne has become the recognized industry leader in Northeast Ohio. Recent transactions include:

- Representation of Rosetta Marketing Group, headquartered in Princeton, NJ in the lease of 80,000 square feet of office space at 629 Euclid Avenue, Cleveland, OH.
- Representation of First Interstate Development in the purchase of 125 acres for the development of Steelyard Commons, the largest retail development in Cleveland in over 30 years;
- Representation of L'Oreal in the 649,000 square foot, expandable to 1,000,000 square feet, largest build-to-suit ever in Greater Cleveland, with a value in excess of \$30,000,000;
- Representation of Sysco Foods in their acquisition of 55 acres for a purchase price of \$9 million in the largest developed-land purchase in Greater Cleveland history;
- Representation of Rubbermaid in the disposition of their 1,300,000 square-foot Wooster, Ohio facility.
- Representation of Spectrum Products in the acquisition of a 440,000 square foot distribution center in Mogadore, Ohio.
- Representation of Argo-Tech Manufacturing in the sale and partial leaseback of its 1,900,000 square foot manufacturing complex.
- Representation of Geis Development in the 851,000 square foot investment sale of 10 buildings totaling \$51 million.
- Incentive negotiation experience includes assisting with the \$22 million dollar grant and debt awards from HUD, State of Ohio, Cuyahoga County, and City of Cleveland for Midtown Tech Park.

ACHIEVEMENTS:

- 13th overall ranked Grubb & Ellis broker in the country in 2011
- 14th overall ranked Grubb & Ellis broker in the country in 2010
- Top Producer for the Cleveland office since 1999.
- Top 30 Producers Nationally from 2000 – 2011.
- NAIOP Broker of the Year 2003-2004, first time back to back winner
- NAIOP Deal of the Year 2005 and 2006

Terry Coyne (Continued)

EXPERIENCE (Clients)

- Energizer/Playtex
- Home Savings Bank
- L'Oreal
- Sysco Food Systems
- Parker-Hannifin
- Federal Express
- The Plain Dealer
- Rubbermaid
- USG
- Qwest Communications
- United Rentals
- Rosetta Marketing Group
- Mercedes of North Olmsted
- Waxman Industries
- HMI Health-Mor Industries
- First Interstate Development
- Mutual of New York
- Blonder's Home Furnishings
- Arvin Manufacturing
- Dean Foods
- Independence Excavating
- The Allega Companies
- Cleveland Catholic Diocese
- Parkview Savings Bank
- Roto-Rooter
- I-X Center Corporation
- Great Lakes Construction
- First Industrial Realty Trust
- Saint-Gobain Crystals
- Geis Companies
- Ryerson Steel
- Argo-Tech Corporation

EDUCATION

- University of Chicago, Master's Degree
- University of Notre Dame, BA
- St. Catherine's College, Oxford University

PROFESSIONAL AFFILIATIONS

- Society of Industrial and Office Realtors (SIOR)
- Certified Commercial Investment Member (CCIM)
- Cleveland Area Board of Realtors (CABOR)

CURRENT COMMUNITY ACTIVITIES

- Rock and Roll Hall of Fame and Museum Board Member
- Center for Family and Children Board Member, Executive Committee

PAST COMMUNITY ACTIVITIES

- Past Member, Executive Committee for Habitat for Humanity and Chair of Development Committee
- Past Director of Project Children
- Board Member, Catholic Charities Facilities Committee

CORPORATE BOARDS

- Board Member, John D. Oil & Gas, a publicly traded oil and gas exploration company. Symbol: JDOG.OB
- Board Member Energy West EGAS (NASDAQ)

ADDITIONAL

- Mr. Coyne is the founder and co-owner of DirtCheapVacuum.com, a vacuum cleaner parts and distribution business.