

**William C. Throne, CSCMP, SIOR** Senior Vice President

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Work Experience

Bill began work in commercial-industrial real estate with Cushman & Wakefield in the San Francisco Bay area in 1985 after leaving the U.S. Navy, where he served as an officer and a fighter pilot. Bill relocated to Hampton Roads in 2003. He is active in the sales and leasing of significant industrial properties throughout Hampton Roads.

Bill serves as the co-lead for the Cushman & Wakefield Ports and Intermodal Advisory Group. He has specialized experience in port/rail served/supply chain related properties and waterfront facilities. He has sales and leasing experience across the United States. He has worked with national and multi-national firms such as Skanska, Carmeuse, Imerys Aluminates, Archer Daniels Midland, Norfolk Southern Railroad, UPS, Kinder Morgan, Weyerhaeuser, and Mastec Utilities, in the acquisition/disposition of sites and facilities. He has served on a consulting basis for government entities and companies such as the State of Virginia, City of Chesapeake, the Port of Philadelphia, CSX Rail, and Bauer Compressor.

Bill has served on the advisory Board of the Old Dominion University/Center for Real Estate and Economic Development (ODU/CREED) and for many years authored the annual Hampton Roads Industrial Market Review. Bill is also an active member of the Virginia Maritime Association (www.vamaritime.com).

Key Assignments

- Currently representing a port service company: Multi-site search: Eastern Seaboard, Gulf Coast
- Represented Tenant: acquisition of a 385,000 square foot distribution building: Eastern Seaboard
- Represented Seller: disposition of a 375,000 square foot cross-dock facility: Eastern Seaboard
- Represented Landlord: Leasing of a 123 acre, 1.2 msf deep water terminal, rail served, Eastern Seaboard
- Represented Landlord: Leasing of a 41 acre liquid-transload facility, West Coast
- Represented Seller: disposition of a 300+ acre, rail served industrial park, Eastern Seaboard, Virginia
- Represented Seller: disposition of a 62 acre waterfront/rail served chemical compounding site, Mid-Atlantic
- Represented Tenant: acquisition of 407,000 square foot distribution facility, Mid-Atlantic
- Represented Seller: disposition of a 90 acre precast concrete site, Eastern Seaboard

Education/Designations

- CSCMP Council of Supply Chain Management Professionals
- ALC Accredited Land Consultant
- CCIM Certified Commercial Investment Member
- SIOR Society of Office and Industrial Realtors
- U.S. Navy Flight School Graduate 1980
- U.S. Naval Academy class of 1978