



**JOHN "J.R." RICHARDSON, SIOR**

President / Principal  
Director of Industrial Group

**CURRENT RESPONSIBILITIES**

Mr. Richardson specializes in industrial real estate consulting and transaction services and manages the staff at Grubb & Ellis | Phoenix Realty Group. Significant clients include Cabot Properties, The Grossman Companies, Tech Packaging, Inc., True North Investments, Data Savers, First Winthrop, Oakmont Industrial Group, Smurfit-Stone, Florida School Book Depository and W.P Carey.

**CAREER SUMMARY**

After graduating from Georgia Southern University, John worked in the construction industry as an assistant Superintendent for the James M. Barker Company. John moved into the commercial real estate industry in 1990 and joined Phoenix Realty Group as a partner with Ladson Montgomery and Jim Sebesta in 1993. John's focus and expertise in bulk distribution and manufacturing properties earned him the Northeast Florida NAIOP "Industrial Broker of the Year" award in 1999, 2000 and 2002.

**EDUCATION**

- Georgia Southern University - B.B.A. in Management
- One of the Leaders of the 1985 Division 1AA National Championship Football Team

**SIGNIFICANT TRANSACTIONS**

- 1.5 million SF lease to Laney & Duke/Haines
- 817,000 SF lease to Samsonite
- 550,000 SF lease to Football Fanatics
- 213,000 SF lease to Saddle Creek Corporation
- 163 acre sale to Pizzuti
- 250 acre sale to Winn Dixie Stores
- 206,000 SF lease to Revlon Products
- 361,000 SF build-to-suit for Laney & Duke
- 248,000 SF sale to HSA READ
- 258,000 SF lease to Stock Building Supply
- 286,000 SF lease to Michael's Stores
- 200,000 SF sale to Florida School Book Depository
- 66 acre sale to Cabot Properties
- 160,000 SF lease to U.S. Lumber
- 283,000 SF lease to Fishman & Tobin

**PROFESSIONAL AFFILIATIONS & RECOGNITIONS**

- Society of Industrial & Office Realtors (SIOR), Florida Chapter President 2005
- NAIOP, Northeast Florida Chapter
- Cornerstone Commercial & Industrial Task Force Chairman, 2001
- NAIOP/Jacksonville Business Journal Industrial & Commercial Real Estate Guide, Chairman 1997 & 2001
- Jacksonville Business Journal Market Writer 1993 to present
- Jacksonville Business Journal Golden Pen Award Winner in 2001 & 2005
- Eagle Football Alumni Association, Board of Directors 2004 to present
- Eagle Football Alumni Associates, President, 2004 to 2006
- NAIOP Industrial Broker of the Year Nominee 2000, 2001, 2004, 2005, 2006, 2007, and 2008
- First Coast Manufacturer's Association Member