



D. EDWARD ELDER, SIOR

Managing Director/Principal
Industrial Services Group

CAREER SUMMARY

Ed Elder has 23 years of commercial real estate experience and is continually one of Grubb & Ellis' top producers nationally. Throughout his career, he has negotiated the sale or lease of properties in excess of more than nine million square feet. As a result he has been successful in representing many local and national clients in their real estate assignments including Sprint/Nextel, Embarq Logistics, Pacific Sunwear, Fed Ex Ground, Carlisle Tire & Wheel, HOK Sport, Hallmark Cards, Inc. and Ingersoll-Rand.

Ed is a member of Grubb & Ellis' President's Council, the Company's premier symbol of achievement, bestowed on a select group of professionals who have consistently demonstrated a commitment to service excellence, teamwork and the advancement of the Company and the real estate industry.

Additionally, for ten consecutive years, Ed has been a member of the Grubb & Ellis "Circle of Excellence", ranking him nationally as one of the "top 100" Grubb & Ellis professionals out of over 2,500 brokers.

EXPERIENCE

Ed joined Grubb & Ellis|The Winbury Group in 1995 as a shareholder, was promoted to Executive Vice President in 2004 and named Managing Director of the firm in 2006. He is also responsible for the management and direction of the Kansas City Industrial department. Ed's specialty is in the sale and leasing of office and industrial properties along with assisting clients on site selection and development services for new construction in the Kansas City metropolitan area.

EDUCATION

- A graduate of Kansas State University, Ed holds a Bachelor of Science degree in business administration.

PROFESSIONAL AFFILIATIONS

Professional affiliations and recognition include:

- Member of Grubb & Ellis' President's Council
- Member of Grubb & Ellis' Logistics Council
- Grubb & Ellis Circle of Excellence – 1997-2007
- CCIM Largest Industrial Transaction "Home Run" Award – 2003, 2004, 2006
- President, Society of Industrial and Office Realtors (SIOR), Kansas/Western Missouri Chapter – 2003



PROFESSIONAL AFFILIATIONS, CONTINUED

- Salesperson of the Year, Metropolitan Kansas City Board of Realtors, Commercial Division – 1998
- President, Metropolitan Kansas City Board of Realtors – 1998
- Graduate of Kansas City Chamber of Commerce Centurions Leadership Program
- President, National Association of Industrial Office Parks (NAIOP) – 1994
- Member Notre Dame de Sion High School Board of Trustees – 2005-2008
- President of Genesis Charter School – 2003-2007
- President, Visitation School Board – 2001
- Member of The Board of Directors, The Bridge Home – 1996-1997
- Kansas State University Alumni Association – Business Council – 1995