

# Professional Profile



## DAVID BLACK

Senior Vice President  
Office Services

### CAREER SUMMARY

Dave has 25 years of experience in Commercial Real Estate and has personally transacted 500+ real estate transactions, including representation of major office and industrial tenants, project leasing and sales, including:

- Site assemblage and pre-leasing of Market Tower – a 30-story, 500,000 square foot Class A office tower in Indianapolis.
- 150,000 square foot Leasing of the Century Building, a re-developed Class A Office Building in the Indianapolis Central Business District.
- \$250,000,000 in tenant representation transactions.
- 500+ lease transactions negotiated.
- 4,000,000 square feet of space leased.

Dave's partial list of clients served over his lengthy career to include Huntington National Bank, Smith Barney, Fifth Third Bank, Roche Diagnostics, Charles Schwab & Co., GRE Insurance, Sagamore Health Network, AT&T, Paine Webber, Symix Corporation, Citizens Insurance, NCR Corporation, Agilent Technologies, Tyco Healthcare, Chubb Insurance, Fremont General, IDG Books, CART, Key Bank, ADESA Inc., Locke Reynolds, AARP, Amsted Industries, and Primedia.

### EXPERIENCE

- 2007 – Present: Grubb & Ellis | Harding Dahm & Company, Inc.  
Senior Vice President, Brokerage Services Division
- 2001 – 2007: Meridian Real Estate  
Senior Vice President
- 1998 – 2001: Trammell Crow Company  
Senior Vice President/Principal Broker
- 1990 – 1998: Corporate Realty Partners, Inc.  
President

# Professional Profile



## DAVID BLACK (CONTINUED)

### EXPERIENCE

- 1987 – 1990: Revel Companies  
Vice President, Brokerage & Leasing
- 1981 – 1987: Coldwell Banker Commercial  
Sales Associate
- 1979 – 1981: City of Indianapolis  
Legal Division Assistant Corporate Counsel

### EDUCATION

- Purdue University, B.A. in Political Science
- Indiana University School of Law, J.D.

### PROFESSIONAL AFFILIATIONS / QUALIFICATIONS

- ICBR (Indiana State Commercial Board of Realtors)
- IAR (Indiana Association of Realtors)
- NAR (National Association of Realtors)
- Licensed Broker
- Xerox Professional Selling Skills
- Duke Realty – Top 10 Office Broker
- CCIM - Candidate

### PROFESSIONAL SPECIALIZATIONS

- Tenant Representation Services
- Corporate Client Acquisitions and Dispositions
- Office, Industrial, Retail and Acreage Services

### REAL ESTATE SPECIALTY

- Corporate Advisory Services
- Industrial & Office Advisory Services

# Professional Profile



## DAVID BLACK (continued)

### PARTIAL LIST OF EXCLUSIVE TENANT REPRESENTATION ASSIGNMENTS

<b>Client / Tenant</b>	<b>Approximate Size</b>
Charles Schwab	150,000
Roche Diagnostics	150,000
Tyco Health Care	140,000
ADESA (assisted)	140,000
Amax Coal	120,000
AT&T	100,000
Locke Reynolds	80,000
Business Furniture Headquarters (BTS)	70,000
CART	69,000
Gardner Denver	65,000
GRE Insurance	50,000
Roche Diagnostics	48,250
Re-gin (BTS)	40,000
Renaissance	40,000
Sagamore Health	35,000
Key Bank	35,000
Fifth Third Bank	30,000
NCR Corp	30,000
Huntington National Bank	28,000
Smith Barney	25,000
Symix Corporation	25,000
Dutton, Kappes & Overman	20,000
Indiana Mentor	20,000
Citizens Insurance	15,000
Chubb Insurance	12,000
Primedia	12,000
Kroger, Gardis & Regis	10,000