

Professional Profile



DON BALLARD

Senior Advisor
Industrial Services

CAREER SUMMARY

After an extended career in the public sector and economic development, Don entered the commercial real estate field in 1987. His first three years in industrial real estate were focused on brokerage specializing in tenant representation. In 1990, Don joined a national real estate company with an established portfolio in the Indianapolis market. He began as Leasing Manager and then became General Manager of the Indianapolis portfolio. Don has worked for two national real estate companies focusing on industrial leasing. He has completed more than 400 leasing transactions in his career.

EXPERIENCE

- 2009 – Present: Senior Industrial Advisor
Grubb & Ellis | Harding Dahm & Company
- 2003 – 2008: Leasing Director
First Industrial Realty Trust
- 1999 – 2002: SBA Lending
US Bank/Small Business Loan Source
- 1990 – 1999: Leasing Manager / General Manager
Heitman Properties
- 1987 – 1990: Industrial Brokerage
Eaton & Lauth Companies
- 1976 – 1987: Public Sector Administration/Economic
Development

EDUCATION

- BS in Public Administration from Indiana University

CLIENT TRANSACTIONS

- International Truck and Engine
- Chep USA
- Unisource Worldwide
- Schenker Logistics
- NYK Logistics
- Clopay Building Products Company
- John Deere Landscapes
- Parker Hannifin Corporation
- Von Duprin, Inc.
- PPG Architectural Finishes
- Goodwill Industries of Central Indiana
- Kenra LTD
- Tire Centers LLC