

A. William McGraw, SIOR

Vice President



1997 - Present

COMPANY EXPERIENCE

Bill joins Alan R. Daus and Associates as a principal of the company.

1988-1997

Bill began his career at Ostendorf-Morris in the Industrial Brokerage Department, and became Vice President of Ostendorf-Morris in 1996.

PROFESSIONAL ACCOMPLISHMENTS

Bill often leads his department in production, as his transaction volume is consistently outstanding. As a leader in the industrial brokerage industry, the annual value of the transactions that Bill completes places him nationally in the top 3% of his industry. He has averaged 28 transactions annually over the last 6 years, evenly distributed between leasing, sales and development activity. Bill's success is evidenced in industry nominations such as Broker of the Year by the National Association of Industrial and Office Parks (NAIOP) and his confirmation as an SIOR designee.

Some of the significant projects Bill has been instrumental in completing include the search and acquisition of a 400,000 sf distribution facility for Western Publishing; the disposition of a 200,000 sf, 60 acre heavy manufacturing facility for Forest City Enterprises; the disposition and subsequent development of a 274 acre industrial park for SouthTrust Bank, leasing of 640,000 sq. ft. on 211 acres owned by Golden Books Family Entertainment, Inc. (North Carolina), and leasing responsibilities for a portfolio of 1,200,000 sf for LaSalle Properties. Bill was the founding broker for the Hudson, Streetsboro, and Aurora Industrial Parks.

PRIOR EXPERIENCE

After his Navy service, Bill joined a heavy machinery manufacturer as a district representative responsible for seven western states. Then, in 1976 Bill founded Comaco, Inc., a construction supply contractor serving foreign construction firms operating overseas. In this capacity, he completed 26 major projects in the Middle East, South-east Asia and on the Korean Peninsula. As President, his responsibilities included all business disciplines; he now uses that business and construction experience and applies it towards the challenging Northern Ohio industrial real estate market.

EDUCATION

University of Virginia, B.A.

Case Western Reserve University, post-graduate work in business and finance

AFFILIATIONS

Cleveland Area Board of Realtors (CABOR), licensed realtor

National Association of Industrial and Office Parks (NAIOP)

Society of Industrial and Office Realtors (SIOR), designee

CLIENT LIST

- Ashland Oil Company, Inc.
- Curtis Layer Construction, Inc.
- Fabri-Centers of America, Inc.
- Forest City Enterprises, Inc.
- General Medical Corporation
- ICN Biomedicals, Inc.
- Medical Processing Centers, Inc.
- Powell Industries, Inc.
- SouthTrust Bank
- Universal Electronics, Inc.
- Weber Industries, Inc.
- Western Publishing Group, Inc



NAI Daus

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