

William H Hawkins, SIOR  
Chairman



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### PROFESSIONAL PROFILE

Mr. Hawkins has been a Nashville commercial real estate agent since 1989 when he joined his father's firm, Chas. Hawkins Company. He has been involved in the leasing, sale, development, and management of industrial properties throughout his career.

### EDUCATION

Mr. Hawkins attended high school at Montgomery Bell Academy where he graduated in 1978. He received a Bachelor of Science Degree from the Engineering Department at Vanderbilt University where he graduated in 1982.

He has completed SIOR courses 101, 103, 201 and 203; and CCIM courses 100 and 101. He received his SIOR designation in 1998.

### PRIOR EXPERIENCE

Prior to entering the real estate brokerage industry, Mr. Hawkins served as a fighter pilot for seven years in the United States Marine Corps. Additionally, he was selected to be the Aide de Camp for the Commanding General of the Fleet Marine Corps Pacific. He served in this capacity for one year prior to exiting the service in 1989. His military service was spent in the Pacific arena, including Japan, Korea, the Philippines, Hawaii, and California.

### PROFESSIONAL AFFILIATIONS

- Tennessee Broker's License
- Society of Industrial & Office Real Estate (SIOR), Member
- NAIOP, Member, Former President (2004)
- CORFAC International, Former President (2013)  
(an international network of independent commercial real estate firms)

### AWARDS

- NAIOP Developing Leader Award (2016)
- NAIOP Finalist Development of the Year (2016), The Boot Factory Development
- ULI Excellence in Development Award (2016), The Boot Factory Development

### BENEFICIARIES OF OUR SERVICES

In Mr. Hawkins' career, he has handled all aspects of commercial real estate transactions, representing owners and tenants alike.

Major exclusive sales and leasing assignments have included:

Braid Electric Company  
Dividend Capital Trust  
Dunlap & Kyle Tire Company  
Girl Scouts Council  
Michelin/TCI, Inc.  
Nicholstone Book Bindery  
Opryland USA  
Quebecor USA  
RB&W Logistics  
Salvation Army

Other real estate transactions include:

Advanced Auto Parts  
Aladdin Carpets  
Coca Cola Company  
Gaylord Entertainment  
Hollister, Inc.  
Home Depot USA  
Ingram Industries  
Mechanical Industries

Metro Government of Nashville  
OMC Boat Company  
Opryland USA  
O'Reilly Automotive  
Sonoco Products  
Skaggs Industries  
Purina Mills  
US Post Office  
U Haul Corporation  
TNN/Network Enterprises  
YMCA of Middle Tennessee

Proud Member of CORFAC  
International Alliance

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