

Lewis Agnew, CCIM

President



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PROFESSIONAL PROFILE

Mr. Agnew is an experienced and hard-working real estate executive that is dedicated to providing excellent service to his clients, partners, employees, and colleagues. Mr. Agnew joined the Charles Hawkins Co. as a broker in 2012 before being promoted to Asset Manager and COO from 2013 until 2016 when he was named President.

As President, he has two primary focuses. First, he is dedicated to maintaining, improving, and growing the brokerage services and property management departments of the company. Secondly, his responsibilities also include the oversight and asset management of a \$500,000,000 portfolio of commercial real estate that totals approximately 9,100,000 square feet. In this role, he is focused on maintaining and growing this portfolio through acquisitions and development as well as prudent financial management and strategic guidance for the existing portfolio.

EDUCATION

Vanderbilt University, Owen Graduate School of Management, M.B.A, 2012
Finance Concentration with a Real Estate Emphasis
Ingram Scholarship Recipient
The University of Texas at Austin, Master of Science in Engineering, 2007
Graduate research assistant for the Center for Transportation Research
Auburn University, Bachelor of Civil Engineering, summa cum laude, 2004

PRIOR EXPERIENCE

Mr. Agnew's interest in real estate began while working as a manual laborer on several large scale construction projects during his summer breaks in Jackson, MS. After those first jobs, Mr. Agnew pursued a civil engineering education, and those two degrees ultimately led him to Nashville. Mr. Agnew practiced for three years as a structural engineer for Stanley D. Lindsey & Associates. While working on the analysis and design of structural systems and foundations for a wide range of building types, he obtained his professional engineering license (PE) and LEED AP designation. Mr. Agnew then joined Boyle Investment Company while he pursued an M.B.A. at Vanderbilt. His duties at Boyle primarily involved financial analysis and due diligence for a \$100 million private equity fund targeting retail and office acquisitions throughout the southeast.

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

- Adjunct Professor, Vanderbilt University Owen School of Management
 - "Real Estate Development and Investment"
- NAIOP National Research Foundation, Board Member and Governor
- NAIOP Nashville, Board Member & 2021 President
- Transit Alliance of Middle Tennessee, Board Member and 2021 Treasurer
- City of Forest Hills Cultural and Natural Resources, Committee Member
- Phoenix Club of Nashville, Alumnus
- St. George's Episcopal Church, Member
- Persist Nashville, Business Advisory Council
- Nashville Fellows Program, Mentor

AWARDS

- Jackson Preparatory School Distinguished Alumnus (2022)
- Nashville Emerging Leader Award Finalist (2020)
- NAIOP Nashville Industrial Lease of the Year (2018)
- National NAIOP Developing Leader Award (2017)
- NAIOP Nashville 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
- Nashville Junior Chamber, Member of the Year (2010)

TRANSACTIONAL EXPERIENCE

Developments

- Spring Hill Industrial Park: 1,400,000 SF
- Skyhawk Business Park: \$44,200,000
- Boot Factory \$10,000,000
- 444 Brick Church BP: \$4,500,000
- 100 Fernco: \$2,800,000

Acquisitions

- Synergy Office Park: \$63,000,000
- Portland Portfolio: \$45,125,000
- Jetplex Industrial Park: \$17,000,000
- Riverchase Village: \$13,200,000
- Portland Industrial: \$12,000,000
- Cockrill Springs: \$6,850,000
- 1530 Antioch Pike: \$4,700,000
- 444 Brick Church Pike: \$4,500,000
- 1124 Haley Road: \$2,350,000
- 3737 Stewarts Ferry: \$2,200,000
- 97 Seaboard Lane: \$1,300,000
- 7336 Cockrill Bend: \$750,000
- 13 Bluegrass Parkway: \$550,000

Loans

- Skyhawk Business Park: \$29,855,000
- Brick Church Business Park: \$16,000,000
- Metcom Business Park: \$13,000,000
- Old Hickory Industrial: \$12,000,000
- Boot Factory: \$10,000,000
- 1530 Antioch Pike: \$7,000,000
- Walton Business Park: \$6,000,000
- 100 Fernco: \$3,800,000

Leases

- Skyhawk Business Park: 451,521 SF
- 110 4th Ave S: \$6,300,000
- 7336 Cockrill Bend: 12,000 SF

Dispositions

- Skyhawk Business Park: \$44,200,000
- 7201 Cockrill Bend: \$33,000,000
- 1324 2nd Ave N: \$13,650,000
- Rayon City Investors: \$7,500,000
- 1630 Corporate Place: \$4,125,000
- Central Pike Storage Facility: \$3,000,000
- Old Hickory Land: \$900,000
- Brick Church Land: \$900,000

CHARLES
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