

**George J. Pofok, CCIM, SIOR**

Principal

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**Professional Expertise**

George has been in the commercial real estate industry for over 25 years. George started his commercial real estate career as a college intern with Ostendorf-Morris in 1995. Upon graduation from college in 1996, George worked for the Sherwin-Williams Company as an internal auditor before coming back to Ostendorf-Morris in 1997 as the industrial database manager and sales associate. George joined Cushman & Wakefield | CRESCO Real Estate as a Senior Sales Associate in 2003 and was promoted to Vice President in 2005, Senior Vice President in 2010 and Principal in 2021.

He has been a consistent top producer as evident by receipt of his CCIM designation in 2005 and his SIOR designation in 2009. A Certified Commercial Investment Member (CCIM) is a recognized expert in the disciplines of commercial and investment real estate. The SIOR designation is a personal achievement for those individuals who are highly qualified commercial real estate practitioners with a strong transactional history in brokerage, fee-based services, or executive management.

During his tenure, George has assisted both locally owned and national clients in all aspects of real estate, including property acquisitions, dispositions, valuations, leasing, lease termination, subleasing, land sales, build-to-suit transactions and various consulting services. George has successfully handled over 1,000 transactions in 13 states.

**Partial List of Clients (past and present)**

- Air Liquide America Corp.
- Akron Cleveland Association of Realtors
- Automated Packaging
- Avery Dennison
- Cleveland Steel Container
- Crown Lift Truck
- Donovan Marine
- Eaton Corporation
- Essroc Italcementi Group
- Fat Head's Brewery and Saloon
- Federal Express
- Flour, Inc.
- Flowers Baking Company
- Geon Performance Solutions
- Georgia Pacific Corp
- Goodman Distribution
- Graphic Packaging
- Harsax Management Company
- Industrial Commercial Properties (ICP)
- Iron Workers Local 17
- Mentor City School District
- Norfolk-Southern Corp.
- Parma City School District
- Penske Logistics
- Physicians Ambulance
- Polyair Inter Pack, Inc.
- Premier Development Partners
- Red Bull
- Scholastic Books
- Shell Oil
- Spectrum Diversified
- Stanley Black & Decker
- Weston, Inc.
- Weyerhaeuser Company
- Ziegler Tire

### **Professional Recognition**

- CABOR “Commercial Realtor of the Year”
- CoStar “Power Broker”
- Duke Realty Co-recipient of “Construction Project of the Year”
- NAIOP “Office Transaction of the Year”
- NAIOP “Office Development of the Year”
- NAIOP “Industrial Transaction of the Year”
- NAIOP “Industrial Investment Transaction of the Year”
- NAIOP “Industrial Development Project of the Year”
- NAIOP “Industrial Broker of the Year”

### **Professional Affiliations**

- Cleveland Area Board of Realtors (CABOR) - Former Board of Directors and President
- Society of Industrial and Office Realtors (SIOR)
- Certified Commercial Investment Member (CCIM); Ohio Chapter of CCIM - Former Board of Directors and President
- Kamm’s Corners Development Corporation - Former Board of Directors and President
- Wire-Net, Redevelopment Committee - Former Chairman

### **Education**

- Cleveland State University, B.B.A. in Finance
- Cuyahoga Community College, Associates of Arts
- Cuyahoga Community College, Associates of Science