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### PARTIAL CLIENT LIST

- Amir Development Co.
- Amgen
- FFF Enterprises
- Milgard Manufacturing
- LAARS Heating Systems
- City of Riverside
- ATC Distribution Corp.
- Southern Pacific Railroad (SPRR)

### CAREER SUMMARY

Prior to joining Voit Real Estate Services in 2016, Andrew joined Marcus & Millichap in April, 2012 to head up, and expand their Inland Empire Industrial Investment Sales Division. Andrew has for over 32 years experience, specializing in Industrial Investment Sales & Leasing, Building Sales to Industrial end-users, Industrial Land Sales to both Institutional land developers and companies. Additionally, Andrew has marketed and sold industrial park projects from ground-up to completion. He has also completed transactions involving Corporate Facility Site Acquisitions and Dispositions. During his career, Andrew has completed over 265 sales and leasing transactions worth over \$275 million dollars involving over 10 million square feet.

### EDUCATION & AFFILIATIONS

Mr. Shirk holds a Bachelor of Science Degree in Business Administration and Finance from the University of Arizona.

- Council of Supply Chain Management Professionals
- American Industrial Real Estate Association (A.I.R.) – Member
- NAIOP - Inland Empire member
- University of Arizona Alumni Association

### AWARDS & ACCOMPLISHMENTS

- 1987 “Rookie of the Year” – Grubb & Ellis Co.
- 1988 “Top 10” Broker – Grubb & Ellis Co., North LA Region
- 1989 “Largest Deal of the Year – Grubb & Ellis Co.
- “Top 5” Broker – Grubb & Ellis Co., North LA Region, 1989, 1990 & 1991
- 1994 “Summer Surge” (top cold caller) – NAI / Capital Commercial, North LA
- 1996 “Largest Company Transaction” – NAI / Capital Commercial, (company-wide in 1996’)
- 1998 “Silver Club” Award, and “Top 10” Broker – NAI / Capital Commercial, California
- 2000 Successfully launched “Pillar Properties”, and grew brokerage firm by 300%
- 2001 Largest “Industrial Lease” transaction – Pillar Properties, LA
- 2003-2006, and 2010-2011 “Top Broker” – Pillar Properties, LA
- 2017 Vice President - Voit Real Estate Service

### AREAS OF SPECIALIZATION

- Industrial Investments
- Industrial Land Sales & Development
- Corporate Representation
- Industrial Sales and Building Leasing