



John Downing

Vice President of Marketing

John Downing joined McDonald Development Company as Vice President of Marketing in 2005. He is responsible for the marketing and leasing of available land sites and over 3.5 million square feet of existing industrial and flex buildings in metro Atlanta, negotiation of build-to-suit projects, and new business development. Over the course of 20 years, he has negotiated over 400 leases with a total value of \$435 million. Mr. Downing is a member of the NAIOP Million Dollar Club and was awarded Top 5 Producer in 2013.

Mr. Downing began his career at Highwood Properties, Inc. in 2000 as a leasing representative where he marketed and leased over 2 million square feet of industrial, flex and office properties in metro Atlanta. During the four-year period from 2000 to 2004, Mr. Downing negotiated lease transactions totaling over 1.5 million square feet of space with an aggregate lease value in excess of \$43 million.

A graduate of the University of Georgia's Terry College of Business, Mr. Downing is a member of the Atlanta Commercial Board of Realtors and has worked on the Community Service Committee and is currently active on the Education and Brokerfest Committee's. He is an active member of the National Association of Industrial and Office Properties (NAIOP) and the Society of Industrial and Office Realtors (SIOR).