

F. Craig Read

President / CEO
Read Commercial Properties, Inc.

Craig Read is a veteran in the world of commercial real estate. Born and raised in Hampton, Virginia, Craig entered into real estate after his military obligation was completed. For eight years he learned under the tutelage of industry leaders such as Eastdil Advisors in New York and others. He specialized in developing marketing strategies for leasing and selling commercial properties as well as becoming proficient in construction as he obtained his Virginia Class "A" Contractors License.



In 1979, Craig formed his own corporation, Read Commercial Properties, Inc. At the age of 38, he was one of the top commercial agents in Hampton Roads, maintaining a very large volume of lease and sales transactions for commercial properties. As such, in 1984 Craig was appointed to the Governor's Advisory Council on Small Business. As an innovative entrepreneur, his company became the fourth largest commercial real estate company in Virginia involved in sales, leasing, property management, development and construction services. Their motto quickly became, "We do it all and we do it all well!" The company had offices in Northern Virginia, Virginia Beach, Hampton and Atlanta, GA.

Craig has been a long time persuasive advocate for Hampton Roads, citing its geographic location, stable economy and quality of life as important attractions to outside companies. And attract business he does; transacting deals with private and institutional firms such as General Electric, CH2M Hill, BAE and other government contractors, U.S. General Services Administration (GSA), General Mills, Atlantic Container Line, Huff, Poole and Mahoney, as well as DeVry University, and George Washington University to name a few. As a former Chairman and member of the Peninsula Port Authority, he was actively involved in the \$115,000,000 bond issue which enabled Shell Oil Company to develop the coal terminal in Newport News. Craig was named as one of the "movers and shakers in Hampton Roads" by Surroundings magazine.

In 1995, Craig was keenly aware that the new laws issued by the Virginia General Assembly regarding commercial real estate would have an huge impact and would be felt by those in the industry. To counteract the effect of the rulings, he sold his vast management portfolio and created a professional corporate representation program that encompasses all aspects of commercial real estate. His program was unique in that it is relationship driven with the centerpiece being "the client and his needs." While the company is smaller, it is achieving Craig's goal to provide large dividends to his clients.

In addition to his business, Craig has been a leader in his community throughout the years and has been a member of the Board of Directors for the Peninsula Chamber of Commerce as well as the Peninsula Economic Development Council. He was also the founding member, past Chairman and member of the Executive Committee of the Virginia Association of Commercial Real Estate (VACRE) which is an organization dedicated to protecting property and development rights of Virginians as various bills are being considered in the Virginia General Assembly. He is the founding President of the Hampton Roads Association of Commercial Real Estate (HACRE), now 750 members, where he holds a lifetime position as a member of the Board of Directors. He is a member of the International Conference of Shopping Centers. Craig was the founder of the Executive Cup Yacht Race which, at its inception, was one of the largest fund-raising efforts to support the fight against Leukemia. The race is still being run after 20 years for different charitable and educational causes.

Craig is very proud of the men and woman of our armed forces. In addition to his membership in the Langley Civic Leaders Association and the Air Force Association, he is proud to have been selected as the Honorary Maintenance Group Commander of the 1st/192nd Fighter Wings at Langley Air Force Base, a position he has held since 2006. These Wings fly and maintain the F-22 Raptor.