

Terry Ponder

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Terry has been in the retail world for 30 years, prior to going into Commercial Real Estate. He was with Sherwin Williams for 18 years having held many positions including that of Store Manager, Personnel Manager, Office Manager, Regional Advertising and Merchandising Manager for 350 stores.

During his career he specialized in troubleshooting and helped turn around troubled individual store locations while headquartered in Atlanta. Later, he was sent to Miami- Ft. Lauderdale where the District had 21 out of 22 stores losing money. The District was in danger of being shut down. Hundreds of stores were shut down in those troubled times and some markets such as Los Angeles (66 stores) were abandoned. He turned the South Florida District into the most successful District in the country and became the top District Manager in the Country (out of 87 Districts). Previously this District was last (number 87 out of 87).

He then was sent to Cleveland, Ohio, as National Sales Manager for 1,765 Stores and 23,000 employees. At that time the company was an estimated 55 days from bankruptcy and 80% of management was replaced. Terry was one of two non outsiders brought in to participate in the highly successful turnaround of the company.

Moving to Birmingham to go into business for himself, Terry founded Rainbow Paint & Decorating, a five-store chain located in Birmingham in May, 1982. He purchased a troubled store that had been owned by two owners and had lost money for all of its ten years of existence. Rainbow grew from two employees to become the largest volume chain of its type in the South with a payroll in excess of \$1.5 million.

According to the Benjamin Moore management people, Rainbow's Vestavia location was the busiest independent retail paint dealer in the nation. Rainbow broke a number of sales records in all of its stores. Prospects and fellow dealers flew in from all over the USA to see the stores.

During that time, he participated in a number of committee positions with All Pro, then a \$2 billion dollar buying group. He was head of the important wallcovering- window treatment committee for several years. He also volunteered his services and traveled the USA and became a non paid advisor for troubled independent stores, as needed.

He sold Rainbow in November 1994 and turned his focus to real estate development.

Since that time, Terry has helped develop and lease numerous shopping centers, office complexes, etc. and has handled thousands of leases. He has sold many millions of dollars of property including buildings, land, offices, shopping centers, etc.

In 1996, Terry's first year in Commercial Real Estate, he won the award of Rookie of the Year with the Birmingham Association of Realtors. Terry has served in many capacities in many organizations including Board Member of the Birmingham Commercial Realtors and 2014 President of the Birmingham Commercial Realtors.

Terry is the founder of Ponder Properties Commercial Real Estate LLC, a full service commercial real estate firm. Specializing in leasing, land sales, property development, property management and light industrial development. Ponder Properties is also a leading broker for restaurant sales and leasing in the Birmingham area. In addition, Ponder Properties is a leading broker for medical usages.

Over the course of years as a Retailer, he has opened and relocated numerous stores and is very experienced in both sides of leasing, obtaining successful locations, etc. With many years of retail experience, he still thinks like a retailer.

Ponder Properties Commercial Real Estate LLC is the listing agent for a number of developments and shopping centers in the Birmingham Metro area working for Landlords all over the USA. In addition, they represent a number of tenants, chain stores, and firms in their search for additional locations. Ponder Properties CRE has developed and sold a great many shopping centers.

Joining Terry at Ponder Properties Commercial Real Estate are his two sons and daughter, making it a true family business! Typically, they work together as a team on properties for maximum marketing effectiveness.

Glenn, the oldest son, is a President of the company and partner in Ponder Properties Commercial Real Estate. Glenn comes from a background in retail as well. Keith is Property Manager and handles all of the marketing for the firm. Melanie is in charge of the Accounting Dept. and works mainly with Property Owners of the properties we manage.

Steve House also is a Broker at Ponder Properties Commercial Real Estate. Steve is a real veteran and enjoys a super reputation. Among Steve's achievements is his service as past President of the Birmingham Commercial Realtors.

Terry is active in a number of charitable projects and enjoys helping people. His greatest achievement has been the hiring and development of hundreds of people and businesses over the years. He feels that you need to put back into life some of what you take out. He is married to Connie Ponder and attends Church of the Highlands.