

Norman Radow, CEO, RADCO

1. How long have you been a tenant?

Over 13 years

2. How many employees do you have?

600 in nine states, with almost 300 here in Atlanta. About 85 people are in our headquarters at the Galleria.

3. What does your company do?

We are a real estate company focusing on owning, renovating, and managing multifamily properties.

4. Why is the Cumberland area and Atlanta Galleria a good place for you to do business?

Our office is in the perfect location. Locally, we have immediate access to the major highways making it easy to travel to the 30 properties we own in the Atlanta metro. And, because we own in nine states in the Southeast and Central US, getting to Hartsfield-Jackson is quick. We also are near the private airports, too.

5. What Atlanta Galleria amenity do you use the most (gym, restaurants, etc.)?

Our staff uses the many restaurants on campus and the Georgian Club on a regular basis. The food trucks are also popular for our employees.

6. What are your thoughts on economic development and future growth in the Cumberland area?

One look on an aerial and you can see why Cumberland/Galleria must be a business hub. The fact that development stalled for so long was the surprise. But now with major infrastructure improvements, the Battery, and more corporate relocations to the area, there is an excitement about Cumberland that I have not seen since the 1980s.

7. What business successes or milestones have you achieved today?

In 2017, the Atlanta Business Chronicle named us the fastest growing company in Atlanta. The Atlanta chapter of the Associated for Corporate Growth (ACG) names us the fastest growing upper mid-market private company in the entire state of Georgia. Inc Magazine just included us in the top 1000 growing companies of all types in the US. But more than our phenomenal growth, it is how we treat people, our employees, investors, and 20,000 resident families that is our greatest accomplishment.

8. What challenges are you confronting?

Capital is pouring into our business sector, which is bringing more competition and higher prices. That is great for the \$2.4 billion of assets we own, but it is making it more difficult to expand our company as we have in the past few years.

9. What does your office do to have fun together and build comradery?

We genuinely enjoy working together. It is amazing to see the fun we have supporting each other. When you have fun at work, everything else just follows from social events to charity involvement. Our most interesting fun event is a group of us went to Dahlonga to crush cars driving a tank. Here is a photo to prove it.

10. Overall, how do you like being a tenant at Atlanta Galleria?

We simply love it. We have expanded three times and now have a full 25,000-foot floor. Childress Klein is a great landlord. We should know, as we are the second largest residential landlord in metro Atlanta so we know good management when we experience it. They run a wonderful development, have always been fair, and we consider them RADCO family!