

RONALD R. POLLINA, PH.D.

President, Geo Economist

Dr. Ronald R. Pollina is President and founder of Chicago-based Pollina Corporate Real Estate, Inc. Since 1981, Pollina Corporate has represented clients nationally and internationally with their real estate needs, including strategic planning, location analysis, lease and contract negotiations and state and local incentive negotiations. Dr. Pollina's industry peers and corporate clients recognize him as an expert in corporate representation.

Prior to forming the company, Dr. Pollina was Real Estate Economist for one of the nation's largest real estate firms. During the mid-1970's, he served in a similar capacity with Continental Illinois National Bank.

Dr. Pollina has represented numerous Fortune 500 companies as real estate broker and consultant, including Xerox, E.I. du Pont, 3Com, Time Magazine, Bosch, Caterpillar, and Prudential Insurance. He has represented his clients in every major metropolitan area of the country with many of the transactions being corporate headquarters and major manufacturing and distribution facilities.

Dr. Pollina has authored over 70 articles and books on the subjects of corporate relocation, lease and contract negotiations, corporate office and industrial development, market analysis and state and local incentive negotiations. He is a principal author of *The Lease Negotiation Handbook*, a publication of the American Bar Association and the International Association of Attorneys and Executives in Real Estate. His credits also include articles in publications such as *Site Selection and Industrial Development*, *The American Industrial Development Council Journal*, *Economic Development Journal*, *Real Estate Issues*, *Land Economics Journal*, *National Law Journal*, and *Area Development Magazine*. His opinions have been quoted in *The Wall Street Journal*, *Financial Times*, *Financial Times of London*, *Business Week*, *National Real Estate Investor*, *Real Estate Forum*, *Chicago Tribune*, *New York Times*, as well as other media including NBC, CBS, CNN and NPR. Dr. Pollina is the author of the nationally recognized Pollina Corporate Top 10 Pro-Business States study that is published annually.

In addition to being interviewed on television and radio, Dr. Pollina, as a lecturer, has made numerous presentations before groups such as the National Council for Urban Economic Development, Chicago Real Estate Board, Building Owners and Managers Association International, International Development Research Council, National Association of Realtors, the International Association of Attorneys and Executives in Corporate Real Estate, Business Roundtable, and the Pennsylvania and Nebraska state legislatures.

Dr. Pollina is a member of the International Association of Attorneys and Executives in Corporate Real Estate (AECRE), American Real Estate and Urban Economics Association, American Real Estate Society, Illinois Development Council, Lambda Alpha, an honorary professional Land Economics Fraternity, The German American Chamber of Commerce and the British American Business Council Chicago. Dr. Pollina served on the International Development Research Council's (IDRC) Board of Directors and was granted its highest level of achievement, Master Professional, which was reserved for less than five percent of the association's membership. While not a member of the American Bar Association, Dr. Pollina was invited to be on their Commercial Office Leasing Committee. Dr. Pollina is Chairman of the Board of Directors for the International Tenant Representative Alliance (ITRA), an international association of tenant representative brokerage firms and also serves as Chairman of the Board of Directors of AECRE.

As an educator, he has served on the faculties of the University of Illinois and DePaul University, where he taught courses in Commercial and Industrial Location and Market Analysis. Dr. Pollina

has also conducted lease negotiation seminars for many Fortune 500 companies, including State Farm Insurance, Motorola, Hewlett Packard, IBM, as well as universities, including DePaul University, University of Illinois, and the John Marshall Law School.

Dr. Pollina received his M.A. and Ph.D. degrees from the University of Illinois in 1970 and 1974, respectively. His primary areas of specialization were in Commercial/Industrial Real Estate Economics and Real Estate Location and Market Analysis.