

BRIAN M. COHEN
VICE PRESIDENT OF
CONSULTING SERVICES



Professional Experience:

Since 2006 — Richards Barry Joyce & Partners
2001-2006 — Cushman & Wakefield, Inc.—Associate Director
1998-2000 — RVi—Project Planner

Education:

George Washington University—MBA, Real Estate and Urban Development
Harvard University and MIT—Professional Development Coursework
University of Rhode Island—Bachelor of Landscape Architecture

Affiliations:

Urban Land Institute, Associate Elect
Finance Committee, George Washington University Student Association

Representative Consulting Assignments:

Circles

Site selection and incentives negotiation for a new operations center
Billerica, MA

Corning Incorporated

Utilization and consolidation opportunities study for 600,000 sf industrial portfolio
Upstate NY

Shire Human Genetic Therapies

Site selection, transaction and economic incentives support for a major biotechnology R&D campus
Boston, MA Area

Dana-Farber Cancer Institute

Long range planning for a 1,200,000 sf research, administration and clinical portfolio
Boston, MA Area

Siemens Medical Solutions and Siemens Real Estate

Strategy development for a 10-facility, 1,000,000 sf suburban portfolio
Philadelphia, PA Area

Fireman's Fund Insurance (an Allianz Company)

Comparison of U.S. metropolitan markets for underwriting and claims processing centers
Nationwide

Deluxe Corporation

Comparison of U.S. metropolitan markets for sales and service call centers
Nationwide

Major California-Based Insurance Provider

Strategy development for a San Francisco headquarters
San Francisco, CA / Western U.S.

Kaiser Permanente

Real estate portfolio strategy for a 15+ facility, 3,000,000 sf California portfolio
Western U.S.

Marsh & McLennan Companies

1166 Avenue of Americas headquarters occupancy review in support of a \$475,000,000 mortgage financing
New York, NY

Johns Manville (a Berkshire Hathaway Company)

Location analysis for a \$100,000,000 state of the art fiberglass manufacturing plant
Central and Eastern U.S. and Canada

