

# Brian M. Cohen | *Senior Vice President, 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:

MassEcon, Member, Board of Directors  
CoreNet Global, Member

## Representative Tenant Clients:

AAA of Northern California (CSAA)	Mercury Computer
ACS	MFV
Boston Herald	New Balance
Capital One	Nuvera Fuel Cells
Chase Corporation	One Beacon Insurance
Citigroup	Oxford Immunotec
Converse	PAREXEL International
Converse	Pechiney Alcan
CSN Stores	Phillips
DVO	State Street
Education Development Center (EDC)	Starent
IDC/IDG	The TJX Companies
Keltron	Valspar
MassMutual	Wegmars
Mellon Bank (BNY Mellon)	

## 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*

### 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*

