

## CHAD BOCOCK

SENIOR ADVISOR



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### PROFESSIONAL EXPERIENCE

Chad began his career in commercial real estate in 1998 at Duke Realty Corporation, one of the nation's largest commercial real estate companies. Chad started in Accounting and Financial Analysis where he provided consulting services and was responsible for underwriting transactions involving leasing, development, building and land acquisitions and dispositions. Chad later transitioned to an industrial leasing position in Indianapolis, where he was part of a team responsible for leasing a portfolio of over 20 million square feet consisting of single story office, flex, traditional and state of the art bulk warehouse space and was accountable for all aspects of the lease transaction including space selection, space planning, construction, economic negotiation, and lease negotiation. As a result of Chad's broad range of experience, landlord insight, and market knowledge, he is able to leverage a unique skill set, bringing a value added approach for his clients.

Chad is arguably one of the top financial analysts in the state of Indiana. His extensive financial analysis experience and expertise give clients a "guru" on their side of the table in evaluating, analyzing, and negotiating transactions. Due to Chad's extensive experience on the Landlord side, he is able to bring an insight to negotiations that helps his clients reduce their occupancy costs and increase flexibility, while maximizing their investment value.

We tailor our team around each client's needs, drawing from an unparalleled group of professionals that includes Tenant/Buyer Representatives, Corporate Real Estate Consultants, Investment Advisors, Land Advisors, a Real Estate Attorney, Project Managers, Construction Consultants, and Economic Incentive Procurement Specialists. RESOURCE is a virtual Real Estate Department for clients who do not have one and a valuable resource for those who do.

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### EDUCATION

Mr. Bocock earned a B.S. in Accounting from Indiana University in Bloomington, Indiana.

### PROFESSIONAL SPECIALIZATIONS

- Financial Analysis/Deal Structuring
- Landlord Advisory Services
- Tenant/Buyer Representation
- Multi-Market Corporate Services
- Acquisition/Disposition Services

### PROFESSIONAL AWARDS / ACHIEVEMENT

- CCIM Scholarship Winner, 2005
- Duke Sales Team of the Year Award, 2003
- Duke Leadership Development Group, 2000-2003

### PROFESSIONAL AFFILIATIONS / INVOLVEMENT

- ICBR (Indiana Commercial Board of REALTORS®), Member
- NAR (National Association of REALTORS®), Member
- IAR (Indiana Association of REALTORS®), Member
- NAIOP (National Association of Industrial and Office Properties), Board Member
- CCIM (Certified Commercial Investment Manager), Candidate
- SIOR (Society of Industrial and Office REALTORS®), Candidate
- WERC (Warehousing Education and Research Council), former member
- CSCMP (Council of Supply Chain Management Professionals), former member
- Licensed Indiana Real Estate Salesperson

### COMMUNITY INVOLVEMENT

- St. Luke's United Methodist Church member and usher
- Giving+ Sum Member - An organization of next generation givers working together to identify challenges in the community and to address them through education, engagement, inspiration and grants.