

[HOME](#)
[ABOUT US](#)
[SERVICES](#)
[ITRA GLOBAL](#)
[MEDIA](#)
[AEDI](#)
[CONTACT](#)

BRENT A. POLLINA, ESQ

PRESIDENT - Pollina Corporate Real Estate, Inc.

Brent Pollina works closely with corporations in order to ensure that they achieve and surpass all of their real estate goals. He actively represents corporations in all aspects of the company's real estate transactions, including Site and Building Selection, Lease Negotiations, Incentive Negotiations, and Negotiating Development Agreements.

As a consultant, he assists clients nationally with strategic planning and all other forms of real estate consulting. His responsibilities include real estate financial analysis, such as lease vs. buy analysis, and sale/leasebacks. Mr. Pollina also conducts location analysis studies, which include analysis of all relevant location factors such as state and local taxation, labor availability, cost and reliability, transportation costs, and utility costs. As part of the Pollina Corporate negotiating team, he is active in analyzing and negotiating state and local incentives on behalf of corporate clients. In addition to working for many corporate clients, Mr. Pollina has performed numerous economic development studies for various State, Regional and Local Economic Development groups as well as Chambers of Commerce and business organizations.

Mr. Pollina spoken before numerous economic development groups as well as authored multiple articles on site selection and state and local incentives. His credits also include articles and interviews in publications such as *Forbes*, *Site Selection*, *Corporate Real Estate Journal*, and *Area Development Magazine*. His opinions on real estate have been quoted in *The Wall Street Journal*, *Financial Times*, *Business Week*, *Forbes*, *Chicago Tribune*, and the *New York Times*. From 2004 to 2006 he contributed to the publication of the Pollina Corporate Top 10 Pro-Business States report and from 2008 on Mr. Pollina has been the primary author of the Pollina Corporate Top 10 Pro Business States Report.

Mr. Pollina received his Bachelor's degree in Psychology from Drake University, and then went on to earn his Juris Doctorate from Marquette University. Mr. Pollina has been admitted to practice law before the Illinois and Wisconsin Supreme Courts and is an active member of the American, Illinois and Wisconsin Bar Association. In addition, Mr. Pollina is also a member of the International Tenant Representative Alliance (ITRA).



T: 847-685-9000 x 228

F: 847-685-9018

bap@pollina.com

[Back to Biographies](#)

401 Devon Ave, Park Ridge, IL, 60068

PH: (847) 685-9000 x221 / EMAIL: bap@pollina.com

[website by BMF Promotions, Inc.](#)

[home](#) | [about us](#) | [services](#) | [ITRA Global](#) | [media](#) | [AEDI](#) | [contact us](#) |