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INSTRUCTOR BIO

RICK NEEDHAM



A 28-year veteran of the commercial real estate industry, Rick is currently General Manager of 10|120 South Riverside Plaza for Behringer Harvard. In 2010, 10|120 South Riverside Plaza earned LEED Silver certification, BOMA 360 Performance and was a TOBY Earth Award Finalist.

Prior to joining Behringer Harvard in 2008, Rick was Senior Vice President of International Services and Business Development for Grubb & Ellis, where he spearheaded business development by identifying and pursuing multi-market opportunities, focusing primarily on corporate real estate services and facility management. He assembled and led cross-functional, geographically diverse project teams comprised of national accounts, marketing, field operations, IT, accounting, engineering, procurement and call/service center operations. During his ten years there, Grubb & Ellis won and grew several major outsourcing assignments including Aetna Insurance, Capital One Financial Services, Citigroup and Microsoft.

Before joining Grubb & Ellis, Rick was Vice President & General Manager with Premisys Real Estate Services and Cushman & Wakefield where he managed a series of large commercial office buildings and corporate facilities including 30 North LaSalle, 222 South Riverside Plaza, One First National Plaza, One North Dearborn, One North State, 300 South Riverside, the headquarters of Rotary International and Kemper Lakes. He began his career in commercial real estate in 1983 with LaSalle Partners where he managed Old Orchard Plaza, 11 South LaSalle and the Meadows Corporate Center. In addition to ongoing operations, Rick managed several major redevelopment projects including the remodeling of all common areas and the installation of fire sprinklers at 30 North LaSalle, the renovation of common areas, elevator cabs, the first floor lobby and exterior of 222 South Riverside Plaza.

Rick is a member of the BOMA|Chicago Labor Committee and serves as a Trustee for the Joint Security Officers Training Fund. He holds an MBA in Finance from the Kelley School of Business at Indiana University and a Bachelor of Music Education degree from the IU School of Music.