

John Lenio

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John Lenio is Economist & Managing Director of CBRE's Economic Incentives Group (EIG). EIG specializes in identifying, negotiating, and securing economic & tax incentives for CBRE's corporate clients in the United States and Canada. Since 2004, EIG has secured incentive packages valued over \$700 million for companies ranging from McKesson, US Bank, and Allstate to American Express, Healthways and Verizon Wireless. Mr. Lenio has managed incentive engagements in all 50 States and 10 Provinces in Canada. This has given him unique insight into the nuances of economic development and site selection from primary urban centers to secondary and tertiary communities. In addition, Mr. Lenio is a widely sought after public speaker and subject matter expert in areas of site selection, economic development and tax policy, economic and tax incentives and national economic analysis.

Mr. Lenio has been a practicing Economist since 1998 and has become a leading expert on matters of national and regional economic development and multi-family residential development. Prior to joining CBRE, he was an Economic Analyst for Elliott D. Pollack & Company—the southwest's most noted economic & real estate consulting firm based in Scottsdale, Arizona. In this role, he gained extensive experience in economics, finance, rural and urban economic development, economic and fiscal impact analysis, real estate analysis, and multi-family housing.