



Robert Hess
Vice Chairman, Consulting
Newmark Knight Frank

Robert Hess is a vice chairman of Newmark Knight Frank's Global Corporate Services practice and is responsible for strategy development, quality assurance and business development for its consulting and industry/specialty group initiatives. He is a preeminent, sought-after service provider and respected leader in corporate location strategy and site selection across multiple industries and asset types in North America. He has conducted over 250 assignments on a global basis, including major CAPX projects in Asia, Europe and Mexico.

Other past experience includes his role as a partner with Deloitte & Touche for 18 years in its Fantus Location Strategies service line, a specialty consulting practice known for industry leading strategic facility planning, location strategy, site selection, incentive negotiations and corporate real estate advisory services.

Aside from his facility location strategy core competencies, other strategy and operations experience includes supply chain planning, distribution network optimization, manufacturing rationalization and consolidation, relocation feasibility, strategic cost reduction, large capital investment program management, commercial and industrial site evaluation and due diligence methods, detailed labor market/workforce analysis and complex financial incentive negotiations.

Select occupier clients include AACSB International, Alabama Power, A.K. Steel, Best Buy, Blue Cross/Blue Shield, Braskem Chemical, LTV, Dillards, Disney, Dollar General, Enbridge, Entergy Utilities, GM Janesville, Gap Inc., Georgia Power, Johns Manville, Kikkoman Foods, Kmart/Sears, Leedsworld, 3M, McDonnell Douglas, State of Mississippi (BLUEPRINT), Nestle (Multiple assignments), Novartis (multiple assignments), Office Depot, Radio Flyer, Sherwin Williams, State of Wisconsin (WEDA), ThyssenKrupp AG (Multiple assignments), TriZetto, Urban Science and Wausau Insurance.

In summary, Mr. Hess has led the strategic placement of over 40 million square feet of real estate across multiple geographies (and urban, suburban and rural) and helped secure over \$1 billion in incentives to support these efforts.

Mr. Hess earned his Bachelor of Arts degree in Economic Geography/Urban and Regional Planning, cum laude from the University of Minnesota - Duluth, and an MBA in Marketing Management from DePaul University in Chicago. He attended Northwestern University in Chicago completing executive development programs in Global Supply Chain Management and Factory Physics/Lean Manufacturing, MIT for Creative Problem Solving/System Dynamics and leadership development courses at the University of Pennsylvania's Wharton School of Business.

Mr. Hess is also a Dale Carnegie University Effective Speaking Graduate and has conducted over 100 public speaking engagements to a wide variety of audiences on Foreign Direct Investment, Supply Chain Planning & Location Selection Trends, Economic Development Policy and Best Practices in Consulting Business Development. Mr. Hess is a member of CSCMP, IAMC, CORENET, SHRM and a member of the prestigious [Site Selectors Guild](#).