



Senior Vice President
Chicago
US Economic Incentives Practice
Leader

Bob.westover@colliers.com

Direct: +1 847 384 2824
Mobile: +1 224 548 9393
colliers.com

6250 N. River Road
Suite 11-100
Rosemont, IL 60018

Affiliations or Memberships

Registered CPA in Illinois
Lobbyist in 3 States

Education or Qualifications

MBA, Finance & Corporate
Strategy, University of Michigan
BS, Business Administration
Miami University (Ohio)

Bob Westover

Area of Expertise

Bob Westover serves as Senior Vice President and US Economic Incentives practice leader for Colliers International in Chicago. In his role, Bob works across North America to negotiate and secure local and state economic credit and incentives for our clients.

Professional Accomplishments

- Guided several Fortune 1000 companies on location advisory projects including all facets of labor analytics, network optimization, and taxation profiles.
- Frequent presenter at conferences on national and economic trends, and the resultant impacts on corporate location decisions and taxation or economic incentive policies.
- Provided testimony to various legislative bodies regarding the efficacy of current economic incentives and opportunities to improve the appeal of those incentives to corporations.

Business and Educational Background

Prior to joining Colliers, Bob served as senior vice president at Cresa Global Partners LLC. He joined Cresa in 2016 after spending over 11 years as director of economic development with the State of Illinois Department of Commerce, where his primary responsibilities were in business development, vetting all in-bound economic incentive requests for the legitimacy of each business case and determining the appropriate awards.

Prior to his time with the State of Illinois, he served as a director of corporate development for Steris Corporation, where he led a team in

the assessment of potential corporate acquisitions, closing several global deals with a market value of over \$500 million. He also worked at A.T. Kearney as an associate in the strategic services group.

He earned a Master of Business Administration in finance and corporate strategy from the University of Michigan and Bachelor of Science in business administration from Miami University.

Sample Incentive Achievements

Bob has obtained economic incentives for dozens of companies in office or industrial settings of all sizes, including:

KeHE Distributors
Bytemark
Upwork
Charles Schwab
Enova Financial
Magna Automotive
FirstSource
Home Run Inn Pizza

Community Involvement

Board of Directors, Chicago District Golf Association