
J. Leonard Caldeira
Managing Director
Industrial and Land Services



J. Leonard (Len) Caldeira is a Managing Director of Jones Lang LaSalle's Industrial Services Team and heads its Land Services Group. Prior to joining Staubach in July of 2001, which was acquired by Jones Lang LaSalle in July, 2008, Len had been Senior Managing Director and Branch Manager of Cushman & Wakefield's Rosemont office since 1999. He joined Cushman & Wakefield after a 23-year career at LaSalle Partners (now Jones Lang LaSalle). Len founded LaSalle's Chicago industrial brokerage team in 1992 and conducted transactions and assignments for R.R. Donnelley & Sons Company, Technicolor Inc., Crate & Barrel, Fujisawa USA Ltd., Ellison Robotics, D.A. Stuart Company and Rubbermaid.

During the first 16 years of his 23-year career at LaSalle Partners, Len was responsible for land evaluations, acquisitions, dispositions and advisory assignments in the central United States. He has conducted significant assignments on behalf of corporations such as Zurich Insurance, Hollister, IBM, Illinois Bell, Ameritech, R.R. Donnelley, the Tribune Company, Prudential Insurance, Rexnord and WGN Continental Broadcasting. Len has served as an expert witness in Federal Tax Court, assembled land for industrial business parks ranging in size from 20 acres to 660 acres, sold a landmark industrial loft building, advised clients on sales/leasebacks, and acted as the real estate department for a commercial laundry with 95 plants and service centers across the United States.

After serving with the U.S. Army in Vietnam, Len began his real estate career in New York City with Wm A. White & Sons. He joined the Chicago office of Cushman & Wakefield in 1971, specializing in office leasing and remained there until his departure for LaSalle Partners. Len has a bachelor's degree in government from the University of Massachusetts at Amherst.

Len was the 1991 President of the Chicago Chapter of the National Association of Industrial and Office Parks (NAIOP). As a Board Member of NAIOP for 10 years, he also served as Secretary and Chair of the Land Use Committee for the Real Estate Consortium, an independent body that represented the public affairs interests of the real estate industry in Chicago. Len has been an active member of the Association of Industrial Real Estate Brokers (AIRE) since 1982 and a member of the Ely Chapter of Lambda Alpha International, an honor land economics society since 2001 and serves Lambda Alpha in 2010 as a member of its Board of Directors. He served as the 1998 President of the Chicago Chapter of the Society of Industrial and Office Realtors (SIOR) and has been one of its industrial members since 1991. From 1999 to 2001, Len served SIOR on a national basis as a Regional Vice President and member of its Board of Directors. In 2010, he

continues to serve as a trustee of the SIOR Foundation and as Education Council Director, a new Board of Directors position at SIOR. Additionally, he has assumed the role as chairman of the SIOR Land Specialty Board. In 1990, Len completed a four-year term as a member of the Board of Directors of the Chicago Association of Realtors (CAR) and in 1997, completed a three-year term on the Board of Directors of the Northern Illinois Commercial Association of Realtors (NICAR), an organization he initially joined as a charter member in 1995. In 2000, Len was included in *Crain's Chicago Business*, "Who's Who in Chicago Business."

As a resident of the Village of Western Springs for 29 years before his move to the City of Chicago in 2003, Len served as a member of the Board of Trustees for 4 years. He also served on the Planning Commission for 6 years, 4 years as chairman. He was named Western Springs' Citizen of the Year in 1991.