

Rico Cheung **SENIOR VICE PRESIDENT**

Career Summary

Rico Cheung joined GVA Kidder Mathews in February, 2008. Mr. Cheung has over 16 years of experience in evaluating and executing strategic real estate plans and leasing transactions that meet the client's ongoing real estate needs. He partners with his clients to better understand the key drivers of their business and translate that into a real estate acquisition and/or leasing strategy.

Prior to Kidder Mathews, Mr. Cheung was the Founder and Principal of TECHNOLOGY Commercial, Inc.; a boutique commercial real estate company that specialized in representing emerging technology companies.

He worked with CB Richard Ellis, prior to that, as Director of the Biosciences Group, as well as working with Marcus & Millichap and BT Commercial. He was formerly a corporate real estate executive at Sun Microsystems, before moving into commercial real estate, where his responsibility included:

- Managing, administering and negotiating 6 million square feet of office, R&D, and light manufacturing space here in the Bay Area.
- Supporting the development and planning of space requirements through the evaluation of headcount projections and demographic analysis of customer- and employee-base.
- Developing leasing criteria and strategy consistent with the specific business and market condition of each location.
- Preparing detailed financial analysis and comparison of lease terms and conditions for the most suitable buildings.
- Monitoring the opportunity planning process (i.e., options, renewals, expansions, right of first refusals, and sublease/assignments) and direct staff on appropriate actions

Education

California State University, Sacramento, B.S. Real Estate and Land Use.



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