

Lynx Chan - Partner

Lynx Chan joined Chicago Realty Company as a partner in 2009. Lynx is one of the most experienced development management and advisory professionals in the business. He is an expert at evaluating the financial feasibility of complex development projects, determining the legal and political environment, evaluating government incentives such as TIF and tax credits and implementing acquisition, due diligence, public relations strategies, entitlements and project management phases.

Recently, Lynx was an executive for **New West Realty** Development Corp, a Chicago based developer. He directed all acquisition, due diligence, entitlements and project management activities for complex, hi-rise and mixed-use projects in the Chicagoland area. Projects included transforming a 120-acre industrial site into a master planned, \$285 million sustainable, mixed-use development where he also successfully negotiated a \$26 million TIF subsidy. Lynx provided advisory services for three \$25 million senior supportive living facilities using complex public/private finance and the planning of a 100-acre sustainable resort in Michigan.



Previously, Lynx was a Vice President for **Jones Lang LaSalle**, a global real estate firm where he led the master planning, entitlements and development of Cantera, a 650-acre business park in suburban Chicago's technology corridor. Lynx negotiated a \$20 million TIF, planned and executed the master plan including 1 million square feet of corporate offices, industrial, retail, a \$40 million conference center and hotels totaling over 500 rooms.



Lynx also managed the development of: over 500,000 square feet of corporate headquarters for an insurance company in Ohio and Kentucky; a 200,000 square foot data center for Citibank; a 500,000 square foot corporate headquarters for Sprint; and a 200 room hotel-condo in Michigan. Lynx started his career as an architect in Chicago.

Lynx holds an **MBA** from the Kellogg Graduate School of Management at Northwestern University. He also earned a **Master's degree in architecture** from the University of Illinois at Champaign-Urbana and a **Bachelor's degree in architecture** from the University of Sheffield in England.

Affiliations

- Member, **Urban Land Institute**
- Mentor, **Loyola Law School** real estate series
- Member, **Real Estate Investment Association**
- Jones Lang LaSalle Club** award for top performer, 2005
- Speaker at **Friends of Downtown** luncheon series

Project Experience – Development Advisory/Owner Representation

- **Cantera**, Warrenville, IL – 650 acres mixed use land development, \$160M land infrastructure with \$20M TIF
- **Anthem Blue Cross Blue Shield Regional Headquarters**, Cincinnati, OH - \$34M, 225,000 s.f.
- **Anthem Blue Cross Blue Shield Regional Headquarters**, Louisville, KY - \$40M, 240,000 s.f. Tallest tilt-up construction in Louisville, KY
- **BP Learning and Conference Center**, Warrenville, IL - \$39M, 158,000sf world class Conference Center
- **Citi Bank Call Center**, Buffalo, NY – advisor on the selection of a built to suit developer for a \$20M facility
- **Keystone**, Warrenville, IL – \$10M, 90,000 s.f. speculative office
- **Condo-Hotel, Michigan , IL** – Advised on planning and pre-development activities of a 125,000 s.f. luxury condo-hotel in Michigan
- **Chicago Symphony Hall** - Coordinated a \$110 million expansion and renovation for the Chicago Symphony Orchestra
- **134th Street Development**, Chicago, IL – Mixed-use development with 950 residential units and 40,000 s.f. retail on 120-acre former industrial site. Obtained \$26M TIF from the city
- **Park Place**, Chicago, IL – 250 units residential development with \$7M TIF

