

Allen Tucker – Managing Director



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Managing Director

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Current Responsibilities and Experience

Allen C. Tucker is a Managing Director and leader of the Mid-Atlantic Data Center Solutions practice in JLL's Tysons Corner, Virginia office. Mr. Tucker offers over 20 years of corporate real estate experience, exclusively focusing on tenant representation. He has been involved in some of the nation's most sophisticated transactions. He advises corporate clients on complex acquisitions of corporate headquarters and regional offices, land acquisition, contact centers and data center facilities. He specializes in translating complex issues concerning commercial real estate interest such as financial and relocation analysis, site selection, demographics, market research, due diligence of telecommunications, IT and power infrastructure, state and local municipal incentives, and zoning regulations for companies like the American Institute of Certified Public Accountants, Bentley Motors, Bureau of National Affairs, JP Morgan Chase, Intelsat, Long & Foster Real Estate, MediCorp Health Systems, Navy Federal Credit Union, NeuStar, PulteGroup, Sprint/Nextel, Pankey Institute, Stanley Associates, and Volkswagen of America, Inc..

Significant Assignments

Volkswagen – US Automotive Plant	1,500,000 sf	American Institute of Certified Public Accountants	100,000 sf
Volkswagen – North American HQ	185,000 sf	JP Morgan Chase	76,000 sf
Bureau of National Affairs	278,000 sf	Navy Federal Credit Union	60,000 sf
Stanley Associates	120,000 sf	Intelsat	40,000 sf

Notable data center assignments

Notable data center assignments include: AOL, CSC, CapGemini, Comcast, Frontier Communications/Global Crossing, Intelsat, JP Morgan Chase, Latisys, NCSOFT, NeuStar, Sanofi-Aventis, Sallie Mae / Navient, Smithsonian Institution, TW Telecom, Williams-Sonoma, Yahoo!, Zenimax

Data Center Transactions: Allen has completed data center transactions spanning over 200 MW

Achievements

- Jones Lang LaSalle – da Vinci Award for Innovation of the Year 2010 - iLocate
- Real Estate Forum “Deals of the Year 2008, Rank #1” – Volkswagen Plant, Chattanooga, TN
- *Washington Business Journal* “Best Real Estate Deal – Leasing” (Volkswagen HQ) – 2007 Winner
- *Washington Business Journal* “Best Real Estate Deal – Investment Sale” (Bureau of National Affairs – 2007 Finalist
- Jones Lang LaSalle Top Gun Award (2008 – 2010)
- Jones Lang LaSalle “Top Achiever Award” (2000 – 2007, 2011 - 2012)
- Jones Lang LaSalle, Northeast “Most Valuable Player Award” – 2004
- Jones Lang LaSalle, Northeast “Client Services Award” – 2003
- Jones Lang LaSalle, Northeast “Innovation Award” – 2001

Education

Mr. Tucker earned his BA in Economics from George Mason University in 1989. He is a licensed commercial real estate agent in the Commonwealth of Virginia, and is recognized nationally as a subject matter expert on site selection and data center facilities. Allen speaks multiple times a year at various data center conferences and has been quoted in many industry trade publications. This year will be Allen and Valerie Tucker's 25th wedding anniversary, and are blessed with a daughter and son.