



## **Cresa to collaborate with Hickey & Associates**

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New York, NY Cresa, one of the world's largest occupier-centric commercial real estate firms, has formed a strategic collaboration with Hickey & Associates, a global leader in site selection, location strategy, labor analytics, and economic incentives advisory.

Cresa and Hickey have worked together for more than a decade, and this is a natural extension of their long-term relationship. The Hickey team will work directly with Cresa's advisors and clients on location strategy, labor analytics, economic incentives, and supply chain and distribution projects. To support an integrated delivery platform, Hickey professionals will join Cresa as embedded team members, including Gary Yates, who will sit in Cresa's Atlanta office. Yates has over 25 years of experience in site selection, most recently having spent 20 years at JLL.

"With active projects across North America and the world, Hickey is the market leader in its space and a tremendous asset for Cresa's clients in unlocking value for their real estate location decisions. We are thrilled to formalize our collaboration, which will bring unique expertise in site selection and incentives work to our clients across the globe," said Tod Lickerman, Cresa CEO.

"At Hickey, we strive for exemplary service standards as we strategically and creatively address the needs and advance the objectives of our clients and professional allies. We know from experience that Cresa shares those standards. We're honored to have the opportunity to expand and formalize our collaboration in this way," said Jason Hickey, Hickey president and CEO.

The Hickey collaboration is part of Cresa's larger focus on expanding its consulting capabilities, both internally and in concert with preeminent global partners.

The company recently added Ashkahn Pajoohi as head of portfolio strategy and consulting, who manages all consulting, including the collaboration with Hickey.

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