

**ROBIN R. ZELLERS, SIOR, FRICS, CRE**

**President**

**NAI CIR**

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Robin R. Zellers is the CEO, Managing Broker and majority owner of NAI CIR of Harrisburg, PA. NAI CIR is the largest, and oldest, independent exclusively commercial industrial brokerage and management firm in Pennsylvania. He is responsible for overseeing counseling, advisory, transactional, investment and corporate services in the firm of 40 professionals. His 33 years of industry experience include commercial - industrial development, strategic planning, consulting, advisory, leasing, sales, receivership and asset management. As an NAI Global Business Director, he is responsible for assigning and managing all of the firm's national and international business through the NAI Global network. With 400 member firms in 65 countries, NAI Global is the largest managed network of independently owned commercial real estate firms in the world. He was the 2010 Chairman of the NAI Global Leadership Board. He currently serves as a member, and is on the Executive Committee, of the NAI Global Leadership Board. As an NAI Global Executive Committee Member, Zellers provided leadership for 3 successive organizational strategic plans for NAI Global and its member firms. Zellers currently serves on the Leadership Continuity and Strategic Planning Committees of the NAI Global Board.

A Pennsylvania native and graduate of Goddard College in Plainfield, Vermont, Zellers began his real estate career with Rouse & Associates, a NAIOP Developer of the Year. While with Rouse and Associates, Zellers was responsible for over 2 million square feet of speculative development and numerous build to suit projects. He is the former Vice President of Union Deposit Corp (UDC), a Pennsylvania based land bank and developer. While with UDC, Zellers advised private ownership and oversaw the day- to- day operations and strategic planning for a land based portfolio including over 1500 acres and 2 million square feet of multi- use buildings. Zellers also served as Regional Manager for the Harrisburg Region of High Associates, a Lancaster, PA based real estate investment portfolio. His responsibilities included serving as President of the Rossmoyne Business Center Owner's Association and the asset management of High's Harrisburg Region investment portfolio.

## ZELLERS

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Zellers has served as a court appointed receiver for numerous defaulted CMBS assets and led management and investment teams to reposition troubled assets. He has served as a counselor and advisor for the Commonwealth of Pennsylvania, Morgan Stanley, various governmental agencies and numerous private equity investors. He has successfully planned, developed, managed, leased and sold industrial, office, medical and retail buildings as speculative, investment and build-to-suit projects. In 2009, Zellers served as an advisor to the receiver in the long- term lease of a 1 million square foot Harrisburg, PA office and parking facility to the Commonwealth of PA. The transaction was cited as one of the 10 largest office transactions in the US in 2009.

In 2013, Zellers was honored by the Society of Industrial and Office Realtors (SIOR) for completing the largest office transaction in the US among cooperating SIOR members. Major clients have included Morgan Stanley, Cantor Fitzgerald, Commonwealth of Pennsylvania, Unified Judicial System of Pennsylvania, Cumberland County Court of Common Pleas, C III Capital Partners, Saybrook Fund Advisors, UPMC Central PA, Lancaster Mennonite School, Texas Eastern, XEROX, Sandton Capital Partners, Sabal Financial, Washington Place Equities, Dauphin County General Authority, Dauphin County Industrial Development Authority, Dauphin County Economic Development Corporation and the Lancaster County Convention Center Authority.

In 2016, Zellers was invited to membership, with credentials, to The Counselors of Real Estate. Credentialed membership in the Counselors of Real Estate (CRE) is awarded by invitation only and recognizes professionals for their professional integrity and excellence in counseling services within the real estate industry. Of the over 150,000 worldwide commercial real estate practitioners, fewer than 1,100, or less than 1% have been invited to receive and awarded the CRE credential.

In June 2017, Zellers was invited to take part in the RICS Havana Study Tour, the first international delegation of real estate professional members of the Royal Institution of Chartered Surveyors (RICS) to be hosted by, and study with, real estate representatives of the Cuban government. Zellers is also the managing partner of Cay Holding Company, Ltd., a Turks and Caicos Islands based real estate development and investment company.

Zellers lives in Camp Hill, PA with his wife, Glenna. They are parents of 4 adult children and 3 grandchildren. Together they enjoy their dogs, biking and travelling. He has completed an Ironman Triathlon and is a competitive age group triathlete.

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**PROFESSIONAL MEMBERSHIPS/AFFILIATIONS/AWARDS:**

Licensed Real Estate Broker; Pennsylvania, Maryland

The Counselors of Real Estate (CRE), Counselor

The Counselors of Real Estate (CRE) Delaware Valley Chapter Chair, 2019

Fellow, Royal Institution of Chartered Surveyors (FRICS)

Society of Industrial and Office Realtors (SIOR), Member, Sales Management Specialist

Court Appointed Receiver, Court of Common Pleas, Cumberland County, PA

NAI Global Leadership Board, Past Board Chair, 2010

NAI Global Leadership Board, Current Executive Committee Member

Cay Holding Company, Ltd., Turks and Caicos Islands, Managing Partner

SIOR Largest Member to Member Office Transaction in the US, 2013

CoStar Power Broker 2009, 2013

NAI Global Chairman's Award, 2006, 2009

NAI Global President's Award, 2007

NAI Global Eagle Award, 2006, 2007, 2011

NAI Global University Instructor

Guest Lecturer, Temple University, Shippensburg University, UPMC Central PA

Greater Harrisburg, Pennsylvania and National Association of Realtors, Member

Dauphin County Industrial Development Authority, past 10-year Board Member

Dauphin County Economic Development Corporation, past 10-year Board Member

Rossmoyne Business Center Owner's Association, Past President

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**BOARD SERVICE:**

NAI Global Leadership Board, 2005 through current:

Chairperson, 2010

Executive Committee, 2008 through current

Strategic Planning Committee, Member 2008, Chair 2010, Chair 2016 - current

Leadership Continuity Committee, Member 2010 through current

UPMC Pinnacle Health Foundation, Board Member 2017 through current

Chair, 2023 through current

Strategic Planning Committee

Executive Committee

UPMC in Central PA Board of Directors, Board Member, 2023 through current

Counselors of Real Estate, Delaware Valley Chapter

Chairperson, 2019

Dauphin County Industrial Development Authority, Board Member 2002 through 2012

Secretary, 2006 through 2012

Dauphin County Economic Development Authority, Board Member 2002 through 2012

Secretary, 2006 through 2012

Rossmoyne Business Center Owners Association, 2000 through 2004:

Board President, 2002 - 2004