



### **Herman E. Bulls '78**

Herman E. Bulls is Vice Chairman, Americas, an international director, and the founder of JLL's highly acclaimed Public Institutions business unit. This group specializes in delivering comprehensive real estate solutions to federal, state, and local governments, non-profit organizations, and higher education institutions. As Vice Chairman, Bulls works with the firm's largest clients to devise and implement integrated real estate strategies to lower occupancy costs and increase productivity. During his more than 32 years at JLL, Bulls has worked in development, investment management, asset management, facilities operations, and business development/retention. He provides thought leadership and strategic guidance within the firm and to senior-level client executives on real estate occupancy, the environment, corporate governance, and social

trends. Bulls has served as an expert witness on real estate matters in court and testified before congressional committees on real estate issues.

Bulls co-founded and served as president and CEO of Bulls Capital Partners, a multi-family financing company that partnered with Fannie Mae, SunTrust, and Goldman Sachs. Additionally, he founded Bulls Advisory Group, LCC, a management and real estate advisory firm. These entrepreneurial experiences provide him great insight into new product development, talent management, as well as mergers and acquisitions. Before joining JLL, Bulls completed almost 12 years of active duty service with the United States Army. His last active duty assignments were working in the Office of the Assistant Secretary of the Army for Financial Management at the Pentagon and as an assistant professor of economics and finance at West Point. He has completed the Army's Airborne, Ranger, and Command and General Staff College courses and served overseas in the Republic of Korea. He retired as a colonel in the U.S. Army Reserve in 2008 and received the Legion of Merit award for his leadership and strategic thinking skills.

Bulls serves on several public, private and not-for-profit boards, including Comfort Systems, USA (NYSE: FIX), Host Hotels (NASDAQ: HST), American Campus Communities (NYSE: ACC), and USAA. He also serves on the Real Estate Advisory Committee for the New York State Teachers' Retirement System and on the board of Collegis Education, a private education technology firm. Former corporate board experience includes Tyco (NYSE), Exelis (NYSE), Computer Sciences Corporation (NYSE), and Rasmussen College. Not-for-profit board experience consists of the national American Red Cross Board of Governors, the West Point Association of Graduates, and the Military Bowl (an NCAA-sanctioned football bowl game).

Bulls received a B.S. degree in engineering from the United States Military Academy at West Point, where he played intercollegiate football, and an MBA in finance from Harvard Business School, where he was section president.