

Dennis Eisen, Ph.D.

Dr. Dennis Eisen is the Executive Chairman of the *National Federal Development Association*, a non-profit trade association representing the real estate community involved in the development, ownership and asset management of government facilities, and is also the founder and editor-in-chief of the *Journal of Government Real Estate*, now in its fifteenth year.

Dr. Eisen has a long and extensive background as a consultant in government real estate in the development and application of innovative software programs for the cost-benefit analysis and real estate decision making for a wide range of property types.

For the General Services Administration these included the *TAPS* program for economic analysis and prospectus support; the *LEASE* program for evaluating lease proposals; the *PLANS* program for forecasting future space needs and capital impact on the Federal Buildings Fund; and the *MANPOWER* program for forecasting personnel requirements of GSA's Office of Real Property Development.

He has served as a consultant to several other federal agencies on real estate matters, including the VA, FAA, DOI, and HUD, as well as to numerous state and local government agencies, including New York, Kansas, District of Columbia; the counties of Montgomery, Prince George's and Fairfax; to the municipal governments of Rockville, Maryland; Pleasantville, New Jersey; and Petersburg, Virginia. Consulting assignments have included conducting Economic Cost Analyses of scores of VA facilities, dozens of replacement airport control towers, feasibility studies for homeownership conversion of public housing, and replacement of an aging school for the Chippewa Nation. He has developed detailed programs for the analysis of tax reform proposals for the National Association of Realtors and Mortgage Bankers Association of America, and developed the original business plan for the 5-state Metropolitan Regional Information Systems.

In 1992, he visited Russia at the invitation of the Supreme Soviet to discuss and review the country's plans to privatize the government-owned housing stock, establish a mortgage lending/banking industry, facilitate apartment sales through regional housing exchanges, and permit foreign investment in commercial real estate. He has been called upon to testify before the U.S. Court of Federal Claims in matters involving scoring analysis of disputed lease awards, and is the recipient of the FBI Medallion of Honor for support efforts on behalf of the FBI's Facilities and Logistics division. He has performed numerous studies for the likelihood of lease renewal of government-leased facilities, and developed a data base of true ownership of the largest 350 GSA-leased properties.

Dr. Eisen holds a Bachelor's degree in engineering from New York University; an M.S. in applied mathematics from Brown University; and a Ph.D. with a double major in mathematics and computer science from Adelphi University. He is the author of the classic text *Decision Making in Federal Real Estate: How the Government Decides Whether and with Whom to Build, Buy or Lease*, and is currently developing a reference book entitled *Renewal Rates in Government Leases*. Dr. Eisen may be contacted by writing to deisen@nfda.us.