EQUITY, DEBT & STRUCTURED FINANCE



An Overview of **TEAM CAPABILITIES**

A **selection** of Cushman & Wakefield's South Florida Equity, Debt & Structured Finance team's **resumes** and **financing** transactions









EQUITY, DEBY

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Cushman & Wakefield's **Equity, Debt & Structured Finance Group (EDSF)** is a leading advisor of stateof-the-art financing and equity structuring, with a
demonstrated track record completing mid-market and
large, complex transactions at exceptional terms.





TEAM OVERVIEW

OUR TEAM provides "institutional" quality service to real estate investors. Clients enjoy our experience, lender contacts and ingenuity in creating solutions for their financing needs. We place our clients first and provide personalized service to ensure they get the best loan terms for their investments.

Our professionals have the experience, contacts, and ingenuity to create solutions for complex capital structures and circumstances. With specific experience in the office, industrial, multi-housing, retail and hotel sectors, our team is able to provide underwriting and funding for all asset types including those mentioned below:



PROPERTY TYPES

- Multi-Family/Apartments
- Office
- Industrial
- Retail
- Hospitality/Hotels



LOAN TYPES

- Permanent
 - Life companies
 - Conduit (CMBS)
 - Banks
- Bridge Loans
- Mezzanine Loans
- Construction/ Development
- Preferred and Joint Venture Equity



FFATURES

- Non-recourse (no guaranties)
- Flexible Prepayment
- Fixed Low Rates for up to 30 years
- Amortization Options including interest only

EDSF LEADERSHIP FLORIDA



ROBERT KAPLAN | Executive Managing Director

Robert is an Executive Managing Director at Cushman & Wakefield with over 25 years of experience in commercial real estate investment banking, sales, leasing, management, and law. Prior to joining Cushman & Wakefield, Robert was a Principal of the Ackman-Ziff Real Estate Group, LLC and head of the firm's Miami office.



CHRIS LENTZ Senior Director

Chris is a Senior Director at Cushman & Wakefield with over 11 years of experience in investment banking and commercial real estate. Prior to joining Cushman & Wakefield, Chris focused on financing and investment sales as part of Ackman Ziff's Miami office. At Cushman & Wakefield Chris will focus on originating and executing debt and equity financing transactions.

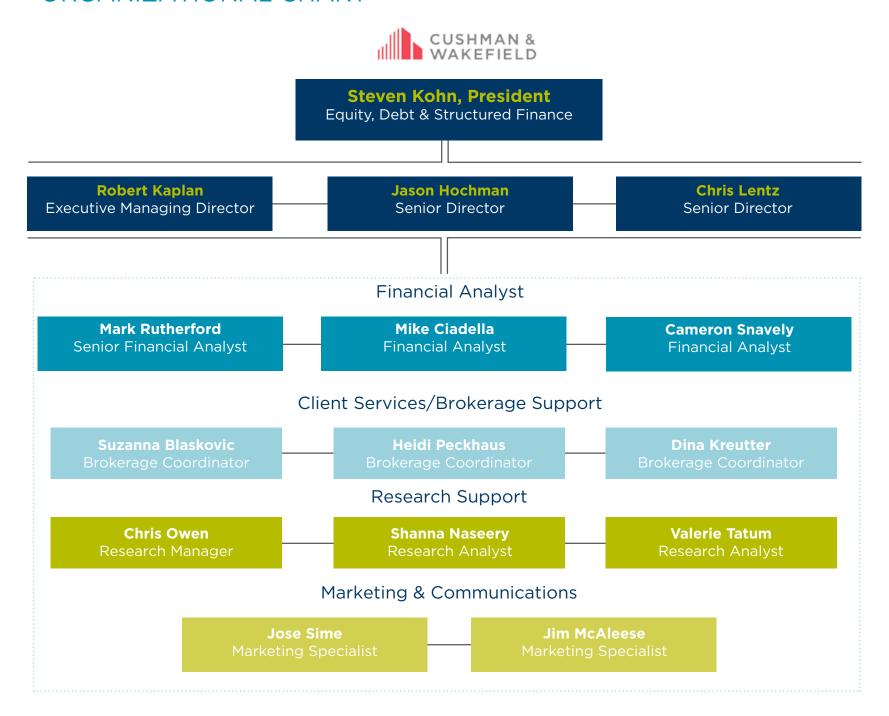


JASON HOCHMAN | Senior Director

Jason has over 18 years of experience in banking and commercial real estate finance and is a part of Cushman & Wakefield's Equity, Debt & Structured Finance Group. Jason is responsible for assisting our clients with procurement of debt financing as well as joint venture equity investments. Prior to joining Cushman & Wakefield, Jason was Vice President of Debt and Structured Finance at CBRE's South Florida offices.

TEAM STRUCTURE

ORGANIZATIONAL CHART



PAST TRANSACTIONS (PARTIAL LIST)

PROPERTY	LOCATION	PROPERTY TYPE	SQ. FT.	FINANCED	LOAN TYPE
Conrad Hilton (former Trump)	Ft. Lauderdale, FL	Hotel	290 Rooms	\$120,000,000	Bridge Loan
Aventura ParkSquare	Aventura, FL	Mixed Use (office, retail, residential)	336,445 SF	\$105,200,000	Construction Loan
Centergate at Gratigny	Miami, FL	Industrial	978,164 SF	\$92,040,000	Bridge Loan
Lincoln Road Portfolio	Miami Beach, FL	Retail	54,365 SF	\$84,000,000	Bridge Loan
Amaray	Ft. Lauderdale, FL	Multifamily	254-units	\$65,000,000	Pension Fund/Permanent
Waterford at Blue Lagoon	Miami, FL	Office	357,466 SF	\$50,500,000	Bridge Loan
1031 Exchange Portfolio	Florida & Louisiana	Mixed Use (office, retail, residential)	142,351 SF	\$49,198,338	Bank/Permanent
Intl' Park & Blue Lake Center	Birmingham, AL	Office	377,921 SF	\$41,190,000	CMBS
Haddon Hall	Miami Beach, FL	Hotel	168 Rooms	\$37,000,000	Bridge Loan
Jupiter Medical/Tech Park	Jupiter, FL	Office	185,000 SF	\$27,000,000	Bridge Loan
Shores of Panama	Panama City Beach, FL	Hotel	285 Rooms	\$26,000,000	Bridge Loan
Seaside	Seaside, FL	Retail	37,976 SF	\$21,500,000	CMBS
Corporate Center at the Gardens	Palm Beach Gardens, FL	Office	113,565 SF	\$21,000,000	Life Insurance/Permanent
Flagler West Corp Park	Miami, FL	Office/Retail	126,004 SF	\$20,750,000	CMBS & Mezzanine
MCSS Self Storage Portfolio	Miami, FL	Self Storage	1,682-units	\$19,510,000	Construction Loan
915-943 & 947-955 Washington Avenue	Miami Beach, FL	Retail	31,265 SF	\$19,000,000	Bridge Loan
The Arbors Office Park	Delray Beach, FL	Office	174,856 SF	\$17,200,000	Bridge Loan
Riviera Plaza	Miami, FL	Retail	44,265 SF	\$15,800,000	Bridge Loan
Heron Bay	Coral Springs, FL	Office	89,043 SF	\$15,250,000	Bank/Permanent
2000 Glades Road	Boca Raton, FL	Office	59,371 SF	\$15,000,000	CMBS
Southwinds Apartments	Atlanta, CA	Multifamily	240-units	\$13,750,000	CMBS
Miami Ironside	Miami, FL	Mixed Use (retail, industrial)	67,596 SF	\$13,500,000	Bridge Loan
Londontowne	Jacksonville, FL	Apartment	693-units	\$13,500,000	Bridge Loan
Courthouse Place	Ft. Lauderdale, FL	Office	66,260 SF	\$11,886,000	Bridge Loan
Meridian Premier Center	Tampa, FL	Office	103,521 SF	\$10,500,000	Bank/Permanent
Airport East Warehouse	Miami, FL	Industrial	397,585 SF	\$10,500,000	Bridge Loan
Riverwalk Center	Jupiter, FL	Office	35,342 SF	\$9,100,000	CMBS
East Port Center	Ft. Lauderdale, FL	Industrial	108,500 SF	\$9,000,000	Life Insurance/Permanent
Show Management	Ft. Lauderdale, FL	Industrial	89,950 SF	\$8,800,000	Life Company/Permanent
Wartsila	Hollywood, FL	Industrial	81,922 SF	\$8,300,000	Life Company
Horizons Office Center	West Palm Beach, FL	Office	64,247 SF	\$7,950,000	CMBS
Metrocentre Corp Center	West Palm Beach, FL	Office	105,159 SF	\$7,000,000	Bridge Loan
Hollywood Medical Building	Hollywood, FL	Office	57,815 SF	\$6,350,000	CMBS
College Square Apartments	Davie, FL	Multifamily	64-units	\$6,200,000	Life Company/Bridge Loan
Oakland Park Industrial	Oakland Park, FL	Industrial	145,260 SF	\$6,100,000	CMBS
Coral Springs Business Warehouse	Coral Springs, FL	Industrial	85,850 SF	\$5,860,000	CMBS
Gardens Industrial	Miami, FL	Industrial	111,100 SF	\$5,500,000	Life Company/Permanent
Congress Office Park	Delray Beach, FL	Office	53,843 SF	\$5,500,000	Life Company/Permanent
Brandywine Center I	West Palm Beach, FL	Office	69,715 SF	\$5,039,000	Bridge Loan
Walgreens Kings Point	Delray Beach, FL	Retail	Ground lease	\$3,500,000	Bank/Permanent

Our deep experience with financing allows us to structure the best possible transaction and terms for our clients. We can assist in arranging highly structured financing utilizing senior and subordinate/mezzanine components, as well as traditional acquisition and renovation financing, construction financing and permanent financing for all property types.



TRANSACTION EXPERIENCE CUSHMAN & WAKEFIELD



MERIDIAN
PREMIER CENTER
Tampa, Florida
103,521 SF
\$10,500,000 Bank/Permanent



WARTSILA
HEADQUARTERS
Hollywood, Florida
81,922 SF
\$8,300,000 Life Company



LAS OLAS
Ft. Lauderdale, Florida
254-units
\$65,000,000 Pension Fund/Perm.



CORAL SPRINGS
BUSINESS WAREHOUSE
Coral Springs, Florida
85,850 SF
\$5,860,000 CMBS



COURTHOUSE
PLACE
Ft Lauderdale, Florida
66,260 SF
\$11,886,000 Bridge Loan



EAST PORT
CENTER
Ft Lauderdale, Florida
108,500 SF
\$9,000,000 Life Insurance/Perm.









JUPITER MEDICAL &
TECHNOLOGY PARK
Jupiter, Florida
185,000 SF
\$27,000,000 Bridge Loan



CORPORATE PARK
Miami, Florida
126,004 SF
\$20,750,000 CMBS & Mezzaine



THE ARBORS
OFFICE PARK
Delray Beach, Florida
174,856 SF
\$17,200,000 Bridge Loan



HERON BAY
CORPORATE CENTER I & II
Coral Springs, Florida
89,043 SF
\$15,250,000 Bank/Permanent



SOUTHWINDS STOCKBRIDGE APARTMENTS Atlanta, Georgia 240-units

\$13,750,000 CMBS



AT JUPITER YACHT CLUB Jupiter, Florida 35,342 SF \$9,100,000 CMBS









CONRAD
HILTON
Fort Lauderdale, Florida
290-Rooms
\$120,000,000 Bridge Loan



PORTFOLIO
Miami, Beach Florida
54,365 SF
\$84,000,000 Bridge Loan



HADDON
HALL
Miami Beach, Florida
168-Rooms
\$37,000,000 Bridge Loan



SHORES OF
PANAMA
Panama City Beach, Florida
285-Rooms
\$26,000,000 Bridge Loan



SEASIDE Seaside, Florida 37,976 SF Retail Center \$21,500,000 CMBS



915-943 & 947-955 WASHINGTON AVENUE Miami Beach, Florida 31,265 SF \$19,000,000 Bridge Loan



HORIZON
OFFICE CENTER
West Palm Beach, Florida
64,247 SF
\$7,950,000 CMBS



METROCENTER
CORPORATE CENTER
West Palm Beach, Florida
105,159 SF
\$7,000,000 Bridge Loan



HOLLYWOOD MEDICAL BUILDING Hollywood, Florida 57,815 SF \$6,350,000 CMBS



COLLEGE SQUARE

APARTMENTS

Davie, Florida

64-units

\$6,200,000 Life Company/Bridge



OAKLAND PARK INDUSTRIAL Oakland Park, Florida 145,260 SF \$6,100,000 CMBS



GARDENS
INDUSTRIAL
Miami, Florida
111,100 SF
\$5,500,000 Life Company/Perm







MCSS SELF STORAGE PORTFOLIO Miami, Florida 1,682-Units \$19,510,000 Construction Loan



RIVIERA
PLAZA
Miami, Florida
44,265 SF
\$15,800,000 Bridge Loan



MIAMI IRONSIDE
RETAIL & INDUSTRIAL
Miami, Florida
67,596 SF
\$13,500,000 Bridge Loan



1031 EXCHANGE
PORTFOLIO
Louisiana & Florida
142,351 SF Mixed-Use
\$49,198,338 Bank/Permanent



APARTMENTS
Jacksonville, Florida
693-Units
\$13,500,000 Bridge Loan



AIRPORT EAST
DISTRIBUTION CENTER
Miami, Florida
397,585 SF
\$10,500,000 Bridge Loan



BRANDYWINE
CENTER I
West Palm Beach, Florida
69,715 SF
\$5,039,000 Bridge Loan



AT&T REGIONAL Fort Lauderdale, Florida 79,412 SF \$4,900,000 Bridge Loan



WALGREENS
KINGS POINT
Delray Beach, Florida
Ground Lease
\$3,500,000 Bank/Permanent



EXECUTIVE AIRPORT BUSINESS CENTER Fort Lauderdale, Florida 73,216 SF \$3,220,000 Bank/Bridge



J3
EXECUTIVE CENTER
Delray Beach, Florida
30,250 SF
\$3,000,000 Bank/Permanent



WELLS FARGO
BANK BUILDING
Delray Beach, Florida
15,890 SF
\$1,775,000 Permanent Loan













Cushman & Wakefield is a world-leading provider of real estate Capital Markets expertise. Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process. Whether you are an investor, developer, corporate user or owner, a global company or a small business, Cushman & Wakefield provides solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.





CAPITAL MARKETS PLATFORM

Investment Sales & Acquisitions

As one of the leading building sales firms in the world, global real estate owners and investors look to Cushman & Wakefield to sell investment-grade properties or portfolios. With comprehensive, research-driven global transaction solutions, we deliver outstanding results by seamlessly combining capital markets expertise with our wealth of neighborhood-based knowledge. Our investment professionals have specialized knowledge in all property types with advisors deployed on the ground in all major markets around the world. We advise all types of investors ranging from private individuals to institutions.

- Market research and financial analysis
- Single asset and portfolio transactions
- Expertise in office, industrial, retail, multifamily, healthcare, and more
- Advisory and consulting services

Corporate Finance & Investment Banking

Our comprehensive financial services platform provides both domestic and international clients advisory and capital solutions for all asset classes including office, multifamily, retail, lodging and leisure, healthcare and senior housing facilities, industrial, and land. These services include the structuring and arranging/placement of debt and equity for new acquisitions and recapitalizations, repositioning strategies, note sales, and hotel investment sales.

- Investor finance and investor banking
- Structured finance and loan sales
- Specialized industry services
- Strategy development & advisory services

- Property-level, portfolio-level, entity-level financing
- Securities advisory

Equity, Debt & Structured Finance (EDSF)

Our comprehensive financial services platform provides both domestic and international clients advisory and capital solutions for all asset classes including office, multifamily, retail, lodging and leisure, healthcare and senior housing facilities, industrial, and land. These services include the structuring and arranging/placement of debt and equity for new acquisitions and recapitalizations, repositioning strategies, note sales, and hotelinvestment sales.

- Investor finance and investor banking
- Structured finance and loan sales
- Specialized industry services

- Strategy development & advisory services
- Property-level, portfolio-level, entity-level financing
- Securities advisory

The National "EDSF" Team

Cushman & Wakefield Equity, Debt & Structured Finance incorporates capital markets knowledge with local real estate expertise to successfully complete any type of real estate transaction. Formerly known as Sonnenblick Goldman, the firm was founded more than 120 years ago. Today, the team is headquartered in New York City and has additional offices located throughout the country. Cushman & Wakefield Equity, Debt & Structured Finance is a leading commercial real estate capital intermediary and the team has executed capital markets transactions for every type of real estate asset.

The firm provides a full range of real estate financial services, including: senior and subordinate financing, construction financing, recapitalizations, joint venture and programmatic venture equity, and loan sale advisory.



Equity, Debt & Structured Finance Offices



EDSF OUTREACH

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JARED KELSO

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DANIEL MACDONNELL

Managing Director daniel.macdonnell@cushwake.com



Our people make the difference. With more than 45,000 employees in 70 countries, we realize innovation through our diversity. As an organization, we create a supportive environment where we cultivate our employees' professional interests and aspirations, and help them channel that passion into outstanding client service.





Robert Kaplan, Executive Managing Director

Professional Expertise

Robert is an Executive Managing Director at Cushman & Wakefield, with over 25 years of experience in commercial real estate investment banking, sales, leasing, management, and law. Robert and his team are the newest members of Cushman & Wakefield's growing Equity, Debt & Structured Finance group, which provides a full-spectrum financial services platform to both domestic and international clients offering unsurpassed customized advisory and integrated capital solutions for all asset classes. Prior to joining Cushman & Wakefield, Robert was a Principal of Ackman-Ziff Real Estate Group, LLC ("AZ"), and head of the firm's Miami office.

Mortgage Banking/Investment Sales

Olympian Capital Group ("Olympian") (2006 - 2011) | Holliday Fenoglio Fowler LP ("HFF") (1998 - 2006): During his tenure at HFF, Olympian, and AZ, Mr. Kaplan arranged approximately \$7 billion in senior debt, mezzanine financing, and equity, as well as investment sales. Mr. Kaplan has worked on many of the largest and most complex sale and finance transactions in the southeast US. He was a top grossing producer at HFF nationally. After forming Olympian, Mr. Kaplan expanded his team's services to include consulting and advisory work related to distressed real estate, including receiverships, bankruptcy, expert testimony, workouts, and restructurings.

Acquisitions & Finance Executive

Continental Real Estate Company ("CREC") (1993 - 1998): Mr. Kaplan was a partner at CREC in charge of real estate acquisitions and finance. He was also a senior member of the firm's executive committee involved in the firm's third-party property management, construction management, and leasing activities for a portfolio of over four million square feet of office buildings and retail centers. Mr. Kaplan eventually became the head of the firm's third-party sale brokerage and finance group.

Real Estate Attorney

Terranova Corporation (1988 - 1993) | Greenberg Traurig (1983 - 1988): Mr. Kaplan began his real estate career in the Miami office of the law firm of Greenberg Traurig. His practice involved primarily zoning, land use, environmental law, and complex real estate equity and debt transactions. Mr. Kaplan then joined Terranova Corporation as Executive Vice President and General Counsel. Mr. Kaplan was instrumental in the firm's workout and restructuring activities, which involved a five million square foot retail and office portfolio.

Education

- JD, University of Florida
- BA, Georgetown University

Jason Hochman, Senior Director

Professional Expertise

Jason Hochman is part of Cushman & Wakefield's international Equity, Debt and Structured Finance (EDSF) platform. He has more than 18 years of experience in commercial real estate finance and has participated in more than nine million square feet of acquisition, development and other financing transactions during his career. His responsibilities on the team include business development and assisting clients with procurement of permanent, bridge and construction financing as well as joint venture equity investments for all asset classes. Prior to joining Cushman & Wakefield, he had a similar role as Vice President of Debt and Structured Finance at CBRE.

Jason previously worked as the Vice President of Acquisitions at Adler Kawa Real Estate Advisors and Adler Group with primary responsibility at the firms for the acquisition of office, industrial and retail investment properties throughout the United States. As the "quarterback" of the team, he led the efforts in acquiring properties worth more than \$500 million in markets including Washington DC, Tampa, Orlando and South Florida, Nashville, TN, Houston, TX and Richmond, VA. In his role, he was the acquisitions liaison with the firms' board of directors and with joint venture partners. Prior to Adler, Jason was the Senior Vice President of Finance and Operations at Levitt Commercial, the commercial development division of Levitt Corporation. He was responsible for all financial functions of the firm and also oversaw the disposition of investment properties.

Jason is a NAIOP member, International Council of Shopping Centers (ICSC) member, and member of the Leadership Broward Foundation Class XXV. He earned a Bachelor of Science degree from the University of Pennsylvania's Wharton School with dual concentrations in Finance and Accounting.

Professional Affiliations

- Licensed Real Estate Broker, State of Florida
- Member, NAIOP
- Member, ICSC
- Member, Leadership Broward Foundation Class XXV

Education

BS, Wharton Business School, University of Pennsylvania's (Dual concentrations in Finance and Accounting)

Chris Lentz, Senior Director

Professional Expertise

Chris is a Senior Director at Cushman & Wakefield with over 11 years of experience in Investment Banking and Commercial Real Estate. Chris' team are the newest members of Cushman & Wakefield's growing Equity, Debt & Structured Finance group, which provides a full-spectrum financial services platform to both domestic and international clients offering unsurpassed customized advisory and integrated capital solutions for all asset classes. Prior to joining Cushman & Wakefield, Chris focused on financing and investment sales as part of Ackman Ziff's Miami office. At Cushman & Wakefield, Chris will focus on originating and executing debt and equity financing transactions.

Chris previously worked in the Restructuring and Mergers and Acquisitions groups at Evercore Partners in New York. Prior to Evercore, Mr. Lentz worked at Lazard Freres & Co., after starting his career in the Global Real Estate Group at Lehman Brothers. While at Evercore, Chris worked on several high profile restructurings and recapitalizations, including the Delta Petroleum Corporation bankruptcy, the Seitel recapitalization, and the restructuring of Readers Digest. At Lazard Freres, Chris provided capital structure advisory to Oil and Gas Exploration and Production companies, as well as the syndication of equity and debt offerings for alternative energy companies. Selected clients include Harvest Natural Resources, Capstone Turbine, Comverge, Verenium, Ballard Power, FuelCell Energy, and Beacon Power. At Lehman Brothers, Chris underwrote and was part of the team that securitized well over \$10 billion of commercial real estate loans. He oversaw the securitization of the TIAA loan portfolio. Chris remained with Lehman/Barclays through the bankruptcy, and was part of the team marketing the real estate portfolio throughout 2008, working with B piece buyers to ensure the success of LBUBS 2008 C-1 and C-2 securitizations to alleviate the burden on Lehman's balance sheet and arranging financing for discounted/distressed loan sales as the firm approached insolvency.

Clients Served

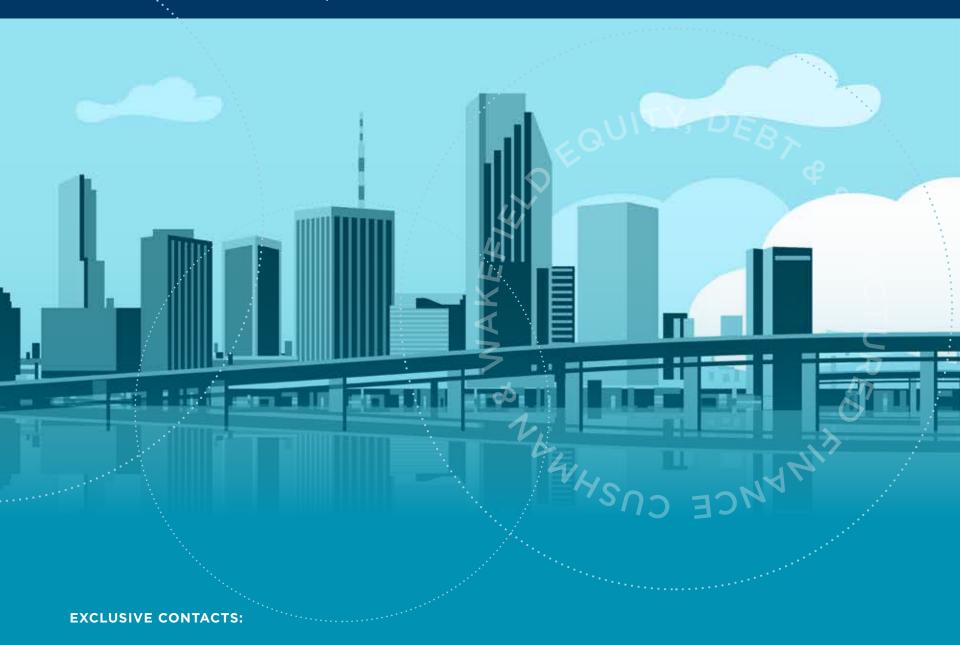
Fifteen Group, Morgan Group, 13th Floor Investments, AJC Ventures, Gadinsky Real Estate, Trifecta Partners, IBF Investment, JMH Development, O'Connor Capital, Queensfort Capital, The Simpson Organization

Education

- MBA, New York University, Stern School of Business, Beta Gamma Sigma Honors
- Real Estate Finance & Investing Certification, Shack Institute of Real Estate, New York University
- BA, Dartmouth College, Computer Science & Earth Science



EQUITY, DEBT & STRUCTURED FINANCE



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