




Asset Services - St. Louis  
**Delivering Bottom  
Line Results**





**Innovative solutions that  
produce optimal results  
throughout the asset  
life cycle.**



## **A TAILORED APPROACH TO ASSET SERVICES**

Cushman & Wakefield's Asset Services team is dedicated to providing comprehensive property management services throughout the asset life cycle. Focused on enhancing asset value, our property managers are empowered to minimize operating costs, improve efficiencies, and enhance customer service in order to protect the value of each investment.

Cushman & Wakefield manages more than 590 million square feet on behalf of corporate, institutional, and private clients. Experience gained from these assignments, combined with our global platform and access to numerous other commercial real estate services, allows for accounts tailored to each client's unique operational priorities and financial goals. Partnering with Cushman & Wakefield ensures the application of the industry's best practices and ultimately, long-term success at each and every property.



## SCOPE OF SERVICES

Cushman & Wakefield delivers integrated, tailored Asset Services solutions in more than 25 markets across the United States to ensure maximum measurable outcomes for real estate. Our comprehensive services cover real estate product types including office, industrial, retail, and medical office, and encompass:

### **Engineering Services**

Cushman & Wakefield's consistent engineering and operations approach mitigates risk and liability across all client portfolios globally. Comprehensive execution of building operations reduces operating costs, improves responsiveness, extends building system life, and enhances facility reliability.

### **Client Accounting**

Our institutional-grade accounting platform provides the highest level of security, accuracy, and flexibility. Well-versed in many accounting software programs including MRI and Yardi, we can tailor our sophisticated standard financial reporting package to fit unique reporting needs.

### **Contract & Vendor Management**

We leverage the scale of our management portfolio to negotiate contracts that drive down costs and ensure quality. Vendors are treated as valued members of our team, and their experience tapped to guarantee each property receives the best possible service.

### **Transitions & Quality Control**

Cushman & Wakefield's Transitions & Quality Control (TQC) team facilitates all aspects of transitioning new assets into our property management platform. By providing compliance oversight and quality control, the TQC team allows our property management teams to focus on building relationships with clients, tenants, and service providers.

### **Lease Compliance & Administration**

Our property managers receive extensive training in lease language and administration to ensure provisions of each lease are followed carefully, notices are served promptly, and costs are allocated correctly.

### **Property Management**

Focused on driving value in each building, our property and account managers work to minimize operating costs, maximize efficiency and tenant services, and protect the value of each asset. Our specialists are fully dedicated to providing superior solutions to satisfy both tenant and owner bottom lines.

### **Project & Development Services**

Our project managers, engineers, and construction managers work with architects and designers to develop and build flexible space that enhances productivity, attracts and retains talent, and meets financial and operational goals.

### **Due Diligence**

We provide a rigorous due diligence process to ensure quality, accurate, and comprehensive information is provided to decision makers. Cushman & Wakefield professionals perform a detailed review of every aspect of the asset from its physical condition to its multitude of intangibles.

### **Strategic Account Management**

Cushman & Wakefield employs an account management approach for clients with multiple properties or service lines. We work with our clients to create and implement customized portfolio management solutions that incorporate Cushman & Wakefield best practices to maximize profitability and asset value.

### **Sustainability Services**

For many years, Cushman & Wakefield has incorporated sustainable practices throughout our managed properties. We use the triple bottom line as our guiding principle—the impact of the facility on people, the environment, and company profitability—to define our sustainability offerings.



## CUSHMAN & WAKEFIELD DELIVERS VALUE

- **Accurate & Timely Financial Reports**  
Cushman & Wakefield utilizes a collaborative approach between property managers and property accountants to deliver timely financial reports that enable clients to make sound business decisions.
- **Mitigate Risk & Liability**  
By proactively seeking opportunities to improve operations and reduce costs, we ensure tenants enjoy safe, comfortable, and productive working environments.
- **Project Leadership**  
Cushman & Wakefield's project managers consistently deliver 10-15% construction cost savings.
- **Energy Cost Savings**  
Clients experience an average energy cost savings of 5-10% by collaborating with Cushman & Wakefield's Sustainability Services team.



# CUSHMAN & WAKEFIELD ST. LOUIS— YOUR PARTNER IN REAL ESTATE

Cushman & Wakefield is a leading property management and brokerage firm in St. Louis representing some of the nation's largest institutional investors and corporations since 1926.

**Ranked as the #1 Property Management firm by the St. Louis Business Journal**, Cushman & Wakefield manages over 24 million square feet across 183 assets. By adopting a CEO mentality of accountability for their performance and decisions, our 168 property management professionals focus on driving value in each building while helping our clients achieve results tailored specifically to their needs and goals. Our specialists are fully dedicated to providing premium services and innovative solutions to satisfy both tenants and owners.

**24M**

SQUARE FEET  
MANAGED

**183**

ASSETS  
MANAGED

**168**

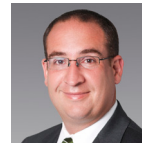
ASSET SERVICES  
PROFESSIONALS

## MARKET LEADERSHIP

Our success, due in large part by our deep local knowledge and long-term relationships, is supported by a tenured leadership team. This oversight ensures our 170-person Asset Services team has the resources needed to provide superior property management solutions on all types of commercial real estate assets.



**BRIAN UNGLES**  
Managing Principal



**DAVE HILTON**  
Operations



**PATRICK SHAW**  
Engineering



**LAUREN TALLEY**  
Construction

# PROVEN PERFORMANCE

## Kingsley Tenant Satisfaction Assessment

The Kingsley Associates Tenant Satisfaction Assessment evaluated the perceptions of tenants across the Cushman & Wakefield portfolio by benchmarking tenant satisfaction with property management as a means of improving performance, increasing retention, maximizing portfolio value, and achieving operational excellence.



## TOBY Award Winners

Cushman & Wakefield's St. Louis market is the recipient of two BOMA International TOBY (The Outstanding Building of the Year) awards and two regional TOBY awards. These prestigious awards set the standard for operational best practices in the commercial real estate industry.



# REPRESENTATIVE CLIENTS

Building and maintaining meaningful client relationships is critical to successful partnerships. We serve many leading corporate, institutional, and private clients within the St. Louis market.





## About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory.

To learn how you can achieve a real estate solution that supports your firm's goals, visit [cushmanwakefield.com](http://cushmanwakefield.com), or contact:

### Marla Maloney

President, Asset Services, Americas  
+1 314 746 0342  
[marla.maloney@cushwake.com](mailto:marla.maloney@cushwake.com)

### Brian Ungles

Market Leader, St. Louis  
+1 314 392 2625  
[brian.ungles@cushwake.com](mailto:brian.ungles@cushwake.com)

## Cushman & Wakefield Capabilities

### Primary Services

Global Occupier Services  
Capital Markets  
Investment & Asset Management  
Valuation & Advisory  
Project and Development Services  
Tenant Representation  
Agency Leasing  
Asset Services  
Facility Services

### Sectors

Airports & Ports  
Banking/Financial Services  
Data Centers  
Education  
Energy (oil & gas)  
Food & Beverage  
Government  
Healthcare  
Higher Education  
Hospitality  
Industrial  
Land  
Legal/Professional Services  
Life Sciences/Pharma  
Multi-family  
Net Lease Investment Services  
Not-for-Profit  
Residential  
Retail  
Technology