



A PRESENTATION OF
STRATEGIC INDUSTRIAL ADVISORY SERVICES

PREPARED FOR

Mr. Brad Stitchbery
PROLOGIS
450 E. Las Olas Boulevard, Suite 880
Fort Lauderdale, FL 33301

MARCH 24, 2017

The background of the slide is a photograph of a large, modern industrial building with a light-colored facade and blue-tinted windows. In the foreground, there are several palm trees and a landscaped area with a sign that reads "PROLOGIS". A large, stylized green globe logo is overlaid on the right side of the image. At the bottom, the word "PROLOGIS" is written in a large, bold, teal-colored font with a registered trademark symbol (®) to its right.

PROLOGIS®

AGENDA

- I. Team Introduction
- II. Delivery of Project-Specific Capabilities and Expertise
- III. Property Analysis & Advantages
- IV. Market Discussion
 - South Florida Industrial Market
- V. Identifying Potential Users
- VI. Targeted Marketing Strategy
- VII. Partnering with Prologis
- VIII. Appendix
 - Sample Brochure





I. TEAM INTRODUCTION

A unified, integrated and committed Team providing a collaborative approach to this important assignment.

YOUR SOUTH FLORIDA INDUSTRIAL TEAM



CHRISTOPHER J. METZGER, SIOR
Executive Director
Industrial Brokerage



RICHARD F. ETNER, JR., SIOR
Executive Director
Industrial Brokerage



CHRISTOPHER THOMSON, SIOR
Executive Director
Industrial Brokerage



MATTHEW G. MCALLISTER
Director
Industrial Brokerage



J.D. BRUSSELS
Associate
Industrial Brokerage



JULIE MILLER
Senior Brokerage Coordinator
Industrial Brokerage



UILANI KAUHI
Broker Coordinator
Industrial Brokerage



VALERIE TATUM
Research Analyst
Industrial Brokerage



PROLOGIS

Our Project-Specific
Delivery Solutions Include:



C&W TEAM ADVANTAGES

Largest Industrial Team in South Florida -
South Florida Dominance

No Internal Competition -
All C&W brokers see all deals

Longest Tenured Industrial Team in South Florida -
Since 1983

Very Co-Broker Friendly -
Creating a path of least resistance

No Competing Projects in Sunrise





II. DELIVERY OF PROJECT-SPECIFIC CAPABILITIES & EXPERTISE

THE “NEW” CUSHMAN & WAKEFIELD

The successful merger of Cushman & Wakefield and DTZ closed September 1, 2015. The firm now operates under the iconic Cushman & Wakefield brand and has a new visual identity and logo that position the firm for the future and reflect its trusted global legacy and wider history.

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 revenues of \$5 billion across core service lines.

The strength of our platform and access to global and national brokers enables us to deliver a more effective and timely message to the most appropriate users.

KEY ADVANTAGES



Prologis' strength globally and specifically in South Florida



No firm has more pure e-commerce real estate experience than Cushman & Wakefield



Access to national brokers with representative referrals to South Florida



Strong platform with access to a wealth of in-house resources



Early definition of requirement to help prospects decide WHAT they need, WHY they need it and WHERE



A collaborative and integrated South Florida Industrial Team very familiar with the facility and well positioned to "spread the word"



We have the ability to cover all the user bases



Senior management providing a "hands-on" approach to the assignment, regularly conducting national user presentations



E-COMMERCE CAPABILITIES

Turning a tough challenge into a competitive advantage

Supporting clients in a number of ways:



Analyzing the competitive environment and trends in the real estate market and supply chain world in the context of your specific retail business



Identifying the pros and cons of the existing supply chain design and fine tuning the right omni-channel strategy



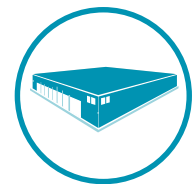
Optimizing the real estate to support the supply chain network and efficiently and effectively fulfill orders across channels



Partnering with the full complement of Cushman & Wakefield's Specialty Practice Groups



Leveraging tenant advisory expertise developed from 15 years of specialized industry experience



Evaluating and validating 3PL partner performance

- E-commerce and the Drive to be Closer In -
- Large Fulfillment Center Requirements -
- Mid-Sized Product Demand -
- Last Mile Delivery -

Advantage to Prologis:

* Speed to expressway access often most important



III. PROPERTY ANALYSIS & ADVANTAGES

A truly “one-of-a-kind” opportunity ideally located at the “Intersection of Interstates” and the population center of the Tri-County area of Miami-Dade, Broward, and Palm Beach Counties



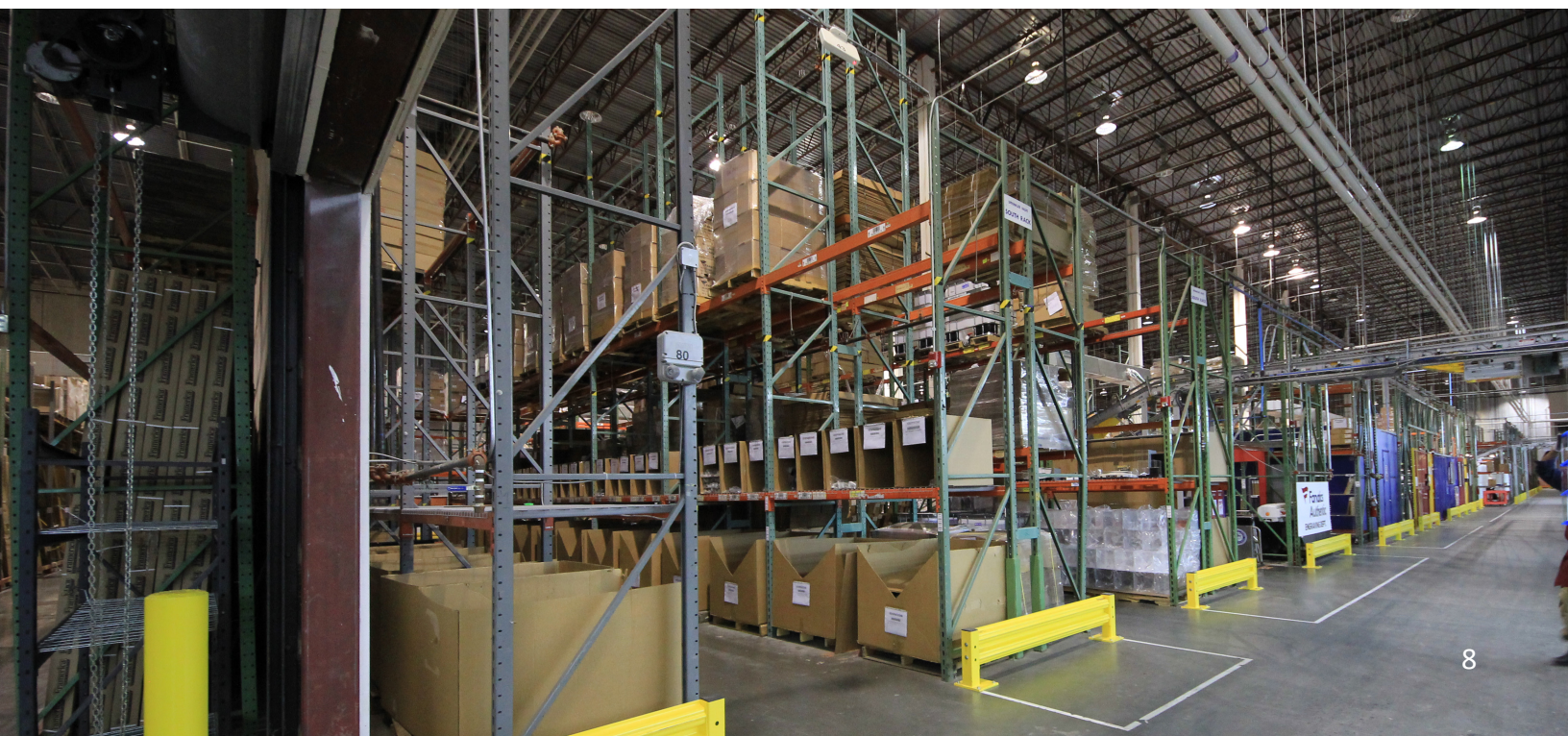
POSITIVE ATTRIBUTES

- Located in the prestigious 612-acre Sawgrass International Corporate Park
- Rare 38'6" clear ceiling height
- Dehumidified warehouse
- Excellent loading design/secured truck court
- Outstanding proximity to executive housing and large labor pool
- I-595 / Sawgrass Expressway visibility
- Immediate access to I-75, Florida's Turnpike, I-595, and Sawgrass Expressway
- Just minutes to the Ft. Lauderdale/Hollywood International Airport, and Port Everglades



PERCEIVED OR REAL CHALLENGES

- Mezzanine office
- Mezzanine useability, both above and below
- Not practically divisible





PROPERTY HIGHLIGHTS



The property is one of the few large industrial buildings in South Florida with 38'6" clear ceiling heights



Prologis 251 International Parkway could command premium rental rates for its prime location and design



Interstate access is driving industrial tenants "out"

"Out west" is no longer "out there"

Prologis 251 International Parkway is the next stop



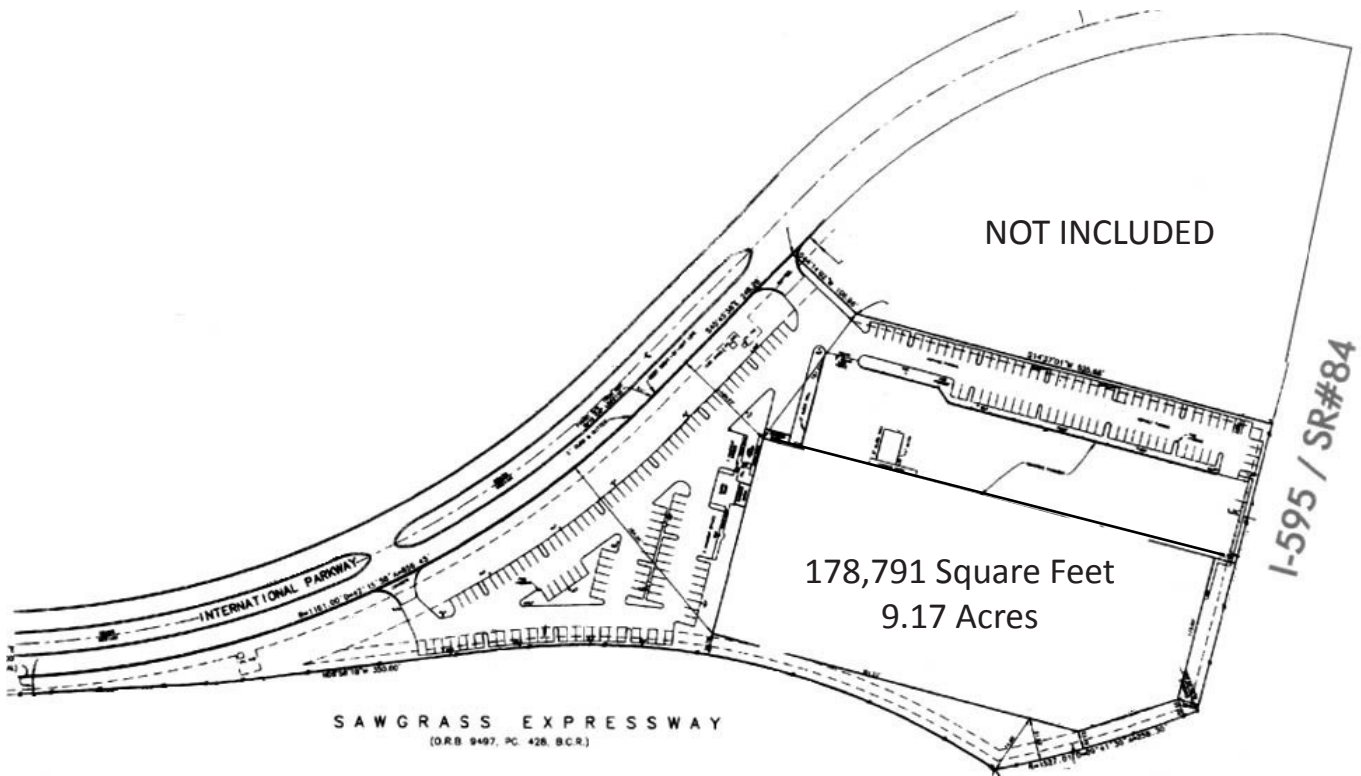
Prologis 251 International Parkway is ideally located, at the population center of the Tri-County Market



The property will attract end users in multiple industries, driving demand



SITE PLAN



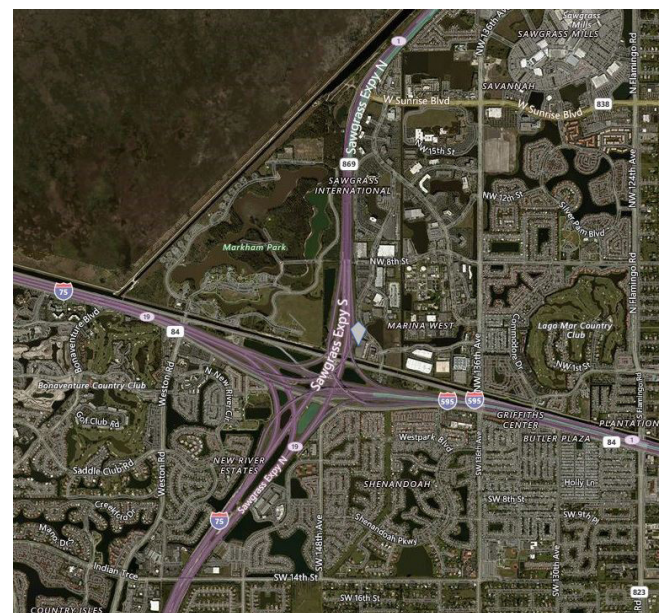
Advantages to Prologis:

- *Largest institutional owner of industrial properties in the world
- *One of few large free-standing facilities available in South Florida
 - *Great tenant relationships
 - *Great global branding
 - *Strong local management
- *Best in class for quality of workmanship



PROPERTY DISCUSSION

- Timing
 - Present Lease Expires 12/31/17
- Lease Rate
 - \$7.50-\$7.75 NNN PSF
- Sales Price
 - \$125.00-\$150.00 PSF
- Base Building
 - 38'6" Clear Ceiling Height
 - Mezzanine lease limitation
 - Tenant Improvements
 - \$1.00 PSF Allowance
 - Lighting replacement - T5
- Building & Association CAM charges
 - To be confirmed
- Foreign Trade Zone Possibility





IV. MARKET DISCUSSION

SOUTH FLORIDA RECENT LEASE COMPARABLES

TENANT/LANDLORD LOCATION	LEASED AREA (SF)	BASE RENT (PSF, NNN)	LEASE TERM	COMMENTS
1. USA Marble / Prologis 700 NW 33rd Street Pompano Beach	50,517 SF	\$6.75 NNN	63 Months	<ul style="list-style-type: none"> • Closed 1Q17 • 3 months free • Renewal of 31,500 SF • Expansion into 19,017 SF 
2. Walmart / Cusano's Italian Bakery 5480 W Hillsboro Blvd Coconut Creek	70,000 SF	\$5.46 NNN	6.5 Months	<ul style="list-style-type: none"> • Closed 1Q17 • Temporary lease
3. Coca-Cola / Nuveen (TIAA) 2500 SW 32nd Ave Pembroke Park	93,700 SF	\$6.75 NNN	61 Months	<ul style="list-style-type: none"> • Closed 1Q17 • 1 month free • \$1.25/SF TI's
4. BF Aerospace / Prologis 7050 State Road 84 Davie	45,258 SF	\$7.95 NNN	74 Months	<ul style="list-style-type: none"> • Closed 4Q16 • 2 months free • 3% increases 
5. Gregg Appliances / Prologis 3201 SW 22nd Street Pembroke Park	66,095 SF	\$7.33 NNN	62 Months	<ul style="list-style-type: none"> • Closed 4Q16 • 2 months free • 3% increases 
6. TAG Gymnastics / OIRE Weston 1951 N Commerce Parkway Weston	38,400 SF	\$7.47 NNN	36 Months	<ul style="list-style-type: none"> • Closed 3Q16 • No free rent • 3% increases • Renewal
7. Graybar / MSG Marina Mile, LLC 3400 SW 30th Avenue Dania Beach	161,443 SF	\$6.65 NNN	123 Months	<ul style="list-style-type: none"> • Closed 3Q16 • 3 months free • 3% increases
8. Spice Labs/ WR Pompano Industrial LLC 4000 N. Dixie Highway Pompano Beach	73,759 SF	\$6.15 NNN	126 Months	<ul style="list-style-type: none"> • Closed 2Q16 • 6 months free • 3% increases
9. Procraft Cabinetry / Mancini 1850 S. Powerline Road Deerfield Beach	40,416 SF	\$7.50 NNN	62 Months	<ul style="list-style-type: none"> • Closed 2Q16 • 2 months free
10. Retreivex Acquisitions LLC / Prologis 2900 NW 27th Avenue Pompano Beach	54,185 SF	\$7.15 NNN	63 Months	<ul style="list-style-type: none"> • Closed 2Q16 • 5 months free • 3% increases • Expansion and renewal 
11. GA Telesis / Seagis 3420 NW 53rd Street Fort Lauderdale	56,820 SF	\$6.95 NNN	36 Months	<ul style="list-style-type: none"> • Closed 1Q16 • No free rent • 3% increases • Renewal
12. Glove Store / IRBA, Inc 3400 SW 20th Street Pembroke Park	53,822 SF	\$7.10 NNN	72 Months	<ul style="list-style-type: none"> • Closed 1Q16 • 3 months free • 3% increases • \$5.00/SF TI's
13. Aviation Inflatable / Fifteen Group 1655 NW 136th Street Sunrise	130,511 SF	\$5.36 NNN	126 Months	<ul style="list-style-type: none"> • Closed 1Q16 • 6 months free • \$150K in TI's
14. Worldpac / Invesco Pompano Business Center 2510 W. Copans Road Pompano Beach	64,345 SF	\$6.37 NNN	88 Months	<ul style="list-style-type: none"> • Closed 4Q15 • 4 months free • 3% increases • \$5.50/SF TI's

SOUTH FLORIDA RECENT SALES COMPARABLES

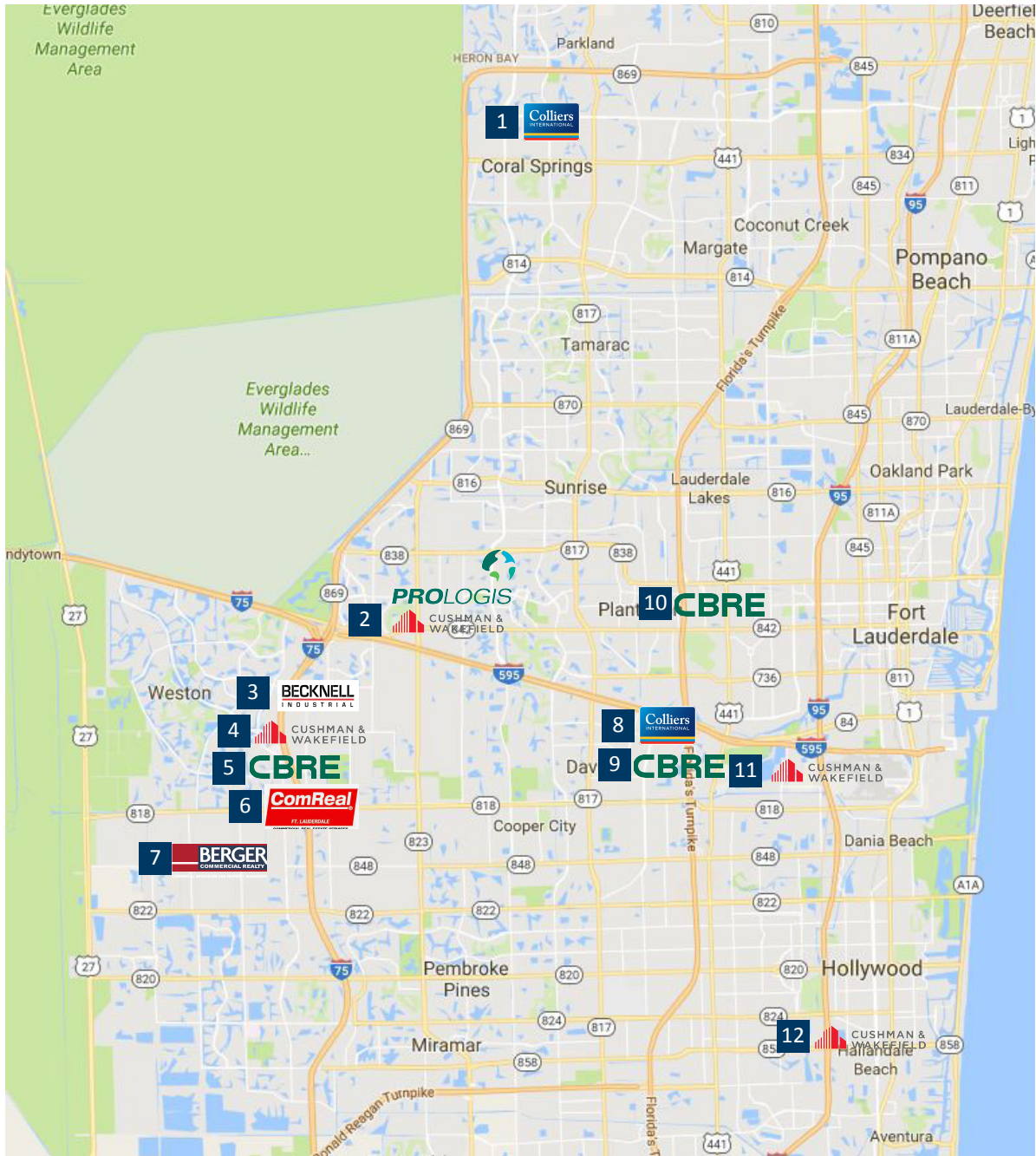
BUYER	LOCATION	BLDG. SF/ ACREAGE	SALES PRICE	CLOSING DATE/ COMMENTS
1. Apotex Corp	Miramar Centre Business Park 15501 Southwest 29th Street Miramar	304,428 SF	\$50,000,000 (\$164.24 PSF)	01/2017
2. Genet Property Group	McNab Commercial Center 7544 W. McNab road Pompano Beach	136,000 SF	\$8,000,000 (\$59.00 PSF)	12/2016
3. CJ Partners Hollywood, LLC	2900 SW 42nd Street Hollywood	81,922 SF	\$13,700,000 (\$167.23 PSF)	12/2016
4. EastGroup Properties	1951 N. Commerce Parkway Weston	134,400 SF	\$14,313,600 (\$106.50 PSF)	11/2016 96,000 SF Vacant
5. Dezer Properties	6520-6560 NW Powerline Road Fort Lauderdale	62,489 SF	\$6,000,000 (\$96.02 PSF)	10/2016
6. Zurich Alternative Asset Mgmt	3901 NE 12th Avenue Pompano Beach	202,226 SF	\$23,600,000 (\$116.70 PSF)	08/2016
7. Clarion Partners	1901 NW 25th Avenue 2001-2009 NW 25th Avenue 2004-2032 NW 25th Avenue 2500-2530 Copans Road Pompano Beach	139,966 SF 182,610 SF 159,185 SF 142,770 SF	\$17,312,789 \$22,587,546 \$19,690,041 \$17,659,624 (Avg. \$123.69 PSF)	05/2016
8. Dezer Properties	Former ABC Supply Building 800 NW 65th Street Fort Lauderdale	78,014 SF	\$4,510,000 (\$57.81 SF)	05/2016
9. GPT SW 12th Avenue Owner, LLC	333 SW 12th Avenue Deerfield Beach	290,500 SF	\$25,500,000 (\$87.78 PSF)	05/2016

SOUTH FLORIDA COMPETITIVE PROPERTIES FOR LEASE OR SALE

	LOCATION/LANDLORD	AVAILABLE SF	OFFICE SF	RENTAL RATE/ SALES PRICE	COMMENTS
1.	4250 Coral Ridge Drive/ Hoerbiger Coral Springs	240,000 SF 38.41 AC	63,000 SF	\$18,000,000	<ul style="list-style-type: none"> • COLLIERS • Built in 1981 • 24' clear ceiling height • 9 dock high doors • 1 drive-in door
2.	SUBJECT PROPERTY/PROLOGIS 251 International Parkway Sunrise 	178,791 SF 9.17 AC	19,677 SF	TBD	<ul style="list-style-type: none"> • Built in 1994 • 38'6" clear ceiling height • 37 dock high doors • 2 van height doors with pit levelers • 1 oversized drive-in door
3.	Weston Park of Commerce/ Becknell 1500 N. Park Drive Weston	90,620 SF	5,948 SF	\$9,000,000 (\$99.31 PSF)	<ul style="list-style-type: none"> • COLLIERS • 20' clear ceiling height • 6 dock high doors • 7 van high doors • 1 drive-in ramp
4.	Weston Park of Commerce/ EastGroup 1951 N Commerce Parkway Weston	96,618 SF	8,187 SF	\$7.45 NNN \$3.15 Exp.	<ul style="list-style-type: none"> • C&W • Built in 1997 • 30' clear ceiling height • 15 dock high doors • 2 drive-in ramps
5.	Weston Business Center/ Teachers 2965 West Corporate Lakes Blvd Weston	224,650 SF	36,500 SF	\$8.75 NNN \$2.54 Exp. "Rumored" Sale Price at \$150.00 PSF	<ul style="list-style-type: none"> • CBRE • Built in 2000 • 30' clear ceiling height • 32 dock high doors • 2 drive in doors
6.	Meridian Business Campus/UBS 3365 Enterprise Avenue Weston	151,000 SF	6,000 SF	\$6.95 NNN \$2.06 Exp.	<ul style="list-style-type: none"> • COMREAL • Built in • 30' clear ceiling height • 29 dock high doors • 1 drive-in ramp
7.	Bergeron Distribution Center/ Bergeron 19700 Stirling Road Pembroke Pines	170,373 SF Divide to Suit	To suit	\$6.75 NNN \$2.75 Exp.	<ul style="list-style-type: none"> • BERGER • Built in 2016 • 32' clear ceiling height • ESFR Fire Sprinklers • Dock high loading
8.	East Davie Commerce Center/ Becknell 2405 College Avenue Davie	130,802 SF Divide to Suit	To Suit	\$8.50 NNN \$2.75 NNN	<ul style="list-style-type: none"> • COLLIERS • Under Construction • 32' clear ceiling height • 38 dock high doors • T5 lighting
9.	Davie Business Center/IDI 3350 SW 64th Avenue Davie	122,675 SF Divide to Suit	To Suit	\$7.75 NNN \$3.00 Exp.	<ul style="list-style-type: none"> • CBRE • Built in 2015 • 30' clear ceiling height • 37 dock high doors • 2 drive-in doors
10.	Bridge Point I-95/Bridge 2200 W Sunrise Boulevard Fort Lauderdale	166,370 SF	To Suit	\$7.75 NNN \$2.75 Exp.	<ul style="list-style-type: none"> • CBRE • Under Construction • 32' clear ceiling height • Dock high loading
11.	Port 95 Business Center/Gilinski 2650 SW 36th Street Dania Beach	67,095 SF Divide to Suit	To Suit	\$7.75 NNN \$2.95 Exp.	<ul style="list-style-type: none"> • C&W • Built in 2015 • 32' clear ceiling height • 72 dock high doors • 8 drive in doors
12.	Seneca Commerce Center/DCT 3450 Hallandale Beach Blvd Pembroke Park	220,000 SF	To Suit	\$7.25 NNN \$2.50 Exp.	<ul style="list-style-type: none"> • C&W • Under Construction • 32' clear ceiling height • Dock high loading



108	90	52	18
42	1	60	92
16	104	7	82
98	53	31	31
74	27	8	103
25	89	13	32
95	59	11	105
5	6	61	11
88	91	73	14
46	61	87	14
83	105	92	33



CORE COMPETITION

SOUTH FLORIDA INDUSTRIAL SNAPSHOT



No competing properties in Sunrise



Lowest historical vacancy



More net absorption of facilities than in any other 18-month period



Locating closer to population centers is more important to users than rent

BROWARD WAREHOUSE / DISTRIBUTION STATS ON THE GO				
	Q1 2015	Q4 2016	Y-O-Y Change	12 Month Forecast
Total Inventory (SF)***	59,001,998	61,749,190	2,747,192	Up
Available Space (SF)	4,700,046	2,655,042	2,045,004	Down
Overall Vacancy (%)	7.1%	4.5%	2.6%	Down
Direct Asking Rents (PSF)	\$7.65	\$7.96	4.1%	Up
Leasing Activity (SF)	1,765,814	2,817,132	1,048,318	Up
Overall Net Absorption (SF)	759,421	885,270	125,849	Up
Construction Completions (SF)	1,367,803	266,851	(1,100,952)	Down

*** As part of the Beginning of the Year (BOY) database cleanup we made changes to the data collection process that significantly improved the quality of our numbers. During that process we added and deleted those properties that did not meet our criteria. Our industrial database is focused on those properties that are 10,000 square feet and above, including non-owner occupied, single/multitenant buildings. It does not include condominiums. During the cleanup process, there were changes to inventories as well as available vacant space. The effect was substantial in some submarkets but the numbers at the end reflect more accurately current market conditions.



SOUTH FLORIDA WAREHOUSE/DISTRIBUTION TRENDS & STATISTICS

- Demand for warehouse distribution space remained strong as vacancy tightened 3.0% lower than the previous cycle's low point of 7.3% in early 2008.
- Direct net asking rental rates continued to climb above pre-recession rates to end Q4 2016 at \$7.97 per sq. ft.
- Overall net absorption has remained positive over the entirety of the current cycle to date, increasing in velocity each year. Since the start of 2011, Broward County has absorbed over 6.0 msf of warehouse space.
- This cycle, leasing activity averaged 4.5 msf each year (compared to only 2.7 msf the previous cycle). 2016 recorded a record high of 4.1 msf of new activity.
- Third-party logistics firms, e-commerce, food and beverage, pharmaceutical, technology and aviation companies have demonstrated continued strong demand in South Florida.





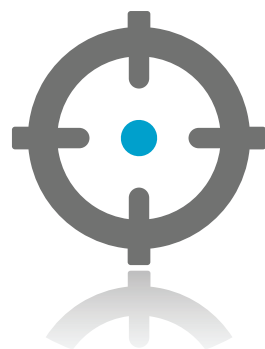
V. IDENTIFYING POTENTIAL USERS

Utilizing our Team's expertise and corporate resources to locate the appropriate users for Prologis 251 International Parkway.



Potential Candidates





By Industry

- Food Importers
- Food Distributors
- Beverage
- 3PL / E-commerce
- Consumer Products
- Schools
- Furniture
- Pharmaceutical
- Aviation
- Public Agencies (FL, etc.)
- Importers / Exporters
- Technology



Brokerage Community

- Cushman & Wakefield Florida brokers
- Cushman & Wakefield International Network
- National brokerage firms
- Local boutique firms

MARKETING

STRATEGY

VI. TARGETED MARKETING STRATEGY

STRATEGIC MARKETING ACTIVITIES

LISTING ANNOUNCEMENT

Initial blast introducing the property and the website to all brokers locally, regionally and nationally, as well as the Greater Ft. Lauderdale Alliance and the Sunrise Economic Development Office.

BROCHURE

Cushman & Wakefield will create a high-quality property brochure that communicates the positioning statement, theme, message, and detailed information. The brochure will be a compelling presentation of the property, highlighting the unique attributes and excellent location and accessibility, along with technical specifications, floor plans, sample space layouts, and building and neighborhood amenities.

The brochure will be mailed and emailed to the industrial brokerage community, all potential tenants, and distributed as part of the property tour presentation.

BROKER E-BLASTS

A consistent series of communications is a key component of a successful marketing campaign. An e-blast campaign builds awareness about a property and provides reminders of the property's availability to a targeted audience of brokers and potential tenants. The blasts will be sent out to Cushman & Wakefield National lists, Florida's brokerage communities as well as SIOR.

Each one of the series will feature various amenities and strengths of the property. Cushman & Wakefield recommends the following series of emails:

- Initial blast introducing the property and the website
- Recurring e-mail blast will be on a monthly cycle

POSTING ON LISTING SERVICES WEBSITES

Cushman & Wakefield will post the property on all major listing services websites, including Costar, Loopnet, Xceligent and SiteSolutions.

SITE TOURS

- Conduct a well-informed and memorable tour
- Will always have at least one Senior Broker at ALL tours
- Ensure a prompt follow-up after each tour ("Thank You" letter, email, and follow-up call)

SIGNAGE

Cushman & Wakefield will arrange for a sign and banner to be installed at the property, per Prologis' standards and township ordinances.



COLLABORATIVE MARKETING & CANVASSING PROGRAM

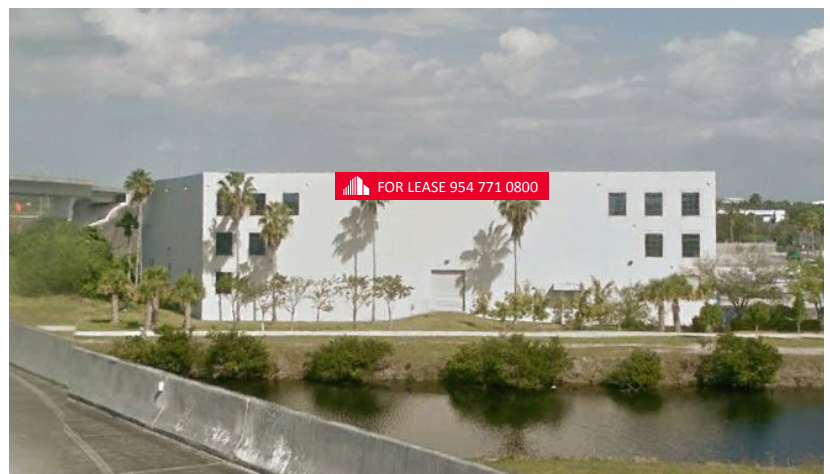
The South Florida Industrial Team will implement an aggressive marketing and canvassing program directed at users on a national and local basis. We will contact prospective tenants through relationship leveraging, cold calling, direct mail and flyers, and will solicit all tenants that fit the prospective tenant profile to promote the leasing opportunities at Prologis 251 International Parkway.

To demonstrate accountability of our efforts, Cushman & Wakefield proposes weekly conference calls to discuss detailed marketing efforts. During this call, the Team will share with Prologis what information has been gathered during the prior week while canvassing efforts have been exhausted within the defined geography.

WEBSITE & VIDEO

Cushman & Wakefield will create a website that effectively communicates the property's attributes. The website will display the following to assist with marketing and ease of information access to our audience.

- Building specifications
- Detailed information on location, transportation, labor and incentives
- Overview of local amenities
- Floor plans/site plan
- Photos/aerials
- Virtual tour
- Tenant Updates
- Aerial Flyover Video



PUBLIC RELATIONS & ADVERTISING CAMPAIGN

News articles earn the respect and admiration of potential customers, increasing the “buzz” about the property and boosting its desirability. Cushman & Wakefield has engaged Meyer Media as its Industrial Platform PR firm. This group creates strategic, aggressive, multifaceted public relations programs. We develop newsworthy story angles about the property’s unique characteristics and then contact journalists and editors who can feature the asset in stories about the market. Cushman & Wakefield recommends targeting relevant print and online industry publications, with news releases, feature articles, and by-lined articles. Specific industry publications including, but not limited to, the following:

- South Florida Business Journal
- Daily Business Review
- Sun-Sentinel
- Trade publications (Site Selection Magazine, Inbound Logistics Magazine, etc.)

All public relations stories will be submitted to and approved by a designated Prologis representative and Cushman & Wakefield prior to release.

SPECIAL EVENTS

Cushman & Wakefield recommends hosting a broker event to introduce Prologis and 251 International Parkway. With such prominence and visibility, this property warrants a significant event including dignitaries from the City of Sunrise

SPEAKING ENGAGEMENTS

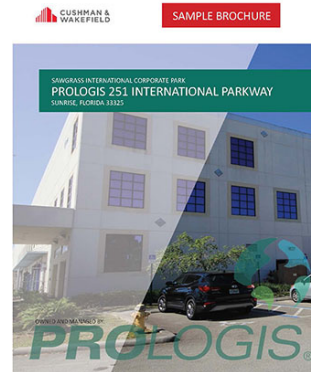
- Industrial Real Estate Conference
- NAIOP Meetings/Bus Tours
- SIOR

Branding

SUGGESTED MARKETING COLLATERAL / TASKS



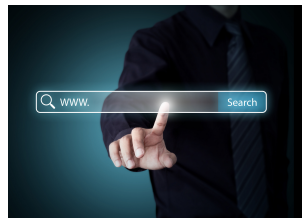
Property signage



Property brochure, flyer & e-blast



Advertising



Website



Public relations



Banner



Prospective broker/tenant event



Speaking opportunities

PRELIMINARY MARKETING TIMELINE



FIRST 15 DAYS

- Install marketing signage/banner
- Building entered into electronic databases
- Utilize Cushman & Wakefield marketing and PR support to generate publicity for the property
- E-blast to Cushman & Wakefield Industrial Forum
- Determine plan for on-site Marketing Table
- Identify and begin marketing to selected list of 50K+ SF industrial tenants in the market
- Send listing announcement e-blast to South Florida Industrial Brokers
- Send announcement and flyer to the SIOR database
- Aerial photographs
- Hold first weekly internal strategy meeting

FIRST 60-90 DAYS

- Host broker event to re-introduce this new opportunity
- Second e-mail blast to South Florida Industrial Brokers

FIRST 30 DAYS

- Create & finalize property brochure
- Website up and running
- First marketing meeting/call with Prologis to review progress/discuss strategy
- Identify potential sponsorship opportunities for the coming year
- Marketing Table up and running

ONGOING

- Weekly marketing update report on Prologis form
- Continue direct marketing/calling on large tenants in the market
- Send monthly e-blasts to South Florida Industrial Brokers
- Keep website updated and relevant; use e-blasts to drive views
- Weekly user activity reports to be created

A photograph of chess pieces on a white surface. In the foreground, a white king piece is partially visible on the left. Behind it, a line of four white pawns increases in size from left to right. To the right of the pawns, a black king piece stands prominently. The background is split diagonally from the top right to the bottom left, with the upper right portion being light grey and the lower left portion being white.

VII. PARTNERING WITH PROLOGIS

A strong and
committed
partnership with a
common goal.

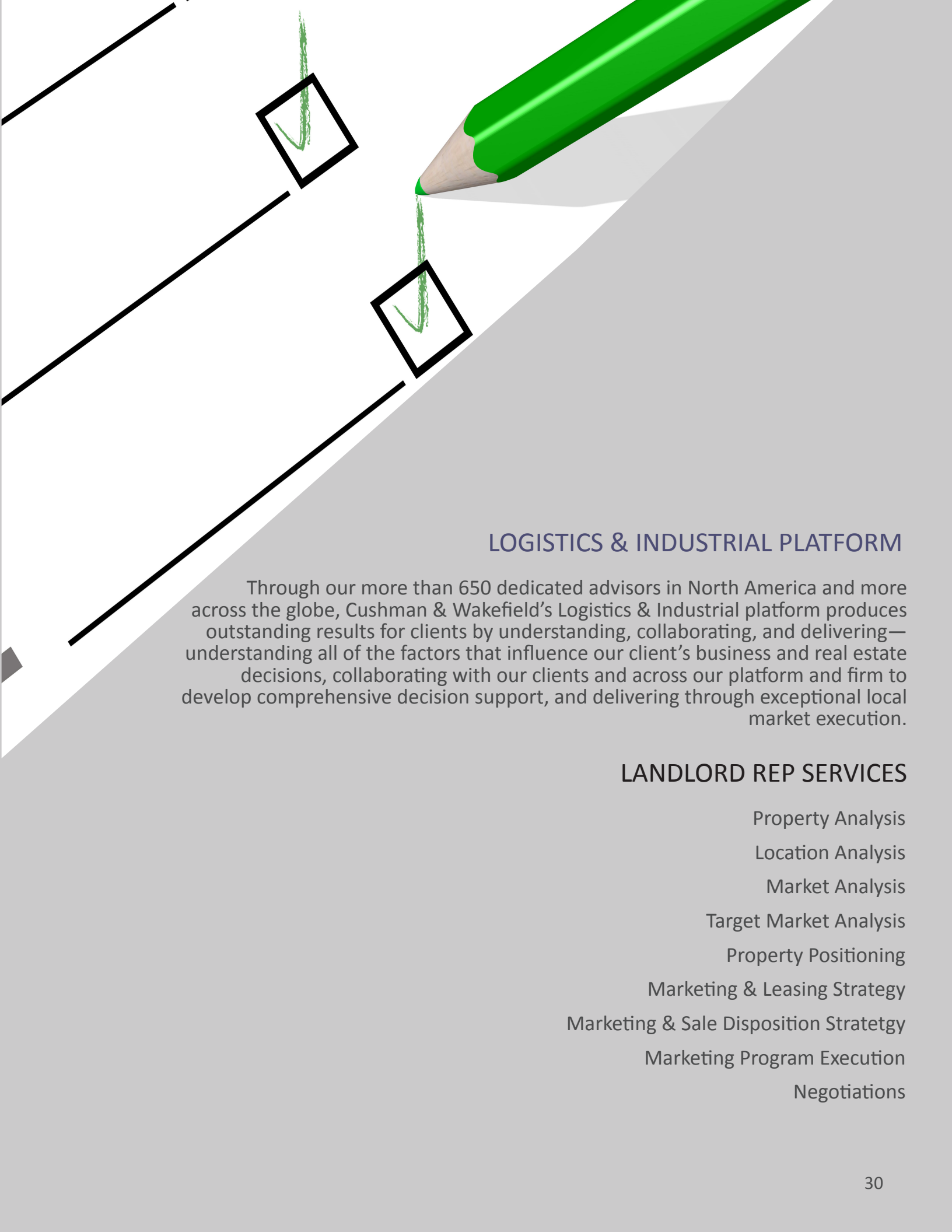


- ACCESS TO BROAD REACH AND CAPABILITIES -
- HISTORY AND FAMILIARITY WITH THE PROPERTY-
- “BRANDED” AS PART OF THE PROPERTY -



- A PROVEN DEVELOPER OF QUALITY PRODUCT KNOWN FOR SAVVY DEAL-MAKING -
- GREAT TENANT RELATIONSHIPS -

**PARTNERING
TOGETHER FOR
SUCCESS**



LOGISTICS & INDUSTRIAL PLATFORM

Through our more than 650 dedicated advisors in North America and more across the globe, Cushman & Wakefield's Logistics & Industrial platform produces outstanding results for clients by understanding, collaborating, and delivering—understanding all of the factors that influence our client's business and real estate decisions, collaborating with our clients and across our platform and firm to develop comprehensive decision support, and delivering through exceptional local market execution.

LANDLORD REP SERVICES

- Property Analysis
- Location Analysis
- Market Analysis
- Target Market Analysis
- Property Positioning
- Marketing & Leasing Strategy
- Marketing & Sale Disposition Strategy
- Marketing Program Execution
- Negotiations

LOGISTICS & INDUSTRIAL OVERVIEW



650+

Logistics & Industrial professionals in North America



200+

Offices in more than 200 global cities



#1

Top market share of U.S. industrial leasing



Outstanding results through understanding, collaborating and delivering.



VIII. APPENDIX

PREPARED BY

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