

# **CBIZ Gibraltar Multi-Market Capabilities Overview**





CBIZ Gibraltar Real Estate Services, LLC

# **CBIZ Gibraltar:** Company Overview



Client Diversity

Experience in technology, non-profit, professional & financial services, legal, health care, government requirements and more...



Transaction Volume

Completed transactions over the past 4 years, with more than \$1B in lease value



Over 34 Years of Experience

One of the longesttenured teams. Over 2,000 assignments completed



National, Multi-Market Presence

Significant experience in national client representation

### Exclusive Tenant Advocacy 1

**100% Tenant-Focused and Conflict-Free** 



global tenant representation

### Exis Partnership

Largest global tenant only platform, one of the 15 founding members

> 44 Locations

35+ Countries

2,500 Annual Transactions



## **CBIZ Gibraltar:** Team Overview





**BEN BRUNO Operating Expense** and Tax Auditing



**CHRIS BALTIMORE** Tax Incentives

**KERRI CHURCH** Tax Incentives





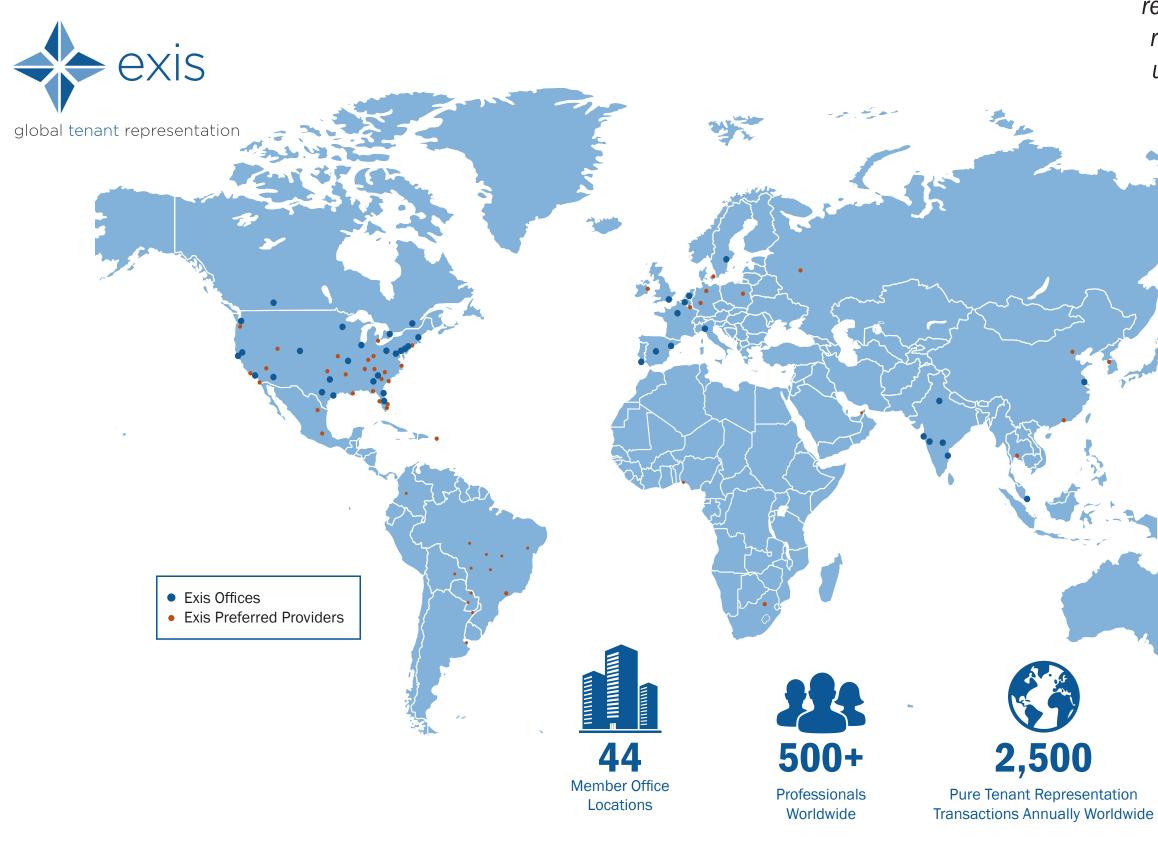
# **CBIZ Gibraltar:** Select Client Experience



# SERVICES

Health Managem

# **Portfolio Advisory:** *Our Global Reach*



Our trusted organization of tenant representation experts offers commercial real estate services for tenants and end users around the globe, from Seattle to Sydney, and every place in between.



# **Portfolio Advisory:** *Portfolio Management Overview*

### **ADVISORY SERVICES**

- Strategic Planning
- Contract Negotiation
- Market Research & Analysis
- Lease Support Services

- Site Selection
- Jurisdictional Incentives
- Proposal & Letter of Intent Negotiation
- Disposition Services

### **FINANCIAL SERVICES**

- Lease Comparison
- Lease vs. Own
- Build-to-Suit Modeling

### LEASE MANAGEMENT

- Remaining Lease Liability & Budgeting
- Operating Expense & Real Estate Tax
  Auditing
- Critical Date Management
- Lease Abstracting

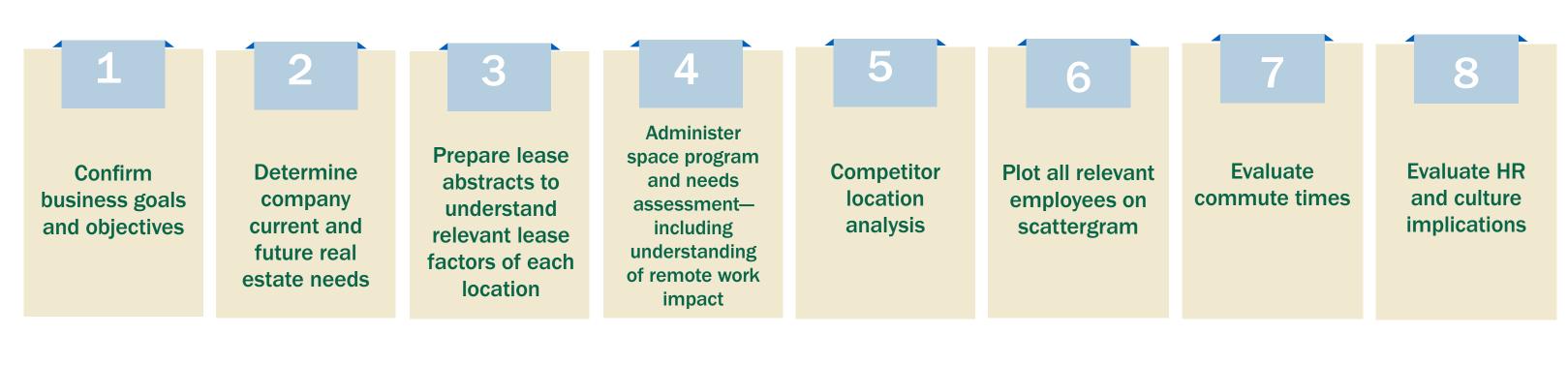
### **WORKPLACE SOLUTIONS**

- Project Coordination & Reporting
- Project Cost & Management
- Design/Construction Oversight

- Facility Evaluation
- Move Management
- LEED Identification & Coordination



### **Transaction Advisory:** Understand



### Sample Lease Abstract

		LEASE ABSTRAC					
		Insert Date Here	TOKIO MARINE NORTHAMERICA				
		BUILDING ADDRESS					
		Total RBA	NG ADDRESS				
		Year Built					
		Stories					
		Typical Floor					
		Property Management					
		Tenant 🦲					
		Landlord					
		LEASE DOCUMENT SUMMAR					
Date	Document		Description				
	Original Lease						
	1st Amendmer						
		CRITICAL DATE & NOTICES					
Section							
(	Execution Date						
	Commencement Date						
	Expiration Date						
		ion Notification Date					
	Termination C	ption Notification Date					
		FINANCIAL PROVISIONS					
Section							
	Rental Forma						
		axes & Operating Expenses					
	2018 Real Estate Taxes & Operating						
	Expenses						
		RENTAL PAYMENTS					
Section X Amendment X SF	\$/RSF/Year	Monthly	Annual				

### Sample Commute Study

		Drive Ti	me Study				
From	To		Time of Day		Approx. Travel Time		
1 Ravinia Drive NE (TMM Office)	IM Office) Alpharetta, GA		8:00 AM 4:30 PM		20-28 minutes 24-48 minutes		
Alpharetta, GA	1 Ravinia Drive NE (TMM Office)		8:00 AM 4:30 PM		20-35 minutes 20-35 minutes		
1 Ravinia Drive NE (TMM Office) Kennesaw, GA (PHLY Office)		ce)	8:00 AM 4:30 PM		28-40 minutes 30-110 minutes		
Kennesaw, GA (PHLY Office) 1 Ravinia Drive NE (TMM O		Office)	(ce) 8:00 AM 4:30 PM		30-65 minutes 28-45 minutes		
1 Ravinia Drive NE (TMM Office)	ia Drive NE (TMM Office) ATL Airport		8:00 AM 4:30 PM		28-40 minutes 35-100 minutes		
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Alpharetta, GA	Kennesaw, GA (PHLY Offic	- 430 FM 40-75 INHONS		iutes iutes			
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Alpharetta, GA	ATL Airport		4:30 PM 40		40-60 mir 40-110 mi	nutes	_
ATL Airport	Alpharetta, GA		8:00 AM 4:30 PM		45-70 mir 45-90 mir	utes utes	
*Source: Google M	sta.	То	Drive Tir	me Study T	ime of Day	Approx. 1	Travel Time
1 Ravisia Dave NE (TMM OBos) Aphanetia GA 1 Ravisb Dave NE (TMM OBos)		Alpharetta, GA			8.00 AM 4.30 PM	20-28 minutes 24-48 minutes	
		1 Ravinia (	1 Ravinia Drive NE (TMM Office)		8.00 AM 4.30 PM		minutes minutes
		Kennesaw, GA (PHLY Office)		4.30 PM 31		minutes minutes	
Kennesaw, GA (PHLY Office)		1 Ravinia Drive NE (TWM Office)			8.00 AM 4.30 PM	30-65 minutes 28-45 minutes	
	nia Drive NE (TMM Office)	ATL Airport		8.01 AM 4.30 PM 8.02 AM		28-40 minutes 35-100 minutes 30-55 minutes	
ATL A		1 Ravinia Drive NE (TMM Office)		4.30 PM 8.01 AM		30-55 minutes 30-55 minutes 40-60 minutes	
	etta, GA saw, GA (PHLY Office)	Kennesaw, GA (PHLY Office) Alpharetta, GA		4.30 PM 8.00 AM		40-75 minutes 40-65 minutes	
	etta, GA (PHLY Office)	Alpharetta,			4.30 PM 8.02 AM	40-65 40-60	minutes minutes
ATL A		Alpharetta			4 30 PM 8 00 AM	45-70	minutes minutes
	-				4:30 PM	45-50	minutes

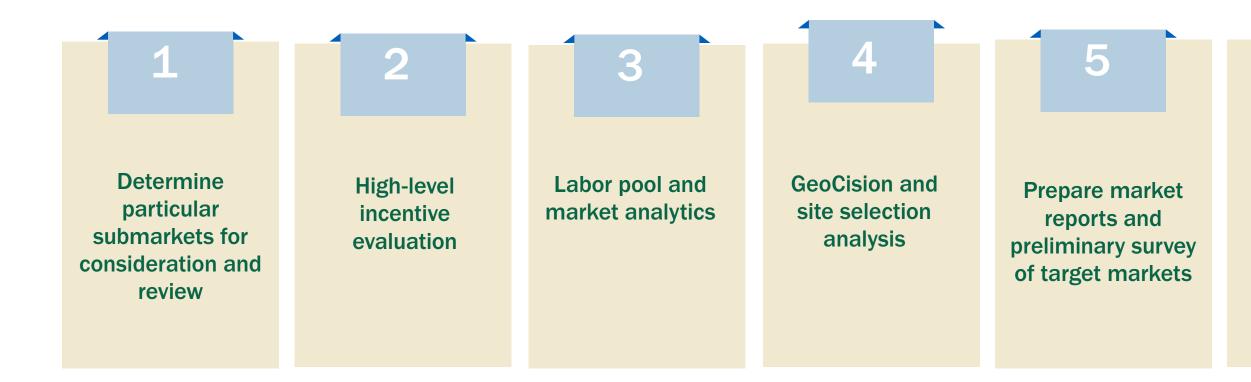
### Location Analysis

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views 📩	
ARE	
	Steerwood
impeting Insurance Companies	Sidel Boinar Sanger
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	Denter
5500 Quorum Dr	Ponst
	argue O
fety Employees	20
All items	
	Flower Mound
/IHCC Office Location - 7950 Legac	Atancia Power mound
	9805
7950 Legacy Dr	Keler GrapMine Alistan
/IHCC Employees	Segmow North Euless Q
All items	Lake Worth Holtom City
4	Settlement Fort Worth ma Settlement
LY/TMA/TMNAS Office Location	Settlement Fort Worth W Arlington Grand F
5340 Legacy Dr · PHLY/TMA/TMNAS	Benbrook Forest Hill
LY/TMA/TMNAS Employees	+ Crowley
All items	- Durisson Mansfield
	(130)





### **Transaction Advisory:** *Evaluate*



### Sample Market Report



### Sample GeoCision Report

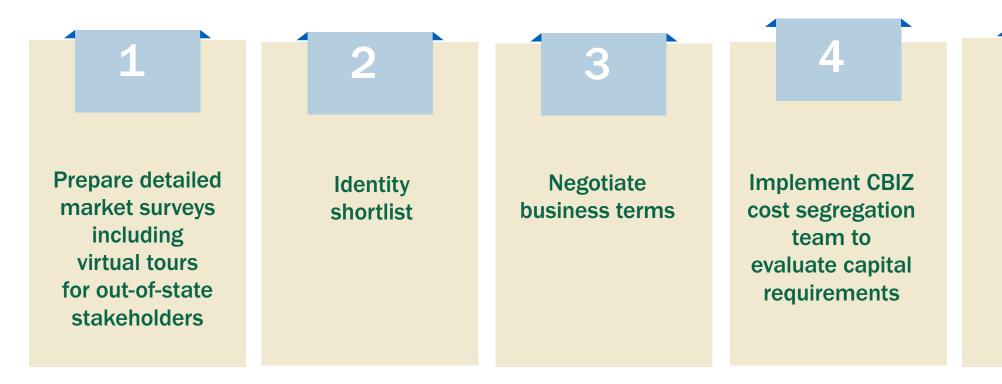


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Creation of consolidation analysis and master plan

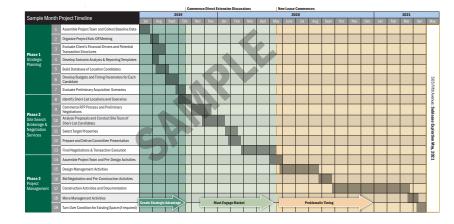


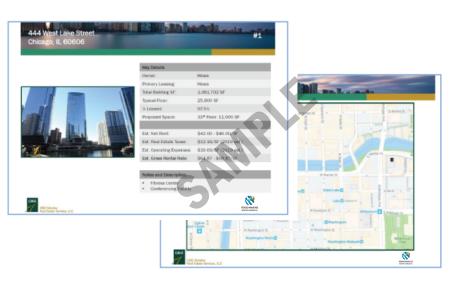
### **Transaction Advisory:** *Execute*



### Sample Timeline

### Sample Market Survey







### Project Management Services (if required)



### **Transaction Advisory:** Beneath The Surface

### Rent

Loss Factor Net v. Gross **Commencement Date** Tax & Operating Expenses



Concessions **Delivery Condition** Work Allowance Work Letter Base Building Work **Beneficial Occupancy** Free Rent **Offset Rights** 

**Operating Expenses** Tenant's Share Audit Rights Cap on Controllables

Landlord Services Hours HVAC Elevators Cleaning Security

**Options** Renewal Expansion Phase-In

**Real Estate Taxes** Definition Share Protection Payment

Sublet & Assignment Landlord's Consent **Recapture rights** Sublease profile

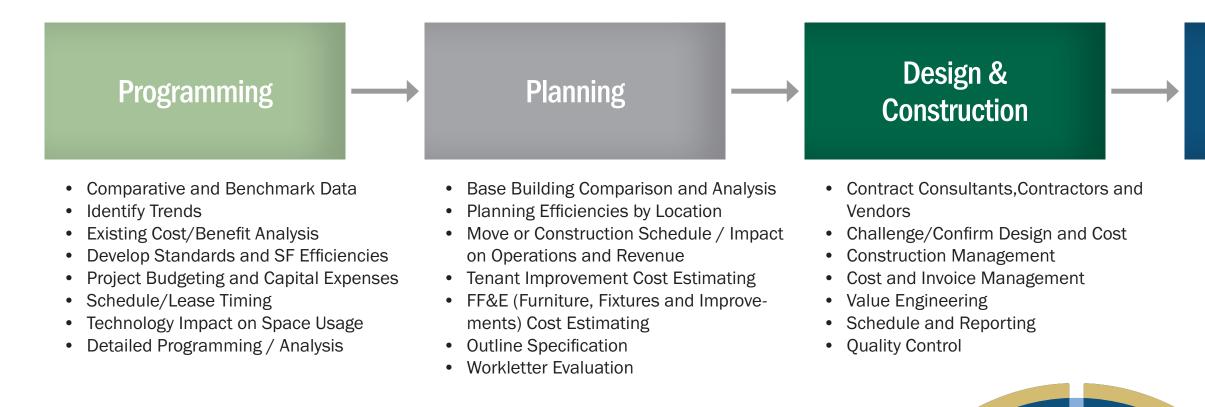
**Miscellaneous** Insurance Alterations Restoration Repairs Signage Security Compliance **SNDA** Rent Abatement Defaults Use Clause **Roof Space** Force Majeure

Contraction Termination



**Electricity** Basis Meters Capacity

# **Workplace Solutions:** Sample Management Process & Overview



Initial space programming and strategic planning Space standards and outline construction specifications Preliminary project budgeting Work letter review

On-time and on-budget delivery

Single-sources

### Move Management & **Close Out**

- Negotiate, Schedule and Coordinate Movers
- Warranty Information
- Final Billing / Lien Waivers
- Punch List •

Best value in facility design construction

- Move Communications
- Post Occupancy Evaluation
- Gibraltar Evaluation



# **CBIZ Gibraltar:** Value Proposition

Our framework of a conflict-free, experienced and motivated team provides our clients with superior results and best-in-class advisory services.







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