



# CBIZ Gibraltar Multi-Market Capabilities Overview



CBIZ Gibraltar  
Real Estate Services, LLC



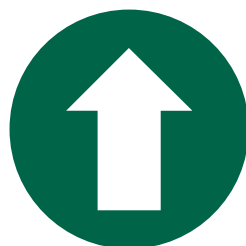


# CBIZ Gibraltar: *Company Overview*



## Client Diversity

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



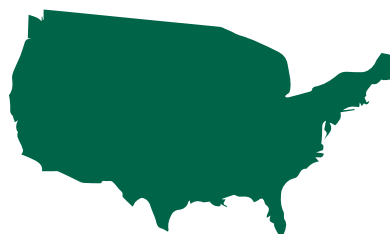
## Transaction Volume

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



## Over 34 Years of Experience

One of the longest-tenured teams. Over 2,000 assignments completed



## National, Multi-Market Presence

Significant experience in national client representation



global tenant representation

## Exis Partnership

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

**44**  
Locations

**35+**  
Countries

**2,500**  
Annual Transactions

**Exclusive Tenant Advocacy | 100% Tenant-Focused and Conflict-Free**



# CBIZ Gibraltar: *Team Overview*



**STEVE JOSEPH**



**ERIC GALANTI**



**BEN COOPER**



## TRANSACTION MANAGEMENT



**BILL MAIN**  
Executive Vice  
President



**NOAH TURNER**  
Senior Vice  
President



**NATALIA KURINNA**  
Vice President of  
Client Services



**GRANT HUTCHERSON**  
Associate

## WORKPLACE SOLUTIONS



**SEAMUS BYRNE**  
Senior Vice President, Program Management

## LABOR ANALYTICS



**JOSH BAYS**  
Senior Vice President

## ADDITIONAL CBIZ INTEGRATED SERVICES



**BEN BRUNO**  
Operating Expense  
and Tax Auditing



**FRANK CAMPAGNA**  
Risk & Advisory  
Services



**CHRIS BALTIMORE**  
Tax Incentives



**KERRI CHURCH**  
Tax Incentives



**LARRY ROSENBLUM**  
Cost Segregation



CBIZ Gibraltar: *Select Client Experience*





# 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.*



- Exis Offices
- Exis Preferred Providers



**44**

Member Office Locations



**500+**

Professionals Worldwide



**2,500**

Pure Tenant Representation Transactions Annually Worldwide



CBIZ Gibraltar Real Estate Services, LLC



# 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

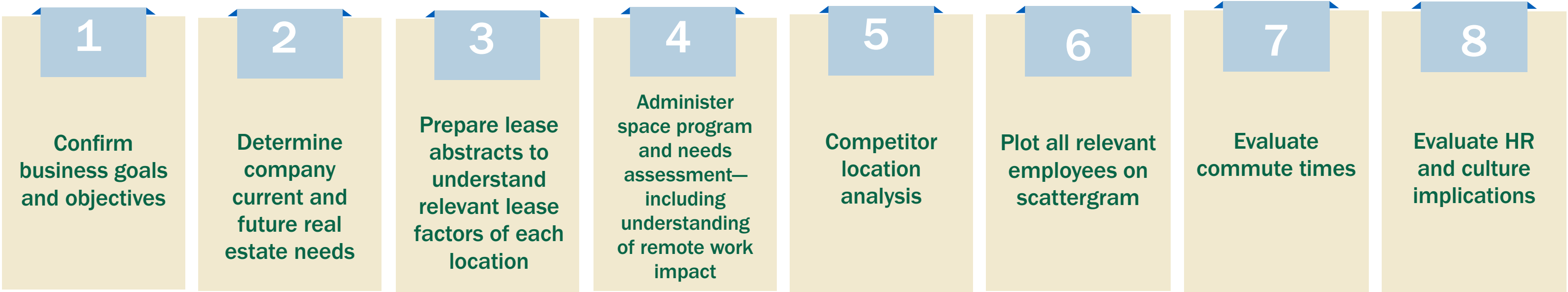
- Remaining Lease Liability & Budgeting
- Operating Expense & Real Estate Tax Auditing
- Critical Date Management
- Lease Abstracting

## WORKPLACE SOLUTIONS

- Project Coordination & Reporting
- Project Cost & Management
- Design/Construction Oversight
- Facility Evaluation
- Move Management
- LEED Identification & Coordination



# Transaction Advisory: *Understand*



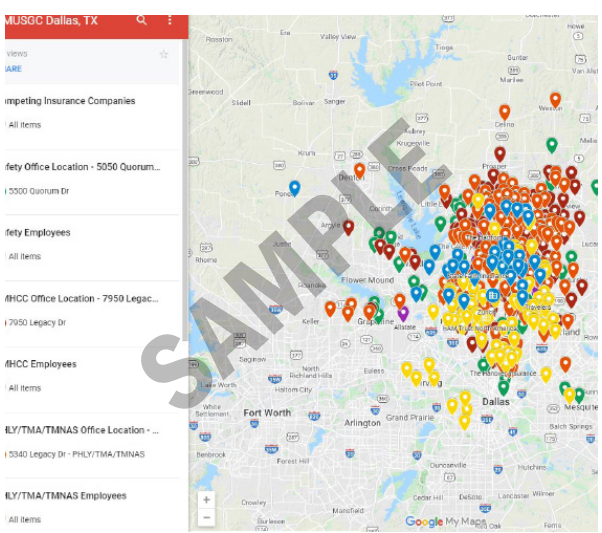
Sample Lease Abstract

LEASE ABSTRACT		
Insert Date Here		
BUILDING ADDRESS		
Total RBA		
Year Built		
Stories		
Typical Floor		
Property Management		
Tenant		
Landlord		
LEASE DOCUMENT SUMMARY		
Date	Document	Description
	Original Lease	
	1 <sup>st</sup> Amendment	
CRITICAL DATE & NOTICES		
Section	Execution Date	
	Commencement Date	
	Expiration Date	
	Extension Option Notification Date	
	Termination Option Notification Date	
FINANCIAL PROVISIONS		
Section	Rental Format	
	Real Estate Taxes & Operating Expenses	
	2018 Real Estate Taxes & Operating Expenses	
RENTAL PAYMENTS		
Section X	\$/RSF/Year	Monthly
Amendment X SF		Annual

Sample Commute Study

Drive Time Study			
From	To	Time of Day	Approx. Travel Time
1 Ravinia Drive NE (TMM Office)	Alpharetta, GA	8:00 AM	25-30 minutes
Alpharetta, GA	1 Ravinia Drive NE (TMM Office)	8:00 AM	24-30 minutes
1 Ravinia Drive NE (TMM Office)	Kennesaw, GA (PHLY Office)	8:00 AM	25-35 minutes
Alpharetta, GA	1 Ravinia Drive NE (TMM Office)	8:00 AM	24-30 minutes
1 Ravinia Drive NE (TMM Office)	ATL Airport	8:00 AM	35-45 minutes
Kennesaw, GA (PHLY Office)	1 Ravinia Drive NE (TMM Office)	8:00 AM	35-45 minutes
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Alpharetta, GA	ATL Airport	8:00 AM	40-45 minutes
ATL Airport	Alpharetta, GA	8:00 AM	45-50 minutes
*Source: Google Maps			
Drive Time Study			
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*Source: Google Maps			

Location Analysis





# Transaction Advisory: *Evaluate*

# 1

**Determine particular submarkets for consideration and review**

2

## High-level incentive evaluation

3

## Labor pool and market analytics

4

## GeoCision and site selection analysis

5

**Prepare market reports and preliminary survey of target markets**

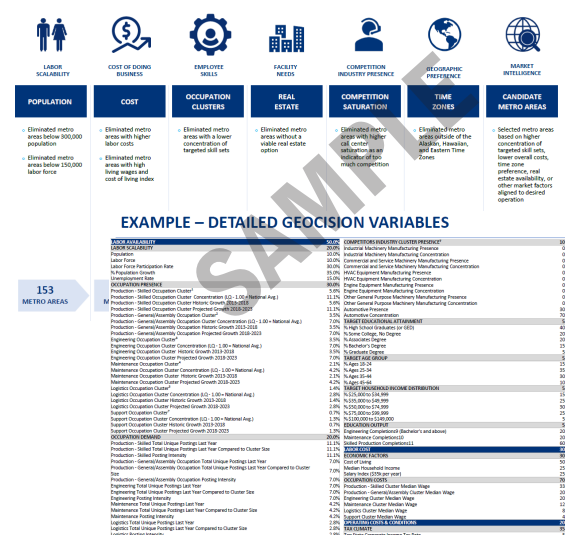
6

## Creation of consolidation analysis and master plan

## Sample Market Report

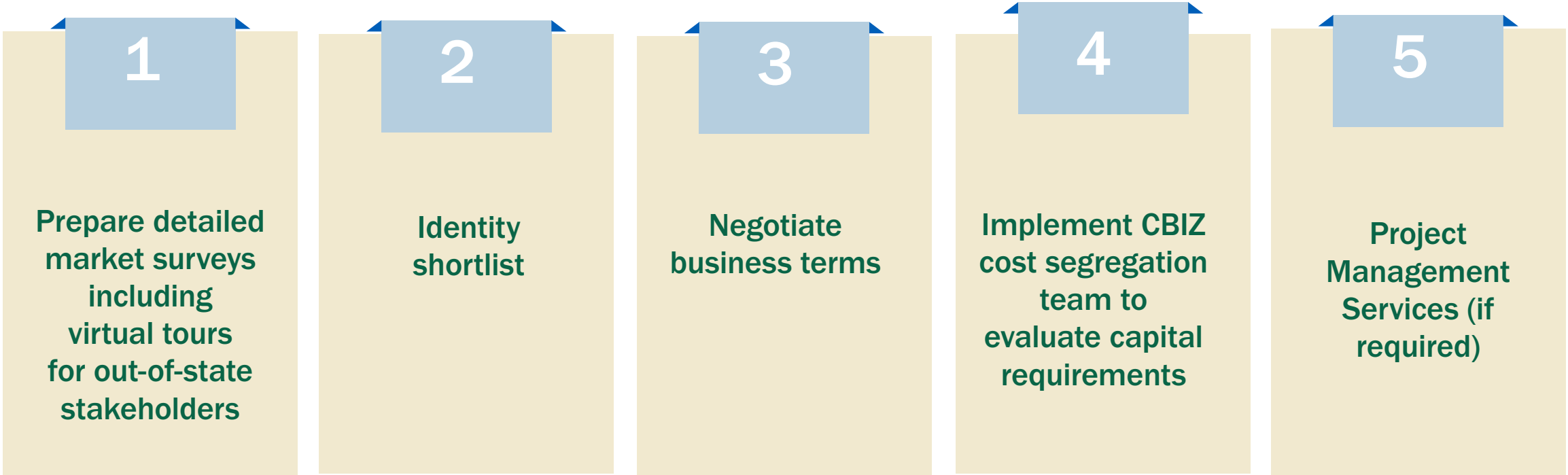


## Sample GeoCision Report

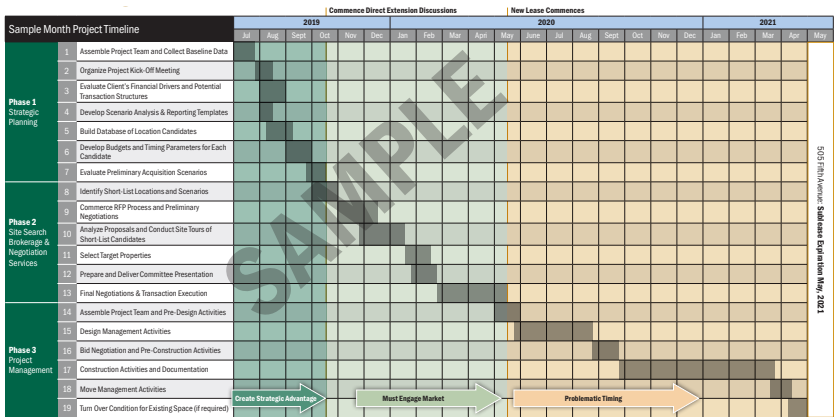




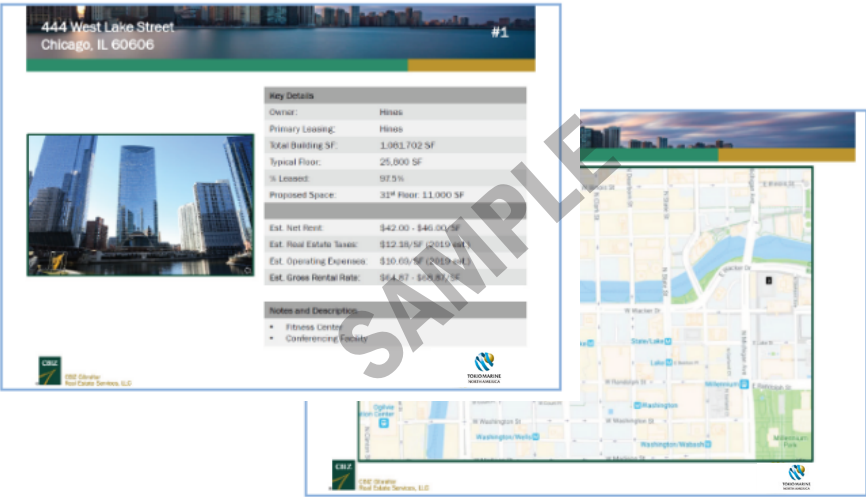
# Transaction Advisory: *Execute*



Sample Timeline



Sample Market Survey

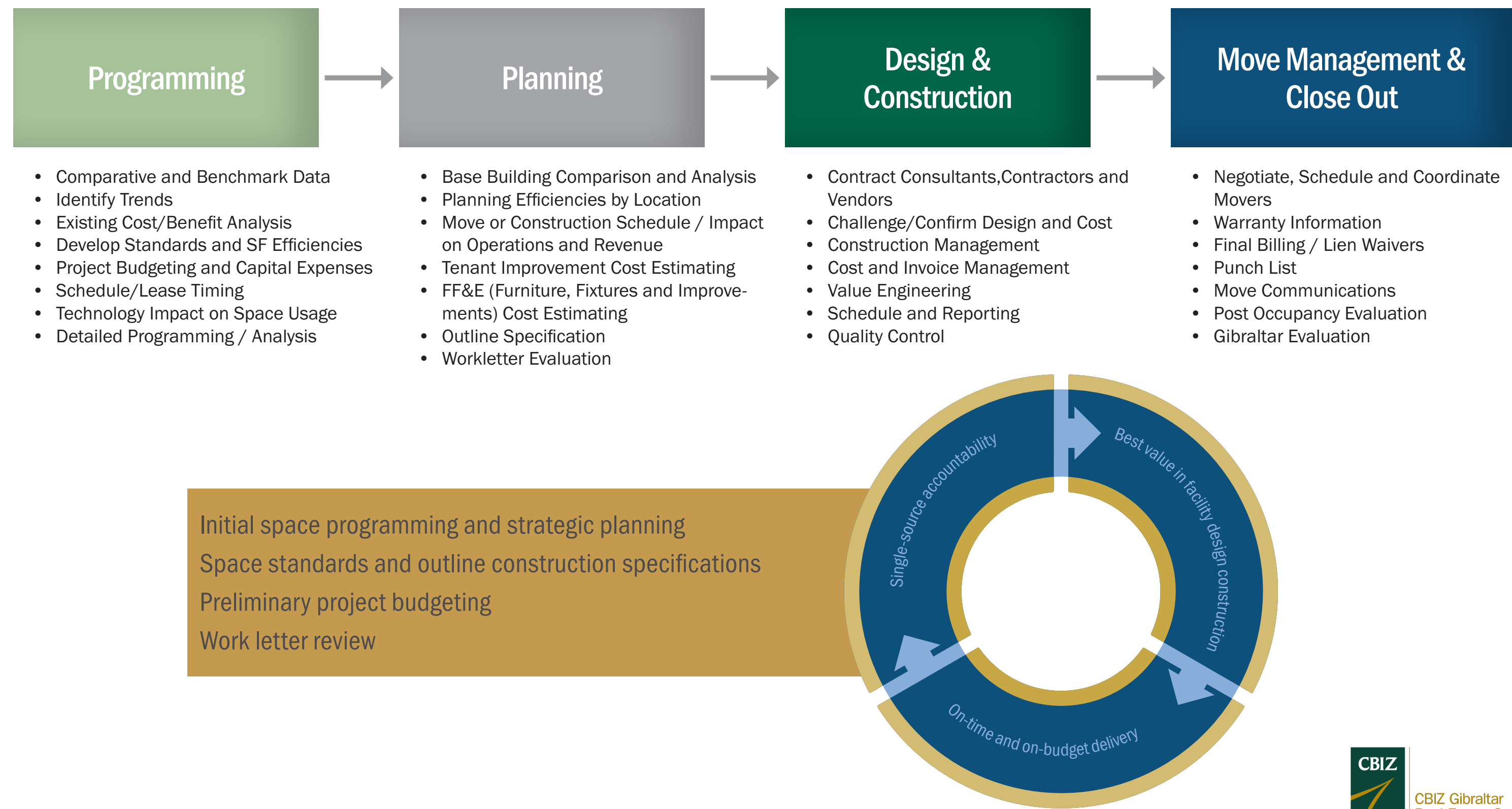


# Transaction Advisory: *Beneath The Surface*





# Workplace Solutions: Sample Management Process & Overview



# 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.







CBIZ Gibraltar  
Real Estate Services, LLC

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