



CUSHMAN &
WAKEFIELD

High Performance Buildings Seminar

October 1, 2015

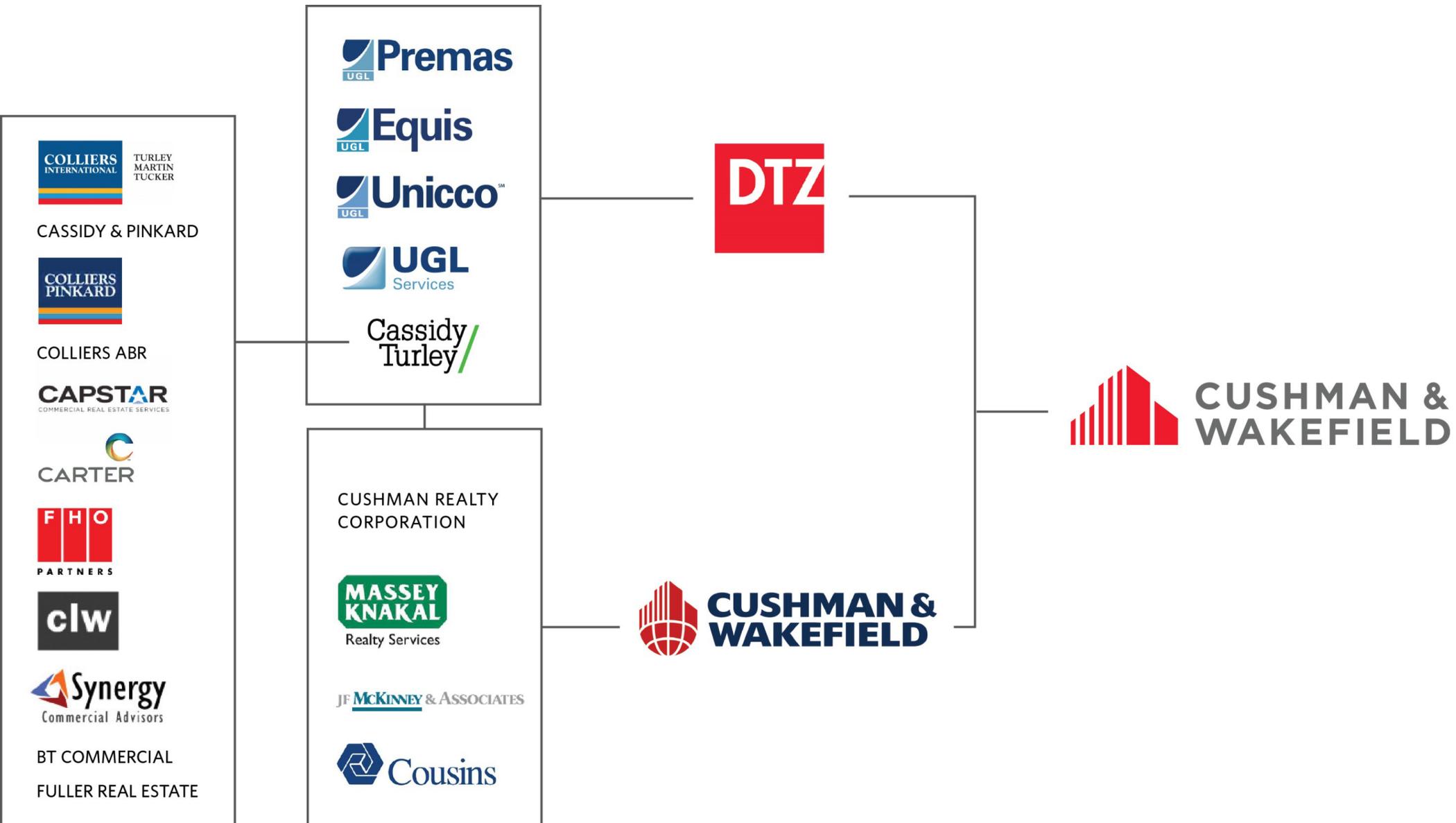
Key Statistics

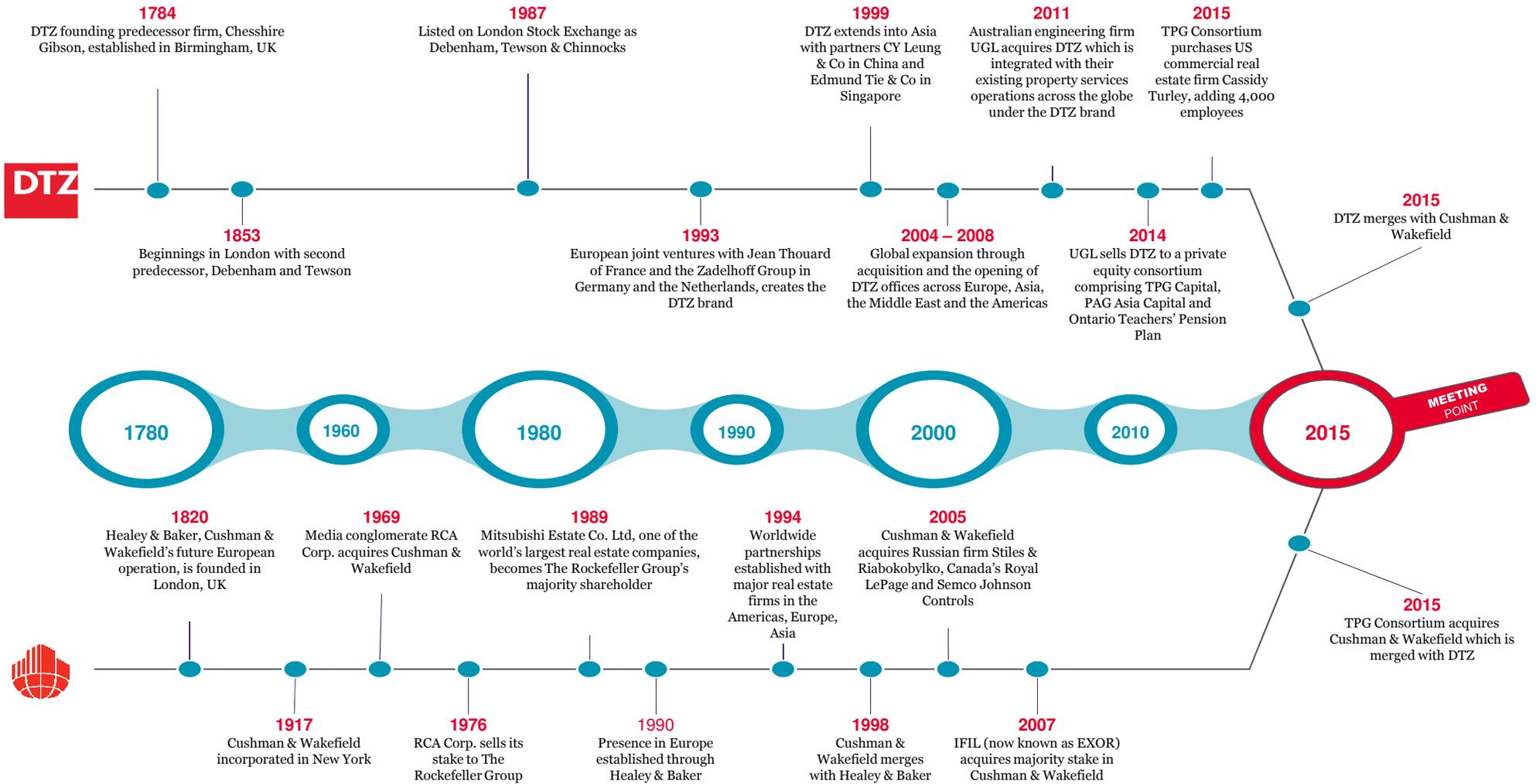
WELCOME TO CUSHMAN & WAKEFIELD

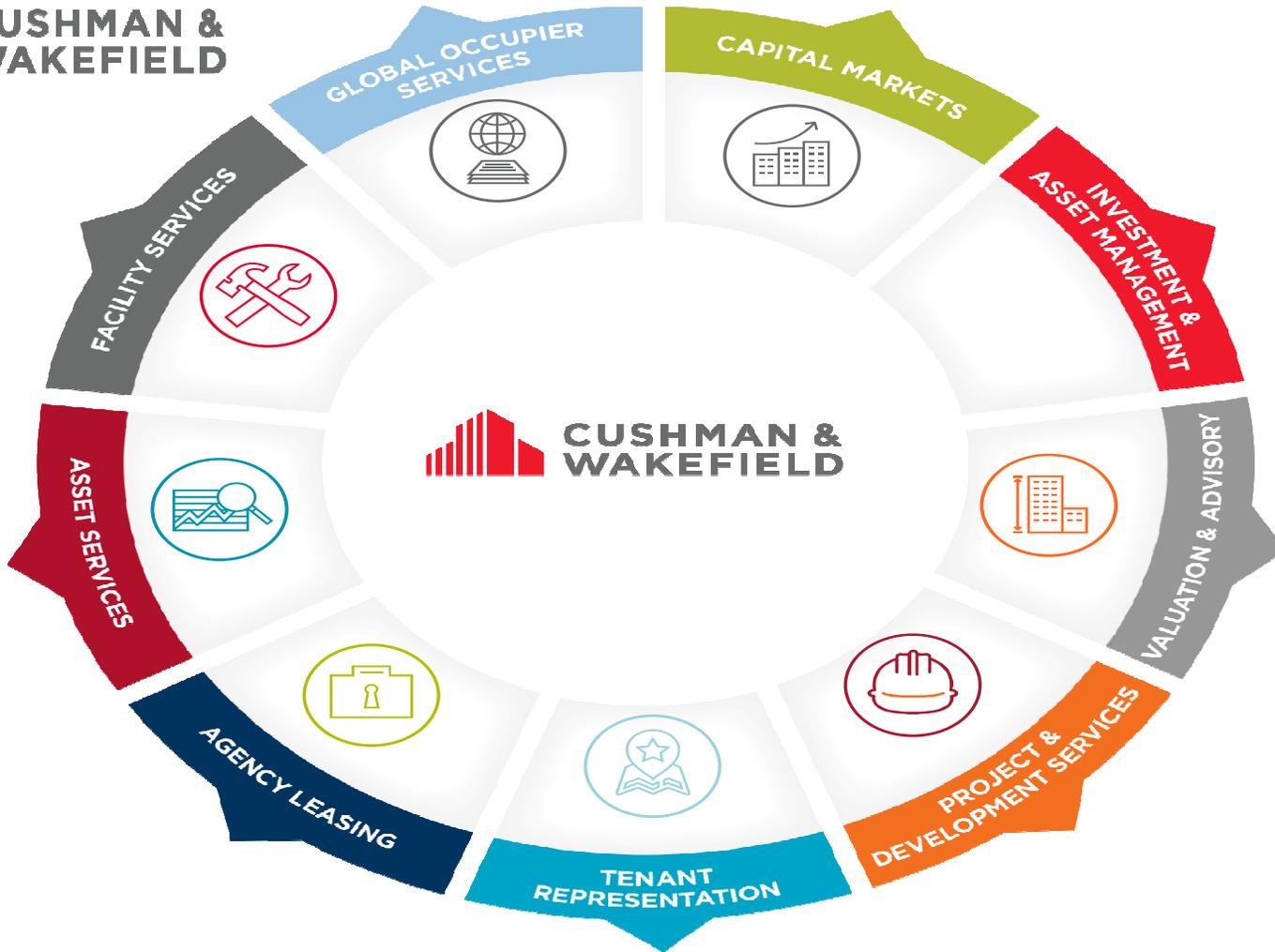
The combined firm, carrying the iconic Cushman & Wakefield brand, becomes one of the largest commercial real estate services firms in the world.



Visit: www.cushmanwakefield.com or follow us on Twitter: @CushWake







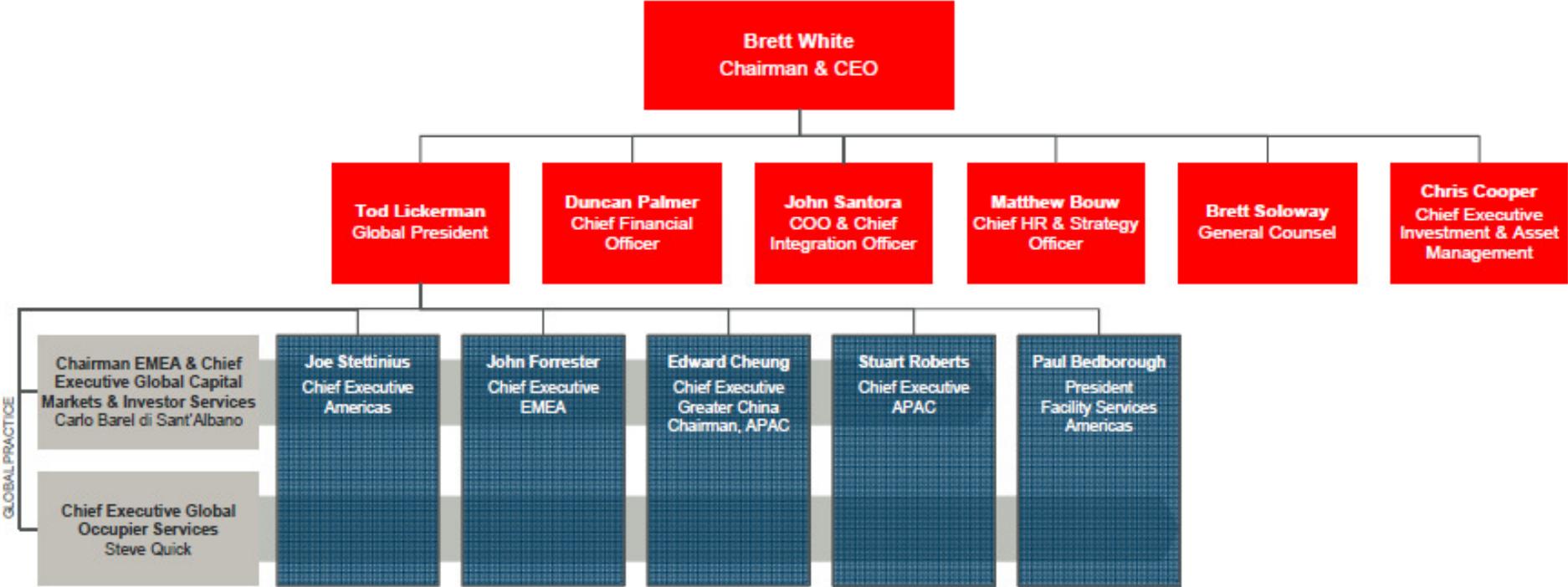
Why Clients Choose Cushman & Wakefield



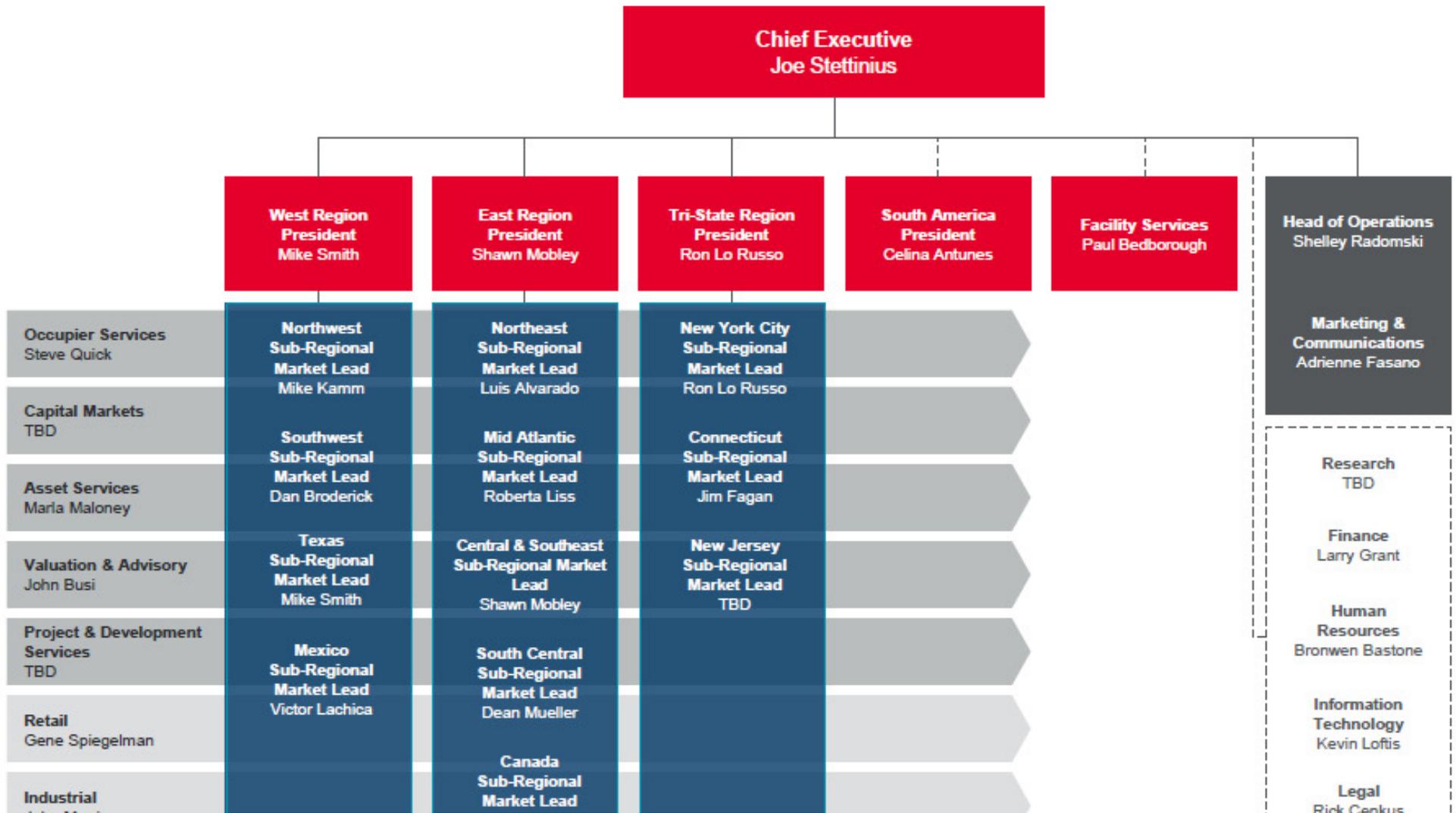
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Cushman & Wakefield

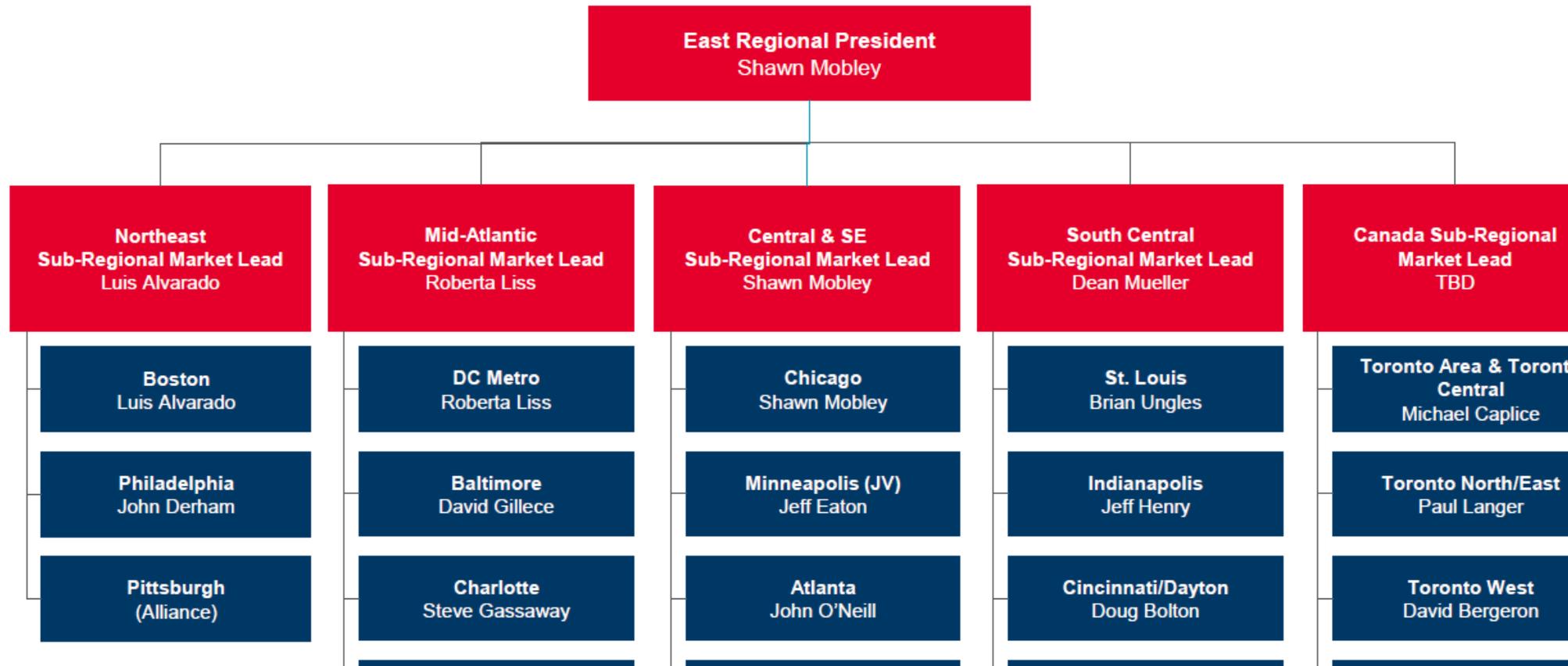
Global Organization Structure



Americas Commercial Leadership Team



Americas – East Region





CINCINNATI BUSINESS COURIER





Leading Global Real Estate Firms Mark Sixth Year of Improved Sustainability

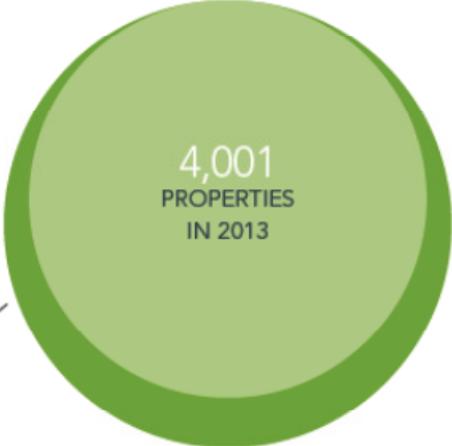




ULI Greenprint Center for Building Performance

Focuses on reducing carbon footprint of existing buildings – 1/3rd of all global carbon emissions

Led by an advisory board, which shares the performance results with the public through the **GREENPRINT PERFORMANCE REPORT**



5,224 PROPERTIES IN 2014

31% increase in properties





112 MILLION SQUARE METERS IN 2014
(1.2 BILLION SQUARE FEET)

18% increase in building area





214 PROPERTY FUNDS IN 2014

14% increase in property funds





Performance Snapshot

YEAR OVER YEAR—LIKE FOR LIKE



ENERGY CONSUMPTION

energy
-3.3%

2013: 12,246 million kWh
2014: 11,847 million kWh
3,446 properties



CO₂e EMISSIONS

carbon
-2.7%

2013: 4,460 thousand mt
2014: 4,340 thousand mt
3,446 properties





COST

cost of energy³
+1.2%

2013: €535.2 million (\$683.6 million)
2014: €541.6 million (\$691.7 million)
1,867 properties



ELECTRICITY

electricity
-2.0%

2013: 8,589 million kWh
2014: 8,417 million kWh
3,446 properties



WATER USE

water
-1.9%

2013: 55.6 million kiloliters
2014: 54.5 million kiloliters
2,383 properties



DENSITY

occupancy
+0.3%

2013: 93.3%
2014: 93.6%
3,190 properties





“LEED is seen as an important attribute for tenants when considering a building. However, it may be a tie breaker, but never THE reason that a tenant chooses a building. It is an important marketing/recruiting tool for companies in today's market, but again not THE tool that companies use to recruit.”

Mike Hartmann,
Executive Managing Director





Industry-changing, Brain-stimulating Work

*In order to continue to grow, we
need more great people who want
to join us.*

We analyze. We challenge. We connect. We are innovators. The things we are achieving are revolutionizing the retail industry. By transforming data into knowledge, we are giving our partners a deep understanding of who their customer is and what they are about.

Throughout 84.51°, change is embraced, explored, and enhanced. We don't accept the status quo. We're always learning more. Always doing more. Always with a purpose. We believe in making people's lives easier and more satisfying. That's why we're always battling complacency, challenging our partners to view every business decision as opportunities to surprise and delight their customers. By embracing a partnership with a sustainable customer engagement model, we are



- Pursuing LEED Certification
- 140,000 SF of Class A+ office space
- 28,500 SF efficient office floorplates
- Unparalleled design and finishes
- On-site conference facility
- Outdoor terrace space for events and gatherings
- Adjacent to Cincinnati's finest dining and shopping options
- Traffic and streetscape widening upgrades
- Easy access to I-71 & the Norwood Lateral
- On-site management office
- 750-space five level parking garage
- Signage opportunities available
- 4.5 / 1,000 SF free parking ratio





“My experience in selling properties is that not much consideration is given by investors for buildings with LEED certification. I’m sure some buyers might be more in touch with that concept than others but in large part we don’t see it too much.”

Mike J. Sullivan, CCIM
Senior Vice President





“I very rarely see, hear or discuss anything that is related to the LEED or Energy Star related classifications.

We make sure that it is part of our listing material when we have it but most buyers either take it for granted or ignore it totally.”

James P. O'Connell, CCIM
Executive Managing
Director





INVESTMENT HIGHLIGHTS

- LEED Gold certified, world class asset
- Designed by Gyo Obata, founding partner of world renowned firm HOK
- 98% of the building income stems from contract tenancy and major law firms
- Stable, long-term cash flow with contractual rent growth
- 2,289 car parking garage
- Cincinnati is home to ten Fortune 500 Corporate Headquarters, more per capita than New York, Boston, Chicago and Los Angeles
- Over \$3.5 Billion of public and private infrastructure and development projects have been completed in the city's urban core since 2000



“We have not seen a large emphasis for industrial buildings. The sale value of real estate in our market is still driven by the traditional measures, age, condition, functional utility and, of course, location. High performance features help to protect values, but rarely increase it.”

**Thomas M. McCormick, SIOR,
CCIM**
Senior Vice President





“That said, developers, investors and users are implementing high performance principles (lighting, construction materials, exterior surfaces, water control, solar) where it is affordable and the positive results are quantifiable. The impact can be felt throughout our market. Two examples for industrial users are the conversion to high efficiency lighting in warehouses and production area and the addition of walking trails for large new developments. Owners that install these features see a quick pay back and employees have a better work environment.”





Local
Market
Results
Are
Mixed





Douglas Bolton
Market Leader
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