

JOHN MINERVINI // ROBIN DODSON // ERIK LARSON // CHRIS TOLLES // PAUL SIMS // MAYA SCHIRN

# TRANSACTION MANAGEMENT PORTFOLIO GROUP

OPTIMIZE YOUR PORTFOLIO, MAXIMIZE YOUR RETURNS

INDUSTRIAL

 CUSHMAN &  
WAKEFIELD

# Who We Are

Our team is focused on the Los Angeles industrial market along with servicing our multiple corporate accounts representing them on a multi-market basis. We bring a combined 150 years of experience representing both local and global occupiers and owners, providing end-to-end advisory services for industrial facilities, warehouses, distribution centers, and strategic land acquisitions.



**JOHN MINERVINI**  
Vice Chairman  
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**ROBIN DODSON**  
Executive Managing Director  
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**ERIK LARSON**  
Executive Managing Director  
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**PAUL SIMS**  
Director  
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**MAYA SCHIRN**  
Associate  
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# 2025

- YEAR END REVIEW -



**141**  
TRANSACTIONS  
COMPLETED



**+\$467M**  
IN TOTAL  
CONSIDERATION



**+5**  
MILLION  
SQUARE FEET

TMPG'S GLOBAL EXPERIENCE

**150+**

YEARS OF EXPERIENCE

**48/50**

U.S. STATES WHERE  
TRANSACTIONS HAVE BEEN  
COMPLETED

**57**

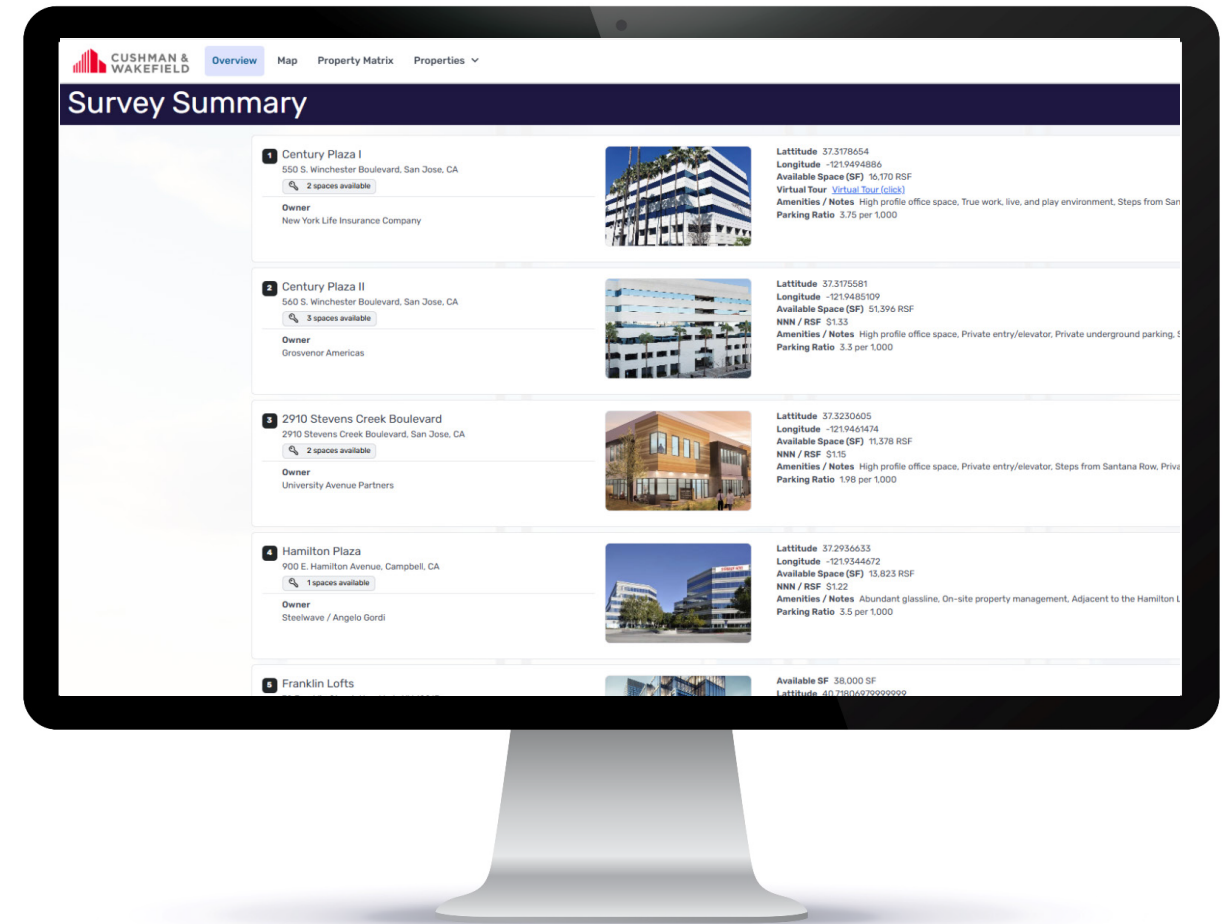
COUNTRIES AROUND  
THE GLOBE WHERE  
TRANSACTIONS HAVE BEEN  
COMPLETED

*\*The statistics are from 2021*

## OneAdvise—Our Digital Workflow Platform for Occupier Brokers

An advanced tool to create dynamic, customizable market surveys and tourbooks for a seamless and interactive property showcasing experience

- Automates the creation of customized, data-rich market surveys and tourbooks
- Features live market data, interactive maps, and property documents
- Enables brokers to develop tailored tourbooks using flexible templates and provide clients with a private portal for an elevated property tour experience



### Digital Market Surveys & Tourbooks

- Create digital surveys and tours in a matter of minutes
- Produce fast, data-backed recommendations
- Sophisticated digital experience for clients



### Lease Intelligence

- Lease abstraction automation tool
- Creates dynamic intelligence, putting lease benchmarking and market insights at a salesperson's fingertips
- Better and faster insights

# Trusted by Industry Leaders



Oakbrook, IL  
3.5 Million SF Portfolio Size  
300 Locations (US & Canada)  
Transaction Management Services  
Client Since 1995



Ramsey, NJ  
3 Million SF Portfolio Size  
200 Locations (US & Canada)  
Transaction Management Services  
Client Since 2008



Santa Monica, CA  
2 Million SF Portfolio Size  
+ 300 Locations (US)  
Transaction Management Services  
Client Since 2009



Allentown, PA  
+ 10 Million SF Portfolio Size  
+ 750 Locations (US)  
Transaction Management Services  
Client Since 2017



San Leandro, CA  
500,000 SF Portfolio Size  
20 Locations (US)  
Transaction Management Services  
Client Since 2022



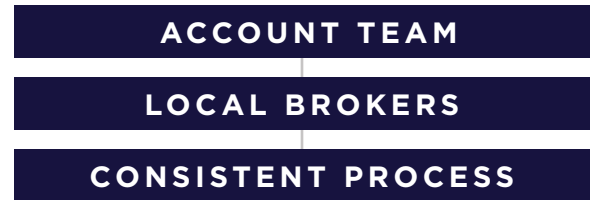
Lancaster, PA  
7 Million SF Portfolio Size  
200 Locations (US)  
Transaction Management Services  
Client Since 2023

INTERNATIONAL CASE STUDY

DOMESTIC CASE STUDY

## OUR TEAM'S GOAL IS TO HELP YOU NOT ONLY OPTIMIZE YOUR PORTFOLIO BUT TO MAXIMIZE YOUR TIME AND MITIGATE RISK. WE DO THAT WITH OUR PROVEN TRANSACTION MANAGEMENT PROCESS:

Our team practices a structured and formal process to initiate each transaction assignment, whether large or small. We believe a standardized methodology helps to minimize error and provides consistent information that everyone on the team can understand and recognize. C&W's process provides a level of efficiency, discipline, coordination, and reduced cycle time that produces immediate and tangible impacts to the bottom line. This standardized approach will ensure that transactions are managed and executed in a manner consistent with the Client's corporate, operational, and financial objectives, and standards. **The following outlines our Transaction Management process that guides our brokers' execution of transactions in every market, regardless of deal size.**



### DEFINED REQUIREMENTS AND FINANCIAL OBJECTIVES

- Determine transaction business direction
- Confirm scope, budget, and approval to proceed
- Confirm local market resource



### DEVELOP ANALYSIS & STRATEGY

- Aligned cross-functional team members on scope, requirements, timelines, roles and responsibilities, and special terms
- For acquisitions, engage client in site selection process and determine options for RFP
- For dispositions, develop market strategy and align with terms of underlying commitments



### SURVEY THE MARKET

- For acquisitions, assess options in the market and create negotiating leverage
- For dispositions, market the property and conduct financial analysis on potential offers



### QUALIFY AND SELECT ALTERNATIVES

- Develop financial and qualitative analysis and present to client for decision/approval



### FINALIZE NEGOTIATIONS

- Engage client legal counsel to document all terms in lease and prepare for execution



### PROJECT MANAGEMENT

- Close out transactions in a transaction management overview system
- Track value add and report to client for performance

### ADDITIONAL PLATFORM RESOURCES



WORKPLACE STRATEGY



PROJECT & DEVELOPMENT SERVICES (PDS)



FINANCIAL ANALYTICS



INCENTIVES



RESEARCH

# Testimonials + Partial Client List

## TESTIMONIALS



We are working with the Transaction Management Group in North America to define a strategic plan for our entire portfolio. The breadth and depth of their skills and market coverage enable us to deliver solutions to all of our business units.”

— **RUFUS JONES, JR.**

Manager, National Facilities Red Bull Distribution Company



“Working with Robin Dodson and the Transaction Management Portfolio Solutions team has been a game-changer for our real estate operations. Their highly organized and efficient approach has streamlined our transactions process. The team’s excellent reporting and analysis have provided us with invaluable insights, ensuring we make informed decisions at every stage. Their ability to embed themselves within real estate department has kept us on track and organized. We truly appreciate Robin’s expertise and commitment to excellence.”

— **JOHN LYON**

Vice President of Strategy, WORLD PAC LLC

## PARTIAL CLIENT LIST



## Contact Us

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