

# TRANSACTION MANAGEMENT PORTFOLIO GROUP

OPTIMIZE YOUR PORTFOLIO,

MAXIMIZE YOUR TIME,

AND MITIGATE RISK

# WHO WE ARE



**JOHN MINERVINI**  
Vice Chairman



**ROBIN DODSON**  
Executive Managing Director



**ERIK LARSON**  
Executive Managing Director



**CHRIS TOLLES**  
Executive Managing Director



**PAUL SIMS**  
Director

# 2024

- YEAR END REVIEW -



**182**

TRANSACTIONS COMPLETED  
(17% INCREASE OVER 2023)



**+\$638M**

IN TOTAL CONSIDERATION  
(8% INCREASE OVER 2023)



**+6M**

SQUARE FEET  
(50% INCREASE)

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

# Team Corporate Accounts



	WORLD PAC	WÜRTH	Red Bull	AIR PRODUCTS	Jitsu delivery by	eurofins
<b>HQ LOCATION</b>	Oakbrook, IL	Ramsey, NJ	Santa Monica, CA	Allentown, PA	San Leandro, CA	Lancaster, PA
<b>PORTFOLIO SIZE</b>	3.5 Million SF	3 Million SF	2 Million SF	+ 10 Million SF	500,000 SF	7 Million SF
<b># OF LOCATIONS</b>	300 Locations (US & Canada)	200 Locations (US & Canada)	+ 300 Locations (US)	+ 750 Locations (US)	20 Locations (US)	56 Locations (US)
<b>SERVICES</b>	Transaction Management	Transaction Management	Transaction Management	Transaction Management	Transaction Management	Transaction Management
<b>TYPE OF ACCOUNT</b>	Worldwide Exclusive	US Preferred Provider	North America Preferred Provider	US Preferred Provider	Worldwide Exclusive	US Preferred Provider
<b>CLIENT SINCE</b>	1995	2008	2009	2017	2022	2023

# Transaction Management Services

## 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 Account Team will practice 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**

ACCOUNT TEAM

LOCAL BROKERS

CONSISTENT PROCESS



DEFINED REQUIREMENTS  
AND FINANCIAL  
OBJECTIVES



DEVELOP  
ANALYSIS & STRATEGY



SURVEY  
THE MARKET



QUALIFY AND SELECT  
ALTERNATIVES



FINALIZE  
NEGOTIATIONS



PROJECT  
MANAGEMENT

# Transaction Management Services

## STRATEGIC ACQUISITIONS

Cushman & Wakefield's approach to strategic acquisitions, such as site selection and build-to-suit projects, comes from many years of experience with a broad array of projects that has allowed us to integrate best in class processes and tools to support the client's real estate and operational goals. Our project scope combines strategy, process development, transaction execution and project management in one scalable, client immersing, integrated process. As part of your acquisitions, C&W will deploy a variety of specialists and tools to deliver exceptional results. Benefits for the client include full project control, transparency, speed to market, risk mitigation and cost savings.

## ACQUISITION PROCESS / SITE SELECTION

### PHASE I

#### INITIATION

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

### PHASE II

#### MARKET SEARCH/ ANALYSIS

- 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 viable options for RFP
- For dispositions, develop market strategy and align with terms of underlying commitments
- Setup database

### PHASE III

#### DUE DILIGENCE

- For acquisitions, assess options in the market and create negotiating leverage
- For dispositions, market the property and conduct financial analysis on potential offers
- Develop financial and qualitative analysis and present to client for decision/approval

### PHASE IV

#### NEGOTIATION AND EXECUTION

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

### PHASE V

#### CLOSE-OUT

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

# Appendix

# Biographies



**JOHN MINERVINI**  
Vice Chairman

John Minervini joined Cushman & Wakefield of California in 1985. Mr. Minervini has been representing major corporations through out the United States, South America, EMEA and Asia for 40 years. His local focus has been the Greater Los Angeles Basin, where he has represented landlords, tenants and developers for both office and industrial product.

Mr. Minervini & his team currently manage corporate accounts for the following companies: Eurofins, Air Products, Jitsu, Wurth, Red Bull and WorldPac. He has negotiated sale, lease and investment sales for these clients in the United States, EMEA, Asia and South America. The Team has completed transactions in 57 countries around the globe and in 48 of the 50 U.S. states. Most recently Mr. Minervini and his Team have completed lease acquisitions for Resmed's 137,000 sq ft manufacturing plant in Agoura, CA and Pharmavite's 250,000 sq ft new vitamin plant in Columbus, OH.



**ROBIN DODSON**  
Executive Managing Director

Robin Dodson is an Executive Managing Director at Cushman & Wakefield in Los Angeles. Robin has been representing companies, as well as institutional investors, in Southern California for over 38 years. Robin is teamed with John Minervini, Erik Larson, Chris Tolles, and Paul Sims, focusing on representing industrial investors, landlords, and tenants in the Greater Los Angeles area. In addition, Robin specializes in representing the Team's six multinational corporate accounts and focusing on multi-market brokerage. Robin has completed transactions in 48 of the 50 states in the USA, as well as in 57 countries around the world. Robin has executed more than 75 million square feet of office and industrial transactions globally and sold over 400 acres of land. She has represented some of Corporate America's largest companies, as well as large institutional investors. Robin and her team have the experience and capabilities to provide the highest level of consulting, planning, and implementing any real estate strategy.



**ERIK LARSON**  
Executive Managing Director

Erik has been representing institutional property owners and regional companies throughout Southern California for over 25 years. He is an integral part in the management of the Team's six multinational corporate accounts. Erik has completed transactions in 48 of the 50 U.S. states, as well as in 57 countries around the globe. Over his 25+ year career, all with C&W, Erik has executed more than 50 million square feet of both industrial and office transactions globally and has sold over 2,500 acres of land. He has represented major institutional property owners, as well as some of Corporate America's most notable companies. This knowledge and experience allow Erik and his team to provide clients with superior planning, execution, and management of real estate operations and portfolios.

# Biographies



## CHRIS TOLLES

Executive Managing Director

Chris has represented institutional property owners and regional occupiers throughout Southern California, with a focus on the San Gabriel Valley ("SGV") industrial real estate, for over 20 years. On the Landlord side, he is the Team lead on our approximately 8MSF of institutional, industrial leasing portfolio in the SGV. On the occupier side, Chris has represented the Tenants in the largest industrial leases in Los Angeles County in 2022 and 2024, and CoStar has named Chris one of 15 Power Brokers in Los Angeles County for industrial leasing for each of the past eight years. In addition to his landlord and occupier assignments, Chris focuses on off market investment and development opportunities. He has leased or sold over 70 new development buildings over his career. This knowledge and experience allow Chris and his team to provide clients with guidance on all aspects of the leasing, disposing, and developing of Los Angeles county industrial real estate.



## PAUL SIMS

Director

Paul Sims is a Director at Cushman & Wakefield's Downtown Los Angeles office. Mr. Sims has been representing institutional property owners and regional companies throughout Los Angeles for 9 years and is teamed with John Minervini, Executive Vice President, Robin Dodson, Executive Managing Director, Erik Larson, Executive Managing Director and Chris Tolles, Executive Managing Director with a primary focus on the San Fernando Valley. Mr. Sims is also an integral part of the team's business development.

# 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





# INTERNATIONAL MULTIMARKET CASE STUDY



## LOCATION:

18 locations across Canada

With a desire to have more influence and control over logistics and operating costs, one of our clients sought to bring their Canadian distribution in-house versus employing a 3PL. To execute on this vision, the client engaged Cushman & Wakefield to confidentially locate, negotiate, and lease 18 locations on their behalf across Canada within 6 months of engagement (Delivery in Summer of 2023). The Los Angeles based Transaction Management Portfolio Group, engaged C&W brokers in the target markets to leverage their local knowledge, expertise and allow for property searches to happen simultaneously in each market, on a confidential basis.

FOR MORE INFORMATION PLEASE REACH OUT TO:

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