

CINCINNATI OFFICE BROKERAGE SERVICES



John Eckert
Senior Vice President



Scott Yards
Senior Vice President



Travis Likes
First Vice President



Maggie Lehmkuhl
Client Services

With over 60 years of combined experience in the Cincinnati commercial real estate market, this leading team of industry experts is dedicated to creating real advantage for their clients.

The efforts of this team extend far beyond cold calls and networking. They are solution oriented, boots on the ground, subject matter experts with your success in mind. Whether you are a Landlord, Tenant or Developer - this team has what it takes to bring your business to the next level.

Above all else, we live CBRE's RISE Values - delivering Respect, Integrity, Service and Excellence to each and every client.

OUR SERVICES

CBRE is the global leader in Office Services, with more professionals specializing in the office sector than any other firm. CBRE office brokerage professionals offer unique insight and experience to serve the specialized needs of occupiers/tenants and owners/investors. These professionals, unsurpassed in their local market expertise, are supported by unique, unequalled and industry-leading econometric forecasting and market research tools to help clients make strategic and informed decisions.

Uniting the specialization and expertise of our Office Services professionals with the experience and depth of resources of the world's leading commercial real estate services firm, we offer a full range of integrated services:

Agency Representation:

- Asset Analysis
- Competition Analysis
- Development of Prospect Profile
- Comparable Transactions
- Development of Pricing Strategy
- Full-Service Property Marketing

Occupier Representation:

- Property Analysis
- Renewal Strategy
- Comparative Analysis
- Situation Analysis
- Option Development
- Project Implementation
- Own vs. Lease Analysis
- Occupancy Cost Reduction Program

LOCAL INSIGHT MEETS GLOBAL ACCESS

LOCAL TRANSACTION VALUE 2016

\$129M

LEASED/SOLD SF 2016

1.5M

VALUE TO FEE RATIO

4.7X

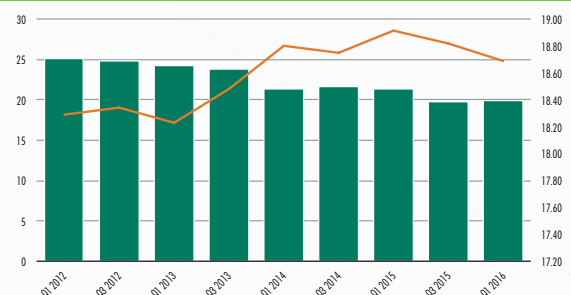
ALL AMERICAS TRANSACTION VALUE

\$96.7B

ALL AMERICAS TRANSACTIONS

24,000

VACANCY VS. LEASE RATE Q1 2016



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JOHN ECKERT

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John Eckert is a Senior Vice President at CBRE with over 30 years of commercial real estate experience exclusively representing tenants, building owners and developers. John has vast knowledge and experience in the Greater Cincinnati office market, including the Suburban and Central Business Districts. John has been a member of the Commercial Real Estate Council of Cincinnati Board of Realtors Top Producers Club since 1994 and earned the distinction of being the #1 Office Top Producer in 2011, 2013 and 2015.

Role: Single Point of Contact for client's. Lead's negotiations and proposal responses. Direct line to CBRE SPOC's and large user pursuits. Additionally responsible for property tour and market intelligence.

TRAVIS LIKES

+ 513 369 1364
travis.likes@cbre.com

Travis Likes, First Vice President, works with clients on asset acquisition and disposition, investment analysis, opinion of value and multi-market real estate requirements. Travis has and continues to represent some of the largest and most prestigious clients on a local and national level. Some of these clients include Macy's, McKnight Properties, Neyer Properties, Mercy Health Partners, Siemens and Fidelity Investments.

Role: Lead's the strategy and implementations of the marketing campaign. Additionally responsible for lease negotiations, property tours, reporting and prospecting.

SCOTT YARDS

+ 513 369 1313
scott.yards@cbre.com

Scott Yards, Senior Vice President at CBRE, dedicates his efforts to representing tenants, landlords and developers in the leasing, selling and purchasing of office properties on both a local and national level. With over 18 years of experience, Scott has transacted more than \$500 million in sales and leases during his career. Recently, Scott has represented a variety of national companies, including KAO, Inc., GE, Time Warner Cable, Northrop Grumman, Nationwide Insurance, Walgreens and Hines, Inc.

Role: Tenant broker and market intelligence support

MAGGIE LEHMKUHL

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maggie.lehmkuhl@cbre.com

Maggie Lehmkuhl is a part of CBRE's Cincinnati Office Services team where she works with John Eckert, Scott Yards and Travis Likes as a Client Services Assistant. As a Client Services Assistant, she assists with presentation materials, creating and implementing marketing campaigns, and other marketing needs for our office services professionals. She will also be on showings and preparing proposals.

Role: Database management, implementing the marketing, reporting efforts and prospecting for users.

CINCINNATI OFFICE BROKERAGE SERVICES



72,617 SF



179,175 SF



33,600 SF



34,636 SF



43,293 SF



221,215 SF



255,000 SF



205,000 SF

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340,000 SF

CBRE was engaged by General Electric to secure a world class facility for its US Global Operations Center

CASE STUDY: GENERAL ELECTRIC

- Evaluated all real estate options in the Greater Cincinnati area including planned office building developments that could accommodate General Electric's timeline.
- Narrowed building selection to three (3) built-to suite opportunities creating competitive negotiating environment among finalists.
- Secured long term lease a new high profile 340,000 SF Class A Office Tower located at The Banks in Downtown Cincinnati. The building, complete in 2016, employs 2,000 people.
- Secured short-term lease to accommodate up to 500 employees while new building was being constructed.



32,006 SF

CBRE represented RoundTower Technologies in the expansion and relocation of its corporate headquarters.

CASE STUDY: ROUNDTOWER TECHNOLOGIES, INC.

- Evaluated all real estate options in the Greater Cincinnati area including planned office building developments that could accommodate General Electric's timeline.
- Narrowed building selection to three (3) built-to suite opportunities creating competitive negotiating environment among finalists.
- Secured long term lease a new high profile 340,000 SF Class A Office Tower located at The Banks in Downtown Cincinnati. The building, complete in 2016, employs 2,000 people.
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CASE STUDY: ROUNDTOWER TECHNOLOGIES, INC.

- Negotiated Cost Avoidance by requiring landlord release of tenant future restoration obligations.
- Leveraged discussions with viable relocation scenarios, actively pursuing all possible scenarios simultaneously.
- Negotiated rent savings in excess of \$1.5 M
- Secured over \$5 M in Improvement Allowance

SIEMENS

220,000 SF RENEWAL

CBRE managed and secured lease restructure and early renewal.

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172,000 SF

CBRE was engaged to assist with a national consolidation of client's customer support operations.

CASE STUDY: CDK GLOBAL

- Evaluated both build to suit and existing options throughout the Cincinnati market.
- Project was on a fast track to be completed within four months. Lease was negotiated and executed on time to meet clients timetable.
- Requirement impacted thousands of employees nationally. As a result, confidentiality was a primary concern.
- Secured a twelve lease to a lease rate well below clients budget projections.
- Provided flexibility for the client via staggered take down of the total space over a two year period.
- Facilitated the relocation of existing tenants of the building to accommodate the clients growing need for space.



156,000 SF

CBRE was hired to assist with the relocation of a suburban location in an effort to gain functional efficiencies.

CASE STUDY: MACYS

- Notified Macy's that a landlord of a current facility was selling to an owner user. This user could have future space needs that would impact Macy's tenancy. Macy's lease at this facility was expiring within 12 months of the sale to an owner user.
- Identified several cost effective relocation options to accommodate the relocation within the short time-frame.
- Leveraged the CBRE Project Management Services to lower the initial bids for move services.
- Facilitated an expansion of the requirement prior to lease execution. Tenant elected to add an additional department to the relocation, doubling the size of the requirement.
- Secured additional expansion rights for the tenant in the future.