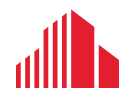




Project & Development Services **Overview**



CUSHMAN &
WAKEFIELD

Preparing your business for **What's Next**

Around the globe and across industries, our Project & Development Services (PDS) teams bring your organizational culture to life by managing the full delivery of your project, from business and capital planning, and site selection to occupancy and beyond. Projects are more than managing scope, schedule and budgets, but delivering spaces that inspire individuals and communities.

We recognize that each of our clients faces unique opportunities and challenges, which is why we focus on understanding and aligning with your culture, objectives and goals. This allows us to leverage our full, scalable platform of specialists that best fulfill your needs.



WHY US?

As strategic advisors, we **bring a broad perspective to the real estate lifecycle that minimizes risk and drives value** throughout the entire process.

Every project is unique and **our agile approach delivers custom results** every client needs to be more productive and successful - prepared for what's next.

We understand the **value of asset preservation** and the **importance of accurate forecasting of capital improvement values**.

We are experts at **transitioning troubled assets into viable buildings** to meet changing market conditions

Our team strives to deliver the right approach to **bring value to an asset to maximize ROI**.

 Click each service line to learn more about additional services we offer

WHY PROJECT & DEVELOPMENT SERVICES? //////////////////////////////////////

With an owner’s perspective, Cushman & Wakefield incorporates a proven methodology to provide advisory services and project implementation including Property Due Diligence, Infrastructure Analysis, Capital Planning, Asset Evaluation, and Construction Management services for institutional investors, real estate owners, and developers.

Our experts understand that real estate decisions go beyond space, cost, and schedule. We plan and manage the construction process, from beginning to end, to ensure value and savings, without sacrificing quality. With project managers in all major regions of the world, we support everything from one-time local capital assignments, to major development projects, and significant program roll outs. Our project managers consistently deliver 10 to 15% construction cost savings to our clients.



DRIVE COST SAVINGS

Our expert staff provide thorough budget management and value engineering services.

- Regular budget reviews to reduce costs and/or to avoid lead-time delays
- Value engineering identifies the most cost-effective procedures and materials to complete the project within budget
- Procedures are established to control construction costs and change orders
- Project budget development and construction contract review provide an additional layer of cost avoidance



MITIGATE RISKS

We are well versed at analyzing, prioritizing and mitigating both visible and hidden project risks.

Visible Risks

- Project Manager fees
- Basic design/engineering fees
- Obvious construction costs
- Relocation and furniture costs

Hidden Risks

- Schedule conflicts/delays
- Excessive design/engineering
- Weak contract language
- Poor scope reviews
- Late owner changes



Going into a pitch with PDS at my side is like going to battle with a full complement of tactical weapons. PDS support is a differentiator in every conversation that I have with my clients.

Lloyd P. Cooper, SIOR, B.C.L., LL.B., MBA, MCR, IAS.A.. Executive Vice Chairman



ON TIME DELIVERY

Our team has access to global resources and best-in-class technology to ensure consistent processes and standards, driving accurate timetables for delivery and dependable results.

- During initial kickoff, Cushman & Wakefield will identify critical milestones within the master project schedule.
- Opportunities to concurrently plan, design, and file plan review documents will be critical to project success.
- Cushman & Wakefield will provide the leadership and expertise necessary to identify schedule risks, and work with the respective consultant teams to complete deliverables in line with the critical path.

OUR CORE SERVICES



PROJECTS

Occupier Project Management & Consulting

- Managing the planning, design, and construction for occupiers.

Investor Project Management & Consulting

- Managing the planning, design, and construction for investors.

Capital Improvement Projects

- Capital improvement projects for repair/ maintenance and value creation for owners and investors.



DEVELOPMENT

Development Management

- Fee development representing interests as an owner.

Development Advisory

- Advisory services representing an occupier with a leasehold interest.

Development Consulting

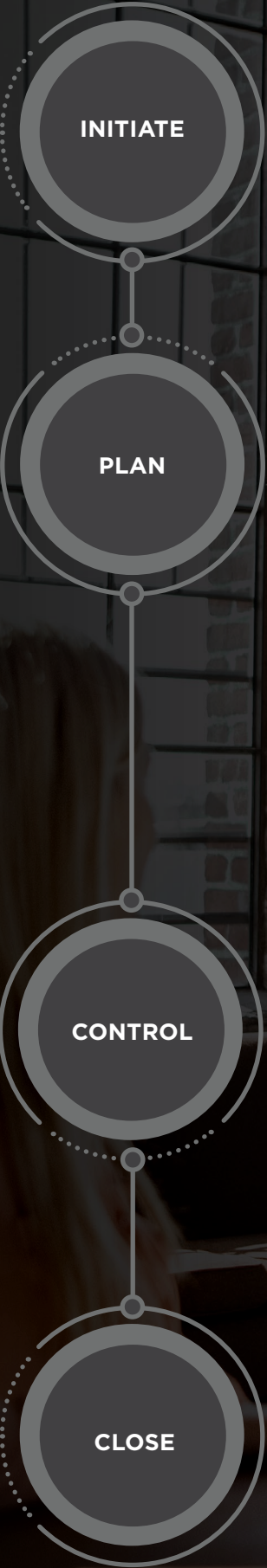
- Identify and analyze opportunities for acquisitions, development, redevelopment, monetization and dispositions for owners and investors.



PROGRAMS

Program Management

- A scalable team providing a consistent built environment across a widely distributed portfolio for owners and occupiers.



OUR PROCESS

Strategic Planning

- Understand client goals and objectives
- Complete preliminary high-level needs assessment
- Prepare a preliminary space requirements calculation for market search parameters
- Physical and technical analysis of sites under consideration
- Site reports and comparative analysis from design and construction perspective

Evaluation of Options and Site Selection

- Complete architect/ID RFP process - interviews, analysis and award
- Organize test-fit plans
- Prepare preliminary feasibility budgets and schedules for each option
- Support offer/lease negotiations
- Review of landlord work letter and related lease provisions
- Schedule and commencement dates
- Lease executed

Team Assembly + Planning and Design

- Consultant selection
- Design process management
- Design reviews
- LEED / WELL integration
- Technical requirements integration
- Project costing updates
- Value engineering
- Liaison with landlord
- Interface with authorities
- Schedule management
- Establish procurement strategies for upcoming packages
- Contract documentation

Procurement and Administration

- Preparing for large project buy
- Final document review and approvals
- Pre-qualification
- Bid documentation
- Bid process
- Evaluation, clarifications, negotiations
- Contract award
- Contract documentation
- Start-up management

Construction and Administration

- Site organization
- Construction oversight
- Monitor construction scheduling
- Weekly site visits/meetings and reporting
- Site logistics
- Submittal process
- QA/QC
- Performance measurement
- Project cost management
- Change order documentation and management
- Billing administration

Furniture and Equipment Install Move

- Ensure appropriate installations aligned with overall scheduling
- Review of installations in progress
- Oversee applicable commissioning and client training
- Mover selection process
- Develop relocation action list
- Weekly logistics/planning meetings
- On-site supervision
- Opening day procedures


Project Close-Out

- Final review and Punch list
- Client training programs
- Turn-Over to client operations
- Landlord documentation
- Permit closures
- Tenant improvement allowance claims
- O&M manuals and "as-built" drawings

Our


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CLIENT BENEFITS




**PRACTICAL
APPROACH**

Provide the best and most effective project delivery (cost, schedule, scope).




**PROVEN
PERFORMANCE**

Demonstrated expertise and data to support effective decision making.



**CORPORATE
STRENGTH**

Ability to leverage Cushman & Wakefield's accountability and buying power.



**TARGETED
SERVICE**

Allow our client to focus on their core business, while we handle the rest.

**MITIGATE
RISK**

Build a competent team to develop a successful strategic and implementation plan.

By The Numbers

Global

10,275

projects managed

/

\$10.5B

projects managed

/

2,792

professionals

Americas

8,666

projects managed

/

\$7.5B

projects managed

/

1,242

professionals

Skilled Professionals

- Qualified technical resources
 - PMP & LEED Certifications
 - Project delivery experience in all building/ facility types and sectors
 - Proactive process management
- Integrated Technology platform
 - Core Team and partners Across Canada
 - Flexibility - specialized support customized to our clients



Meet //////////////////////////////////////

OUR TEAM



Sarina Zeppieri / sarina.zeppieri@cushwake.com / 416 206 5410

DIRECTOR

Sarina is a practiced real estate professional with over 20 years of experience in all aspects of project management. She has been involved in delivering comprehensive management services for a variety of complex new-build and renovation projects across multiple sectors including retail & entertainment, commercial office and residential. With the advantage of having worked on both the Developer/Contractor and Landlord side and a proven success rate, Sarina possess unique perspectives and insights adding significant value to projects.



Bill Aivaliklis / bill.aivaliklis@cushwake.com / 514 726 4004

SENIOR DIRECTOR

Bill is an experienced project manager and construction director with a demonstrated history of working in the real estate industry in Montreal. He is highly skilled in negotiation, budgeting, strategic planning, contract negotiation, and contract management and has strong operations expertise having graduated from McGill University with a degree in architecture.

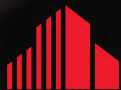


Tom Fioretti / tom.fioretti@cushwake.com / 312 470 1867

EXECUTIVE MANAGING DIRECTOR

Tom brings over 34 years of building experience (including tenant improvement projects, base building construction and renovation projects, as well as pre-construction consulting) to bear on his projects. He has a full range of experience from his earliest days of project estimator to owning his own firm to high-level management positions in prestigious construction and project management firms. He has delivered project management and construction management services on well over 10 million SF of tenant improvements and over \$500 million in base building and building renovation projects.





**CUSHMAN &
WAKEFIELD**

ABOUT CUSHMAN & WAKEFIELD

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 50,000 employees in 400 offices and 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, and valuation and other services.

Project & Development Services

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