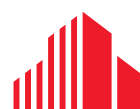


**FOOD & BEVERAGE ADVISORY GROUP**

**UNDERSTAND.  
COLLABORATE.  
DELIVER.**



**CUSHMAN &  
WAKEFIELD**



## FOOD & BEVERAGE ADVISORY GROUP

Food & Beverage best practices, broad experience, and market intelligence around the globe.

Cushman & Wakefield's Food and Beverage Advisory Group offers clients support spanning the real estate spectrum to accommodate the requirements of today's organizations, from production to the point-of-sale.

We help clients navigate the unique challenges faced by the food and beverage sector, including the following verticals:

- Bakery
- Vegetable Processing
- Refrigerated Distribution
- Perishable Food Processing
- Dairy Facilities
- Milling
- Meat Processing
- Canning Facilities
- Beverage
- Confectionery
- Ready-to-Eat
- Breweries/Distilleries

### We Offer Solutions for



#### SPECIALIZED FACILITIES

- Freezer-Cooler Space
- Wet Processing
- Dry Processing
- Bulk Material Handling
- HPP - Hydrostatic Pressure Processing



#### SITE SELECTION & FACILITY INFRASTRUCTURE ANALYSIS

- Utility Assessment (Power, Water, Air)
- Permit Review
- Transportation Access
- Labor Analysis
- Supply Chain Review/Audit
- Build-to-Suit
- Tax and Cost Comparison



#### TRANSACTION STRATEGY & SUPPORT

- Corporate Dispositions/ Acquisitions
- Capital Markets Investment Sales/Sale Leasebacks
- Lease Audits
- Broker Opinion of Value
- Lease/Sales Comparables
- Market Research
- Incentives Negotiation & Implementation



## Typical Client Questions We Address



**Site Selection:** What are the trade-offs for each property within the search area regarding transportation access/cost, labor availability/cost, utility costs, state and local tax impacts and facility availability? What is the best location for each facility within the supply chain? How do I mitigate site selection risks, both time and costs?



**Logistics Supply / Cold Chain:** What are emerging strategies for incorporating packaging to storage using pre-cooling, coolers, freezers, and transportation considering the changing Omnichannel demands that require elastic strategies? What are the benefits of using a 3PL? How can we optimize the supply chain?



**Corporate Dispositions:** What are the most promising industry and company targets for an existing food facility or cold storage warehouse? How can we demonstrate a compelling logistics-based business case?



**Incentives Negotiation:** What states/communities provide the greatest incentive value? Are there programs to mitigate upfront infrastructure costs? How to benchmark the incentives package received? How do we ensure receipt of the incentives negotiated?



**Build-to-Suit:** Does it make sense to build a customized facility? What factors are involved? What are the risks/challenges of a build-to-suit project?

Cushman & Wakefield's Logistics & Industrial Services Group has partnered with the St. Onge Company since 2000. St. Onge Company offers industry-leading supply chain engineering services including logistics consulting and operations design services. St. Onge helps clients select the best course for their business, as well as design the operational processes, equipment, and systems required to enable clients to pursue their revenue, profit, and service goals.



Completed over **1,000 Projects** for  
**150 Food & Beverage clients**





## 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 51,000 employees in 400 offices and 70 countries. In 2018, the firm had revenue of \$8.2 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

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## Cushman & Wakefield Capabilities

### Service Lines

Agency Leasing  
Asset Services  
Capital Markets  
Facility Services  
Global Occupier Services  
Project & Development Services  
Tenant Representation  
Valuation & Advisory

### Property Types

Healthcare  
Hospitality  
Industrial  
Land  
Multi-family  
Office  
Retail

### Advisory Groups

Automotive  
Banking & Financial  
Build-to-Suit  
Data Center  
eCommerce & Electronic Fulfillment  
Education  
Emerging Technology  
Food & Beverage  
Global Supply Chain Solutions  
Healthcare  
Land  
Legal Sector  
Life Sciences  
Net Lease  
Not-for-Profit  
Ports & Intermodal  
Public Sector  
Rail  
Sports & Entertainment  
Third-Party Logistics (3PL)