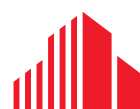


PORTS & INTERMODAL ADVISORY GROUP

**UNDERSTAND.
COLLABORATE.
DELIVER.**



**CUSHMAN &
WAKEFIELD**



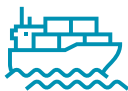
PORTS & INTERMODAL ADVISORY GROUP

Cushman & Wakefield's Ports & Intermodal Advisory Group specializes in locating, procuring, and marketing optimal properties in deep-water and inland port markets.

We provide individually-tailored supply chain, financial, workforce, and infrastructure solutions for port users, property owners, and port owners/operators.

Together with partner New Harbor Consultants, our professionals deploy their knowledge of ocean cargo and container movement trends to advise clients on real estate decisions relating to the intermodal transportation and storage of goods.

We Offer Solutions for:



PORT USERS

- Port gateway selection
- Network optimization
- Operational cost and service trade-off evaluations
- Site identification and acquisition
- Incentives negotiations



PROPERTY OWNERS

- Port-related property marketing and landlord representation
- User industry/company targeting
- Highest and best use
- Competitive location assessment



PORT OWNERS/OPERATORS

- Business plan and strategy development
- Marketing plan development
- New facility feasibility
- Operational improvement
- Port services pricing

Cushman & Wakefield's partner, New Harbor Consultants, is an independent management consulting firm that specializes in ports, ocean and inland transport and logistics solutions. To learn more, visit www.newharborllc.com.

New Harbor
CONSULTANTS



Typical Client Questions We Address



Port gateway choice: Where should we locate our facility – near deep-water Ports A or B, or inland Port C? What are the cost and service trade-offs by coastal range and specific port? What frequency and transit times can we expect for ocean freight to or from key foreign sources or markets?



Property selection within a port area: What are the tradeoffs for each property within the search area regarding port drayage, intermodal ramp access, labor, and real estate costs and availability?



Port-oriented facility marketing: What are the most promising industry and company targets for a spec-built, multi-tenant warehouse in a port area? How can we demonstrate a compelling logistics-based business case?



Waterfront access: Are there promising direct water-access uses for a port property? Or is the optimal development one that does not leverage the deep-water frontage?



Public versus private development: Is the property so uniquely significant that it should be retained in public hands, such as a port authority? Or would a specific site be better developed by the private sector?





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 or follow @CushWake on Twitter.

Kevin Turner, SIOR

Executive Director, Ports & Intermodal
Advisory Group Co-Lead
+1 949 955 7653
kevin.turner@cushwake.com

Bill Throne, SIOR, CCIM

First Vice President, Ports & Intermodal
Advisory Group Co-Lead
+1 757 499 2692
bill.throne@thalhimer.com

David Bovet

Managing Partner
New Harbor Consultants
+1 978 610 6490
dbovet@newharborllc.com

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)