

LOCATIONS AROUND THE WORLD



- | | | | |
|---------------|----------------|-------------|----------------------|
| United States | Europe | Italy | United Kingdom |
| Canada | Albania | Kazakhstan | Ukraine |
| Mexico | Austria | Latvia | Latin America |
| Asia Pacific | Belarus | Lithuania | Argentina |
| Australia | Belgium | Montenegro | Brazil |
| China | Bulgaria | Netherlands | Chile |
| Hong Kong | Croatia | Norway | Colombia |
| India | Czech Republic | Poland | Costa Rica |
| Indonesia | Denmark | Portugal | Panama |
| Japan | Estonia | Romania | Peru |
| New Zealand | Finland | Russia | Africa & Middle East |
| Pakistan | France | Serbia | Abu Dhabi |
| Philippines | Germany | Slovakia | Saudi Arabia |
| Singapore | Greece | Spain | South Africa |
| Taiwan | Hungary | Sweden | United Arab Emirates |
| Thailand | Ireland | Switzerland | |
| Vietnam | Israel | Turkey | |

COLUMBUS INDUSTRIAL TEAM



Michael Linder, SIOR
 michael.linder@colliers.com
 (614)410.5628



Shane Woloshan, SIOR
 shane.woloshan@colliers.com
 (614)410.5624



Joel Yakovac
 joel.yakovac@colliers.com
 (614)410.5654



Anna Maria Trimpe
 annamaria.trimpe@colliers.com
 (614)410.5636

Industrial Client Representation



- Renewals*
- Relocation*
- Build-To-Suit*
- Purchase*
- Consolidation*
- Expansion*
- Disposition*
- Sublease*
- Financial Engineering*
- Project Management*
- Lease Administration*

contact colliers international



about US

Colliers International offers a complete range of services to real estate users, owners and investors on a local, regional, national and international basis.

The foundation of our service is the strength and depth of our local specialists. Our clients depend on our ability to draw on years of direct experience in the local market. Our professionals know their communities and the real estate market, inside and out, and provide you with knowledgeable, creative solutions to all your real estate needs.

For more information, visit our website at:

www.ColumbusIndustrialTeam.com
www.Colliers.com

SUBLEASING/DISPOSITION

Accompanying the need to consolidate or expand office/warehouse space, our clients frequently require the disposition or sublease of existing office space. To accomplish this task, our team of experts organizes creative marketing strategies to effectively position available space in the marketplace. We understand the urgency of filling vacant space quickly, and we take the necessary steps to ensure timely turnaround, while keeping our client's financial needs balanced.

MARKET KNOWLEDGE

We personally walk each market to meet the business owners in order to develop working relationships to better understand their space needs. This allows us to anticipate tenant demand and identify placement opportunities for building owners. We provide market exposure for the property, build the landlords image and create a leasing strategy that attracts and retains qualified tenants.

BUILDING DISPOSITION

Buyers and sellers look to Colliers International for a comprehensive approach to a variety of commercial real estate needs:

- ◆ We are committed to constantly exceeding client expectations through service excellence to deliver outstanding results.
- ◆ We operate according to the highest professional standards. Our unique client engagement strategy helps us foster relationships by engaging our clients with our specialized knowledge to accelerate their success.
- ◆ Our shared vision and intent is to create a memorable experience on every occasion by delivering outstanding results with genuine care for every person.

TENANT REPRESENTATION

Colliers International aggressively researched all market alternatives, creating as much leverage as possible for our clients. We believe in starting the renewal process early by researching the marketplace to find realistic alternatives to use in the negotiation process. Our research, coupled with years of experience in negotiations, consistently results in below-market rental rates for our clients. In today's tenant-friendly market, the option for early renewal can create significant savings and should be seriously considered.

REAL ESTATE DISPOSITIONS

Our unparalleled team of brokers and property management experts partner with leading financial institutions to quickly stabilize repossessed and foreclosed upon commercial properties. Colliers International has developed an end-to-end focused approach to value maximized dispositions involving:

- ◆ Property evaluation with recommended improvements for value retention
- ◆ Tenant stabilization, retention and placement
- ◆ Buyer prospecting - locally, nationally and world-wide
- ◆ Sale negotiations and buyer qualification
- ◆ Final property disposition and disposal



4180 Perimeter Dr.

CONSOLIDATION/EXPANSION

Spatial needs change for every business over time. The Columbus Industrial Team has over 26 years of experience in assisting our clients with the implementation of industrial space changes. Whether the need is to consolidate several locations, reduce the amount of needed space, expand an existing location or grow into new locations, we provide progressive solutions. Sensitive to the fact the every real estate decision has significant impact on the success of a company, we take on our clients' needs as if they were our own.



1000 Morrison Rd.

LAND ACQUISITION

Colliers International land advisors have a unique understanding of the many factors which influence land values and site selection, including market knowledge, zoning, demographic patterns, local political issues and economic trends. Our advisors specialize in assisting clients in both the acquisition and disposition of many property types, to include owner/user, development, residential, recreational and rural properties.



Green Pointe & Commerce Center

DEVELOPMENT & BUILD-TO-SUIT

Sometimes the realm of choices for space leads to a decision to own rather than lease. At Colliers International, we routinely assist clients in every necessary step; gathering options, decision making, negotiating, due diligence, closing/completion and move-in. We also work in close conjunction with Centerpoint Construction to better serve our clients. Together, we offer a variety of services tailored to your specific business needs.

- ◆ General Contracting Needs
- ◆ Architecture and Engineering Management
- ◆ Competitive Bid Process
- ◆ Subcontractor Qualification and Approval

PROPERTY MANAGEMENT

Our team of property management specialists work closely with real estate owners and investors to develop and manage customized programs that focus on cost-efficient operations and tenant retention. Our proven programs and processes have enhanced property values for real estate assets throughout Central Ohio.

Services Include:

- ◆ Building operations and maintenance
- ◆ Property accounting and financial reporting
- ◆ Contract Management and lease administration
- ◆ Product marketing and leasing



8800 Lyra Dr.