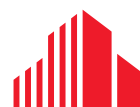


# **PUBLIC SECTOR ADVISORY GROUP**

**BALANCING SMART  
ECONOMIC DECISIONS WITH  
CONSTITUENTS' NEEDS**



**CUSHMAN &  
WAKEFIELD**



# PUBLIC SECTOR CLIENTS FACE A UNIQUE SET OF CHALLENGES.

Cushman & Wakefield's Public Sector specialists expertly guide clients through real estate challenges not typically faced by corporations. Budget shortfalls, political optics, internal and external customer needs, disparate property holdings, and stakeholder scrutiny can significantly complicate the creation and execution of a forward-thinking real estate strategy.

We understand that smart economic decisions must be weighed against political ramifications; that lack of funding puts pressure on controlling occupancy costs; and that monetizing surplus assets, for example, can be very difficult within the political realm. **We are here to help.**

Cushman & Wakefield has achieved great success working on behalf of clients just like you. We have represented numerous public sector entities in a wide range of real estate services, from strategic portfolio planning and brokerage to property valuation to construction management to facilities management and janitorial.

## **Our goal is singular.**

Manage real estate costs while helping you navigate your unique circumstances.





## HOW WE CAN HELP YOU

- Develop a strategic plan to align your real estate portfolio with business objectives
- Identify core and non-core assets and develop asset utilization strategies
- Monetize idle or vacant real estate to generate portfolio cost savings or generate revenue
- Create a portfolio plan to uncover and capture cost-saving opportunities and optimize the location of departments and functions
- Provide comprehensive portfolio management and transaction services for leased and owned portfolios
- Improve workforce engagement, employee safety, recruiting, and retention through workplace transformation
- Structure public/private partnerships to protect your best interests
- Provide business case analysis and justification to support decision making

## SERVICES

- Strategic Planning
- Portfolio Strategy and Leasing
- Public/Private Partnership Structuring
- Site Selection
- Property Acquisition and Disposition
- Workplace Advisory
- Valuation
- Project and Construction Management
- Energy and Sustainability Consulting
- Facilities Management & Janitorial



The image features a photograph of the Illinois State Capitol building, characterized by its prominent white dome and classical architectural details. The building is set against a clear blue sky. In the foreground, there are green trees and a street with a sidewalk. A large, semi-transparent red banner is positioned across the middle of the image, containing white text. The banner has a diagonal cutout on its right side. The overall composition is professional and modern, with geometric shapes and a color palette of red, white, blue, and green.

Our **comprehensive approach** results in better decision support, enhanced inter-departmental coordination, higher levels of efficiency, and opportunities for continuous improvement at all stages during the real estate life cycle.



# A TIME-TESTED PROCESS TO ENSURE EFFICIENT AND PREDICTABLE RESULTS

1

## ALIGN REAL ESTATE ASSETS

TO SUPPORT THE MISSION OF THE  
ENTITY AND STAKEHOLDERS



## CENTRALIZE PORTFOLIO DATA

TO ENABLE INFORMED DECISION MAKING

2

3

## MEASURE ASSET UTILIZATION

TO PLAN FOR FUTURE USE OR DISPOSITION



## DEVELOP REPEATABLE PROCESSES

THAT IMPROVE COMMUNICATION  
AND EFFICIENCY

4

5

## IMPROVE TRANSPARENCY

OF THE DECISION-MAKING PROCESS  
BY PROVIDING FACT-BASED JUSTIFICATION



## INTEGRATE REAL ESTATE

INTO THE BUDGETING AND  
CAPITAL PLANNING PROCESS

6



A photograph of a modern, curved glass skyscraper. The building's facade is composed of a grid of dark metal frames holding large glass panels. In the foreground, two flagpoles stand on a paved plaza. The left pole holds the United States flag, and the right pole holds a white flag with a blue and red emblem. The sky is blue with scattered white clouds. A dark blue diagonal shape is overlaid on the right side of the image, containing white text.

We have partnered with some of the **largest public sector entities** to develop and implement thoughtful real estate portfolio strategies.

# OUR RESULTS

## ARE THE GREATEST PREDICTOR OF FUTURE SUCCESS

### STATE OF NEW YORK

Prepared a detailed strategic plan focused on cost saving opportunities and process improvements. Generated **\$33 million** in annual portfolio savings by restacking the State's owned and leased footprint in New York City and the Capitol Region.

### STATE OF OREGON

Worked with the State and the Department of Human Services to create a campus setting for a service delivery location. We were able to repurpose a vacant building and construct a build-to-suit property on adjacent land, creating the **lowest cost alternative**.

### STATE OF FLORIDA

Completed more than **200 transactions** and consulting assignments totaling **2.3 million square feet** for 22 State of Florida agencies. Assisted in preparation of the annual strategic real estate report to the state legislature on six separate occasions.

### U.S. GENERAL SERVICES ADMINISTRATION

Provide national brokerage services for the federal government's \$2.3B annual leasing program, manage approximately 80 leases at any give time while maintaining high standards and achieving cost savings on behalf of tax payers.

### NATIONAL NUCLEAR SECURITY ADMINISTRATION

Led the agency through a comprehensive market evaluation and search for a new headquarters in Washington DC. A 88,286-SF new lease was negotiated at **historically low rental rate** for the client, meeting NNSA's long-term mission while also including greatly improved space utilization metrics.

## THE LEADER IN GOVERNMENT FACILITY MANAGEMENT

Cushman & Wakefield provides facility management and building services to a number of public sector clients, including the **FBI, GSA, IRS** and the **Presidential Airlift Group**. Many of our facility management personnel have **top secret security clearances**. We typically save our public sector clients 10-15% compared to industry averages.





No two agencies are exactly alike.  
**Let us help navigate  
your unique challenges.**





**CUSHMAN &  
WAKEFIELD**





## About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value by putting ideas into action for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in approximately 400 offices and 70 countries. In 2017, the firm had revenue of \$6.9 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.

## 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)