

# Industrial & Logistics

## TEAM CAPABILITIES OVERVIEW

**JAY DICK**

Vice Chairman

**DEDRIK PHARIS**

Executive Vice President

**MIKE FUELLING**

Senior Associate

**RIGSBY DUNCAN**

Associate

**JUDITH MOLDEN**

Client Services Specialist



# The Team

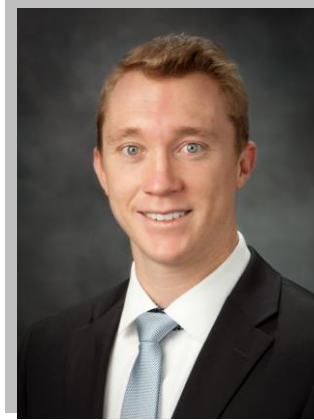
---



## Jay Dick

Vice Chairman  
Lic. 01014089  
+1 909 418 2149  
[jay.dick@cbre.com](mailto:jay.dick@cbre.com)

- 35 years at CBRE based in the Inland Empire
- Specializes in sale and leasing of industrial properties
- Multiple years in CBRE's Millennium Club, National Top 225, and National Top 10%
- Board of Directors, NAIOP, Inland Empire Chapter



## Dedrik Phariss

Executive Vice President  
Lic. 01936859  
+1 909 418 2124  
[dedrik.phariss@cbre.com](mailto:dedrik.phariss@cbre.com)

- 10 years at CBRE based in the Inland Empire
- Specializes in sales and leasing of industrial properties
- Represents several companies on a national basis
- Part of NAIOP
- Part of Distribution Management Association

Our Team is dedicated to creating and implementing unique real estate strategies for each of our clients. We utilize a broad spectrum of strategies to get the best results for a seamless, successful transaction.

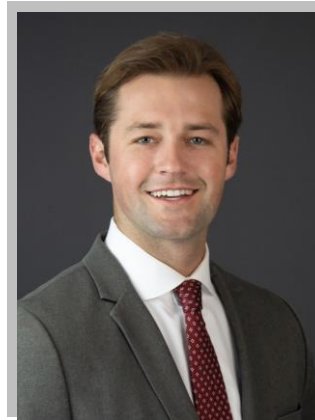
Our attentive focus and professionalism given to each assignment has positioned us as one of the leading industrial teams in the market. In the past 10 years we have completed over 500 transactions with consideration totaling over \$4 Billion.



## Mike Fuelling

Senior Associate  
Lic. 02107194  
+1 909 418 2127  
[mike.fuelling@cbre.com](mailto:mike.fuelling@cbre.com)

- Inland Empire & National Tenant and Landlord Expert
- Specializes in sales and leasing of industrial properties
- Part of NAIOP
- Member of Global Supply Chain Collective



## Rigsby Duncan

Associate  
Lic. 02161469  
+1 909 418 2146  
[rigsby.duncan@cbre.com](mailto:rigsby.duncan@cbre.com)

- Specializes in sales and leasing of industrial properties
- Part of NAIOP
- 2022 CBRE Alpha Award Recipient
- Leads the CBRE Rising Leaders Program



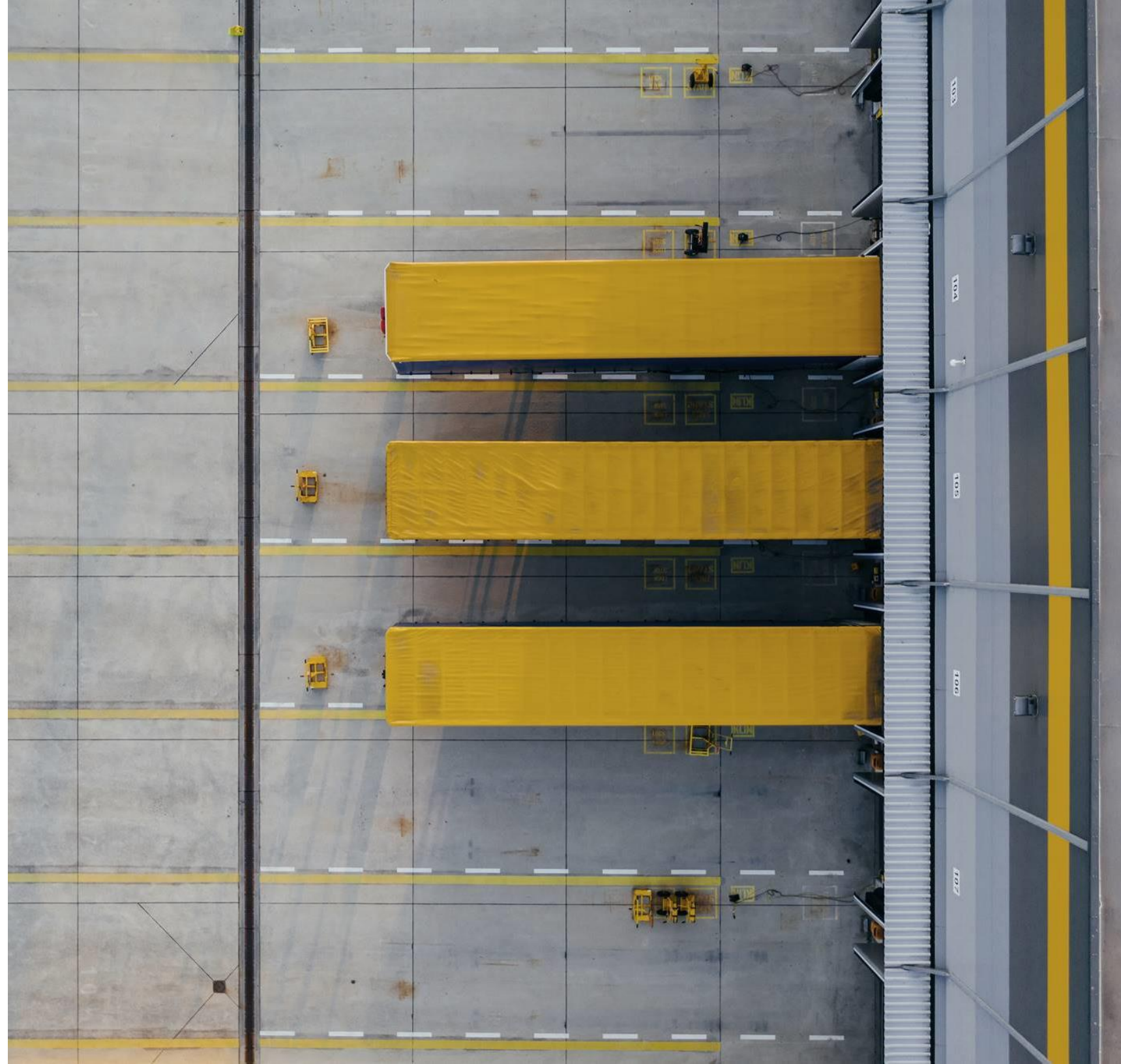
## Judith Molden

Client Services Specialist  
Lic. 02210081  
+1 909 418 2118  
[judith.molden@cbre.com](mailto:judith.molden@cbre.com)

- Provides key support to the Broker Team.
- 5+ Years of Industrial Real Estate Experience
- Ensures client satisfaction while promoting effective working relationships between our Team and our Clients.

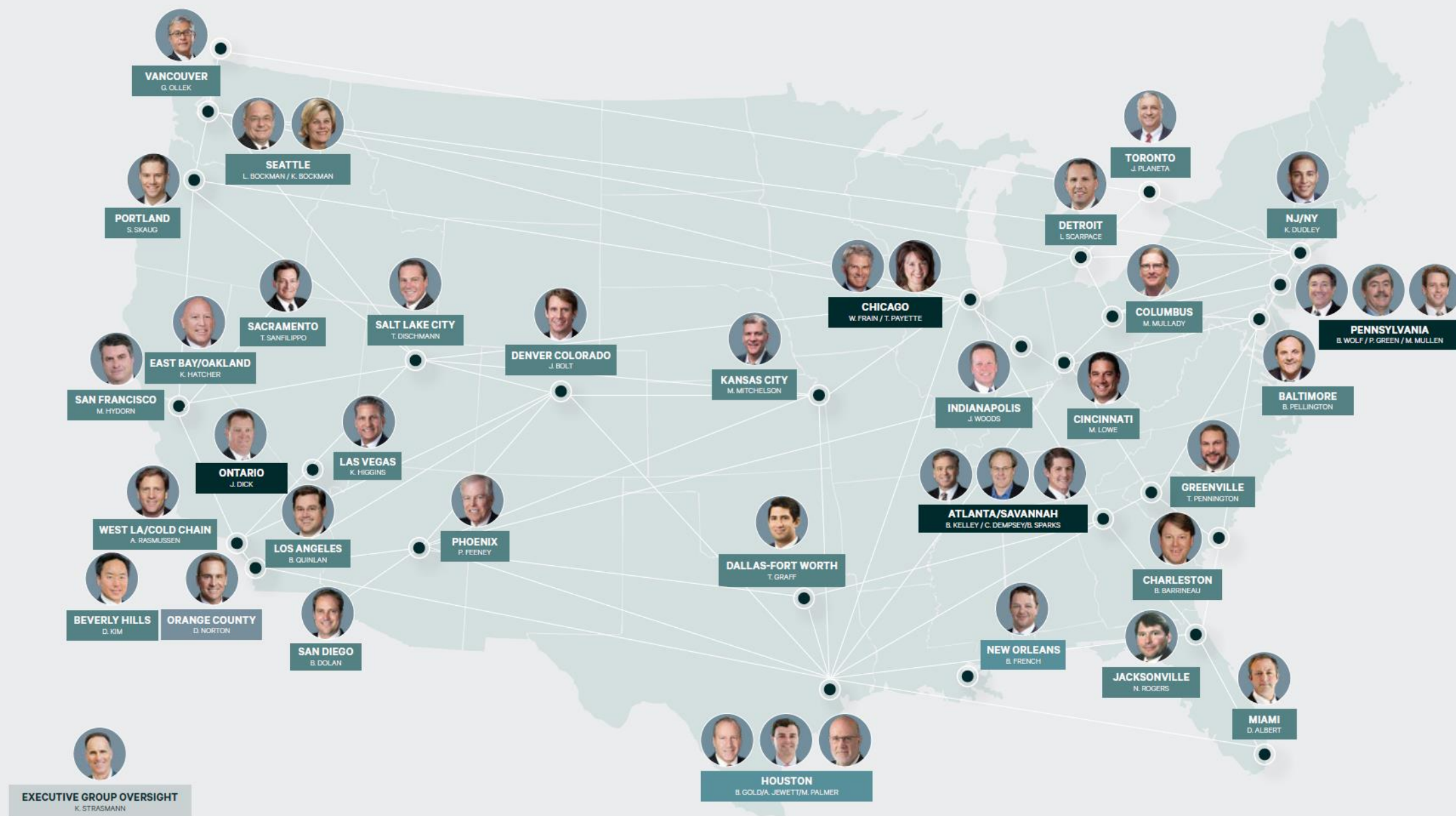
CBRE, a Fortune 500 company, is a full-service real estate firm dedicated to helping clients effectively manage, control, and deliver every stage of their industrial projects. We anticipate your business challenges and eliminate project hurdles.

**CBRE**

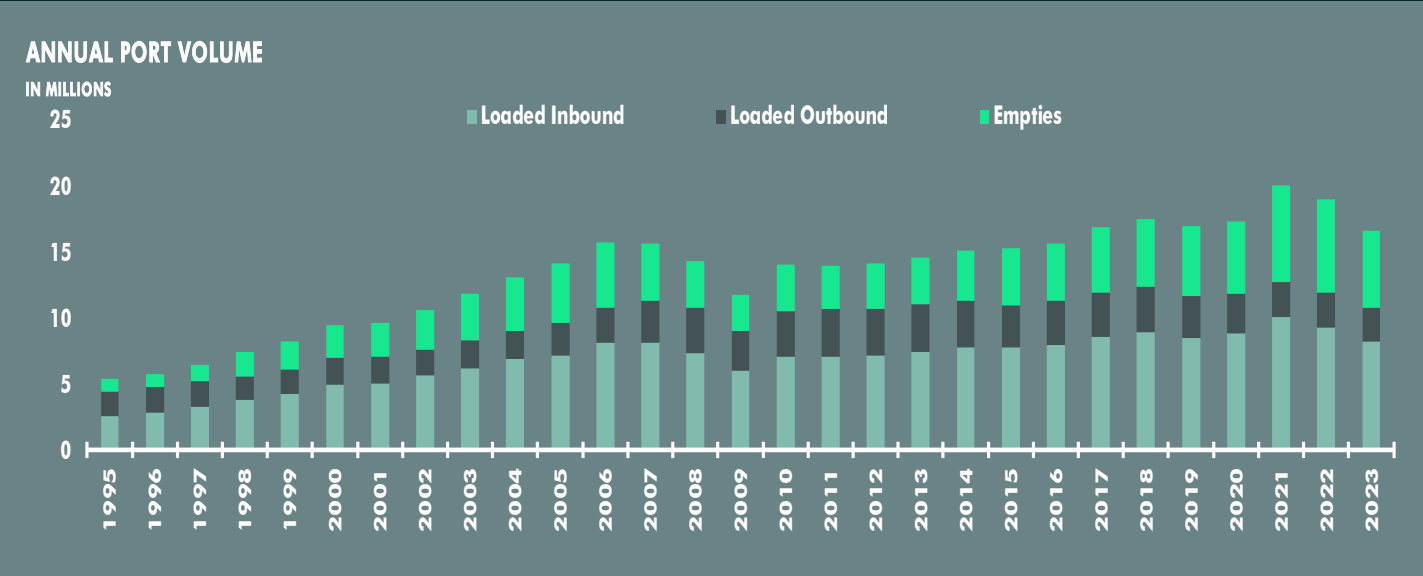




As the largest industrial and logistics real estate services provider in the world, CBRE has more senior professionals located in major port and logistics markets than any other real estate services organization.



# Ports of LA & Long Beach



US RANKING BY VOLUME

#1

TEU'S CONTAINER VOLUME YTD

↑ 9.0M

YTD GROWTH

↑ 14.3%

ACRES OF LAND

10,700

## HIGHLIGHTS

JUNE LOADED IMPORTS (TEU'S)

848K

YOY GROWTH (YTD 2023 TO YTD 2024)

17.5%

LOADED IMPORTS YTD (TEU'S)

4.6M

Y-O-Y LOADED IMPORTS GROWTH

17.5%

TOTAL YTD CONTAINER VOLUME (TEU'S)

9.0M

YOY YTD GROWTH (TOTAL TEU'S)

14.3%



# Creating the real estate solutions of tomorrow.

---

CBRE Industrial & Logistics Services represents the largest industrial services platform in the world, offering an integrated suite of advisory, transaction and management services for occupiers and investors across the entire real estate lifecycle. We create the real estate solutions for companies whose business performance depends on integrated supply chains, connected footprints and efficient operations by aligning business strategy and delivery models with intelligent, streamlined and optimized real estate solutions.

#1

Market Share

840+

Specialized Professionals

\$93.7B

Total Transaction Value

1.0B SF

Management Portfolio

11,850

Leasing Transactions

\$53.4B

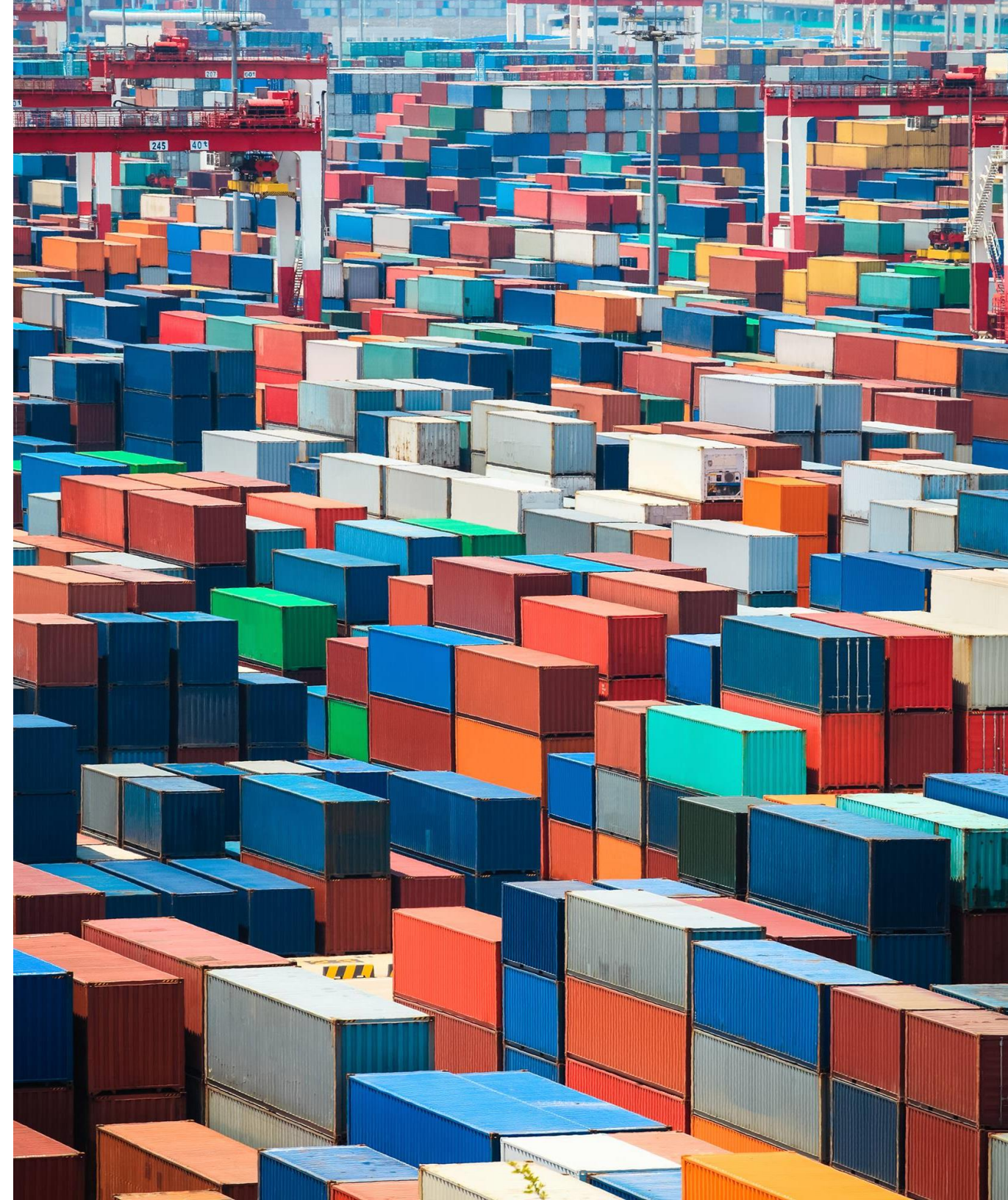
Property Sales Value

\$16.4B

Loan Originations

\$16.1B

Loan Servicing



# Unlock the value in every dimension of your real estate with integrated, data-led services that support your overall business strategy.

## Occupier services

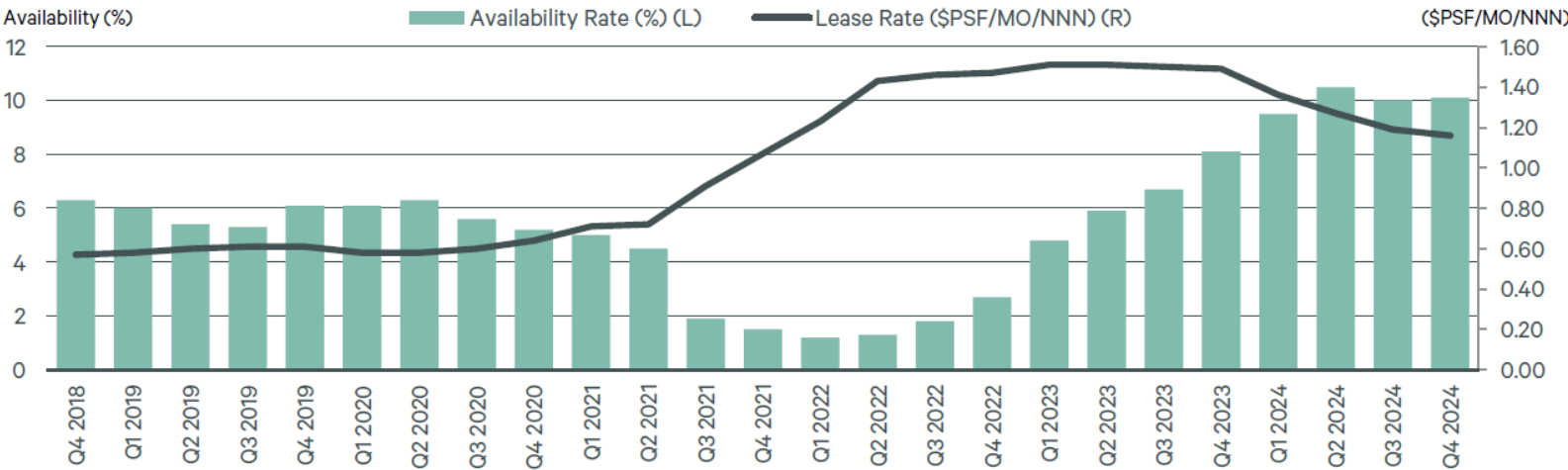
- Supply chain strategy and network design
- Current situation/business case analysis
- Site selection and industry leading approach for comparative studies
- Freight and transportation analysis
- Labor cost, quality and longevity comparison
- Municipal and state incentive negotiations
- Build-to-suit transaction services
- Expert advice on land use provisions, tax issues, labor and freight costs
- Lease versus buy analysis
- Comprehensive property availability studies

## Investor services

- Sale/lease/sublease
- Sale/leaseback transactions
- Valuation studies
- Property management
- Reverse site selection
- Land acquisitions
- Consulting services, including supply chain studies
- Portfolio sales
- Hold versus sell analysis
- Project management



### AVAILABILITY AND TAKING LEASE RATE



↑ **685M**  
SF INVENTORY BASE

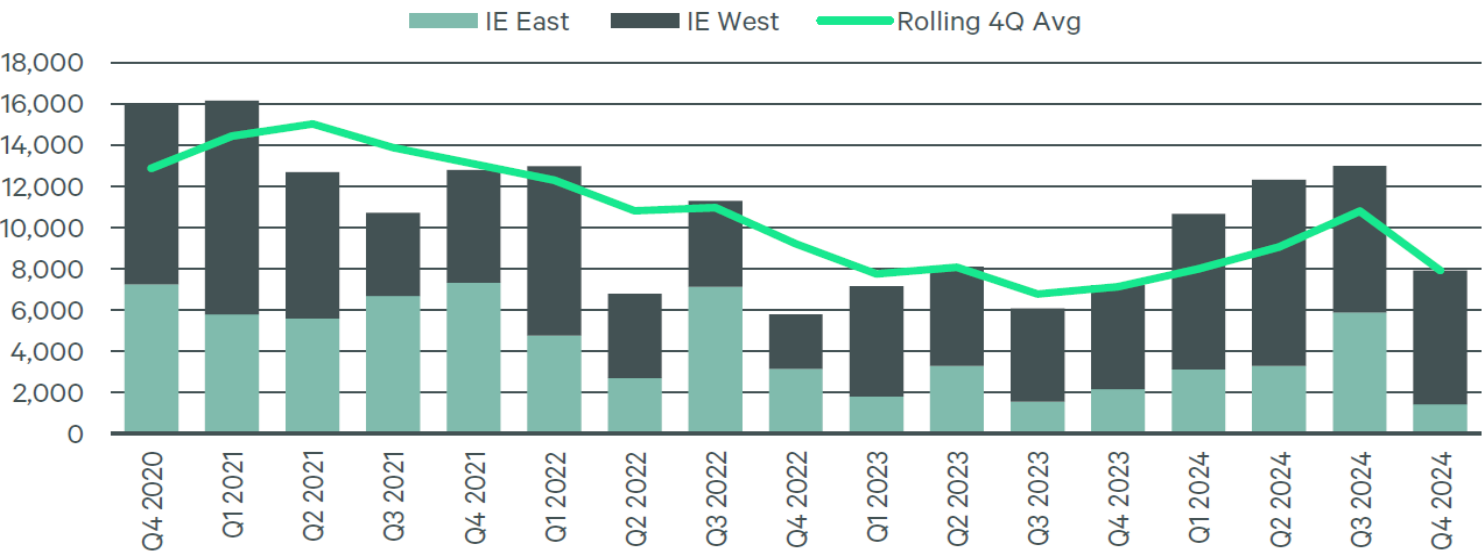
↓ **(760K) SF**  
SF NET ABSORPTION

→ **11.6M**  
SF CONSTRUCTION

↑ **6.9%**  
VACANCY RATE

↓ **\$1.16**  
NNN/LEASE RATE

### GROSS ACTIVITY (MSF)



Note: Arrows indicate change from previous quarter



# Team Overall Transactions

---

Team Transaction History over the last 10-years

±\$4B

Total Consideration

±75M

Square Feet

±650

Transactions

# Our Relationships

## TENANT CLIENTS



## LANDLORD CLIENTS





# Case Study

---

## GoPlus Corporation



## Tenant Representation

### Challenge

Expand GoPlus' e-commerce footprint in North America while maintaining 2 day shipping to customers throughout the country.

### Strategy

- Conducted multi-market search leveraging CBRE's Labor Analytics, Logistics.
- Optimize drayage and occupancy costs

### Results

Successfully competed against fortune 5 tenant to secure an off-market 569,145 SF lease in New Jersey.

# Case Study

---

SPARC Group | Ontario, CA | ±369,996 SF



Tenant Representation

## Challenge

The tenant was eager to start negotiating a renewal. We approached their landlord approximately 10 months in advance of their lease expiration with an RFP to gauge the landlord's expectations of the market. The landlord's response was not in line with our opinion of market value.

## Strategy

Given the market conditions, we advised the tenant to be patient and not respond as we knew what other deals were forthcoming and where the market was heading. We also advised the tenant to tour other properties locally and further east to create a stigma that they were going to move and build leverage.

## Results

Given our strategy and ability to execute, we saved our client approximately \$4.80/SF/Year (±\$9M over the term of the lease) from the landlord's expectations on the rate, which doesn't include additional savings from other concessions (Free Rent, TIA, Increases, Etc.).



# Case Study

1560 Sierra Ridge Drive | Riverside, CA | ±264,055 SF



Tenant Representation

## Challenge

The Landlord thought they had leverage due to the lack of inventory, rent growth and the tenant’s inability to relocate.

## Strategy

Submitted multiple proposals and researched the Landlord’s portfolio to understand that they have ±5.39MM SF (27.58%) of their lease portfolio expiring in the next 18 months.

### Landlord’s Initial Proposal

- Term: 60 Months
- Rate: \$1.55 PSF/NNN
- Annual Increase 5%
- Tenant Improvements: None
- Rental Abatement: None

### CBRE’s Achieved Terms

- Term: 61 Months
- Rate: \$1.33 PSF/NNN
- Annual Increase 4%
- Tenant Improvements: \$0.75 PSF
- Rental Abatement: 1 Month

## Results

Due to our relationship with the Landlord and our negotiating skills, we successfully achieved a savings for our Client totaling ±\$4,861,842.

# Case Study

---

290 Markham Street | Perris, CA | ±344,155 SF



Tenant Representation

## Challenge

Techstyle | Fabletics was not fully utilizing their entire warehouse where they had approximately 6 years remaining on their term with a lease rate that was substantially lower than fair market value.

## Strategy

- CBRE analyzed Techstyle's lease and future local warehouse and logistics needs which helped determine that subleasing a portion of their facility would subsidize costs and decrease overhead.
- Techstyle agreed to terms with UNIQLO for a long-term sublease on a portion of the property, but given the economic uncertainty, UNIQLO had major concerns that Techstyle could default causing a termination of the sublease. UNIQLO required an SNDA from the master landlord to protect them from any future defaults but UNIQLO's attorneys realized that there was still exposure

## Results

CBRE structured a creative solution to finalize a successful sublease transaction which resulted in \$12 Million of profit.



# Team Transactions | 2024

