

# 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

**YESENIA THOMSON**

Client Services Coordinator



# The Local 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)

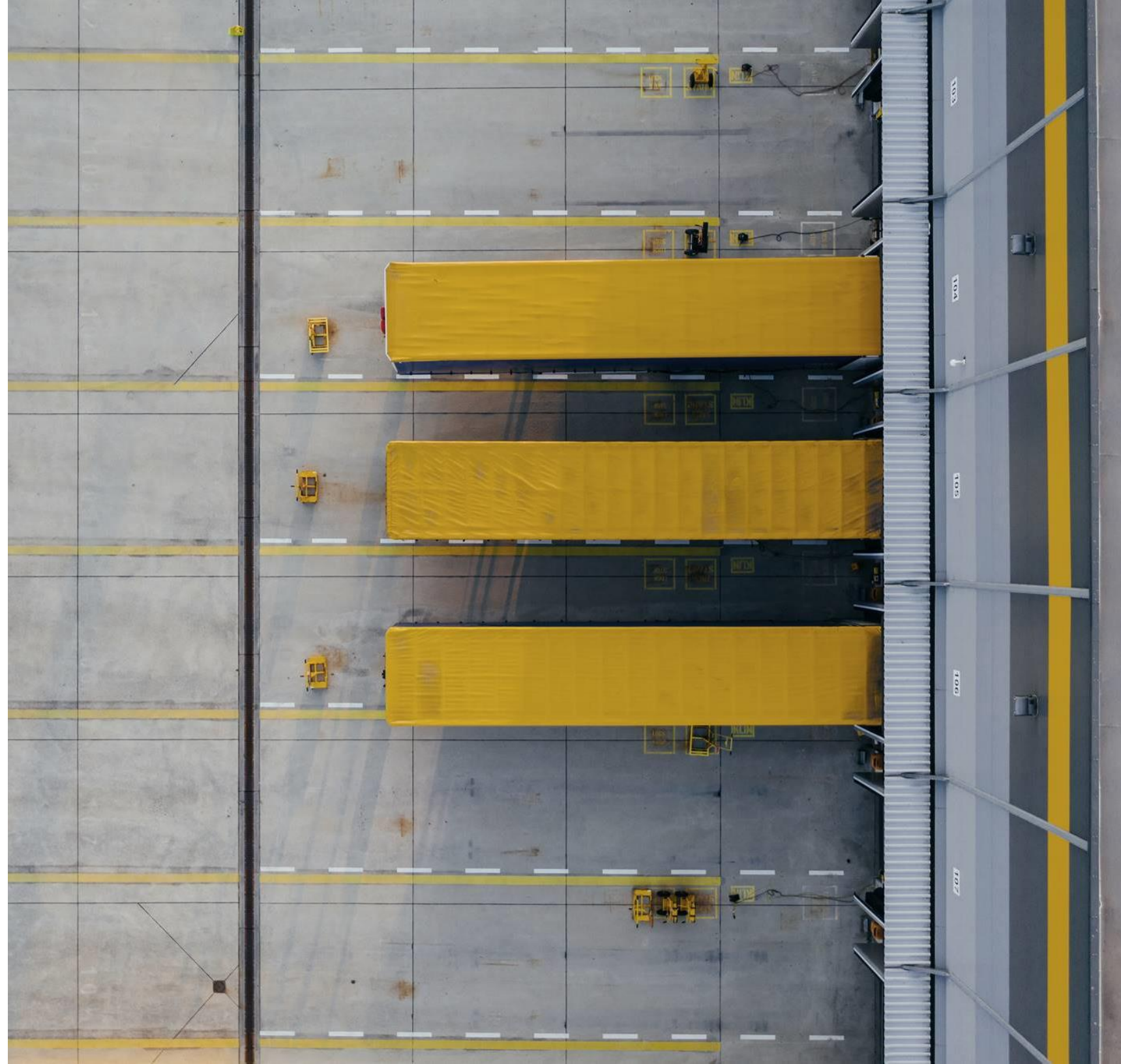


## Yesenia Thomson

Client Services Coordinator  
+1 909 418 2024  
[yesenia.thomson@cbre.com](mailto:yesenia.thomson@cbre.com)

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**





The map illustrates the company's global footprint across the United States, with various cities and regions labeled and connected by lines, indicating a network of operations. The map includes labels for cities like Vancouver, Seattle, Portland, San Francisco, Los Angeles, San Diego, Phoenix, Dallas-Fort Worth, Houston, Chicago, Indianapolis, Cincinnati, Atlanta/Savannah, New Orleans, Jacksonville, Miami, Greenville, Charleston, Baltimore, NJ/NY, Pennsylvania, Detroit, Toronto, and Salt Lake City. Each city is associated with a specific executive or team, represented by a circular portrait and a nameplate.

City/Region	Executive/Team
Vancouver	G. OLLEK
Seattle	L. BOCKMAN / K. BOCKMAN
Portland	S. SKAUG
San Francisco	M. HYDORN
East Bay/Oakland	K. HATCHER
San Francisco	M. HYDORN
Ontario	J. DICK
West LA/Cold Chain	A. RASMUSSEN
Beverly Hills	D. KIM
Orange County	D. NORTON
San Diego	B. DOLAN
Los Angeles	B. QUINLAN
Phoenix	P. FEENEY
Las Vegas	K. HIGGINS
Salt Lake City	T. DISCHMANN
Denver Colorado	J. BOLT
Kansas City	M. MITCHELSON
Dallas-Fort Worth	T. GRAFF
Houston	B. GOLD/A. JEWETT/M. PALMER
Chicago	W. FRAIN / T. PAYETTE
Indianapolis	J. WOODS
Cincinnati	M. LOWE
Atlanta/Savannah	B. KELLEY / C. DEMPSEY/B. SPARKS
New Orleans	B. FRENCH
Jacksonville	N. ROGERS
Miami	D. ALBERT
Greenville	T. PENNINGTON
Charleston	B. BARRINEAU
Baltimore	B. PELLINGTON
NJ/NY	K. DUDLEY
Pennsylvania	B. WOLF / P. GREEN / M. MULLEN
Detroit	L. SCARPACE
Toronto	J. PLANETA
Salt Lake City	T. DISCHMANN
Columbus	M. MULLADY

**EXECUTIVE GROUP OVERSIGHT**  
K. STRASSMANN

# Ports of LA & Long Beach



US RANKING BY VOLUME

#1



TEU'S CONTAINER VOLUME YTD

19.9M



YTD GROWTH

19.7%



ACRES OF LAND

10,700



## Highlights



DECEMBER LOADED IMPORTS (TEU'S)

766K



YOY GROWTH (YTD 2023 TO YTD 2024)

12.3%



LOADED IMPORTS YTD (TEU'S)

2.5M



Y-O-Y LOADED IMPORTS GROWTH

14.4%



TOTAL YTD CONTAINER VOLUME (TEU'S)

5M



YOY YTD GROWTH (TOTAL TEU'S)

15%



# 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

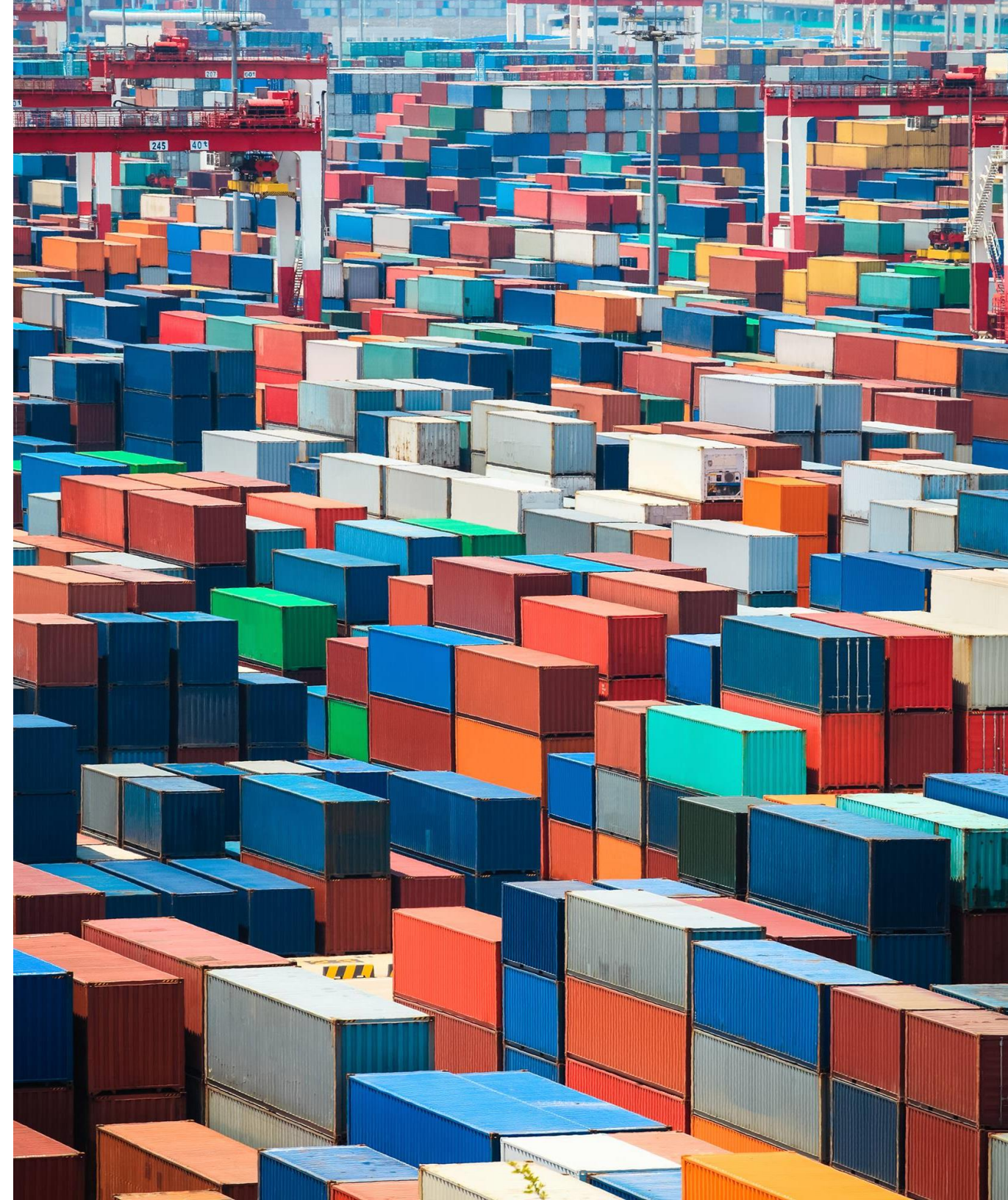
Property Sales Value

\$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

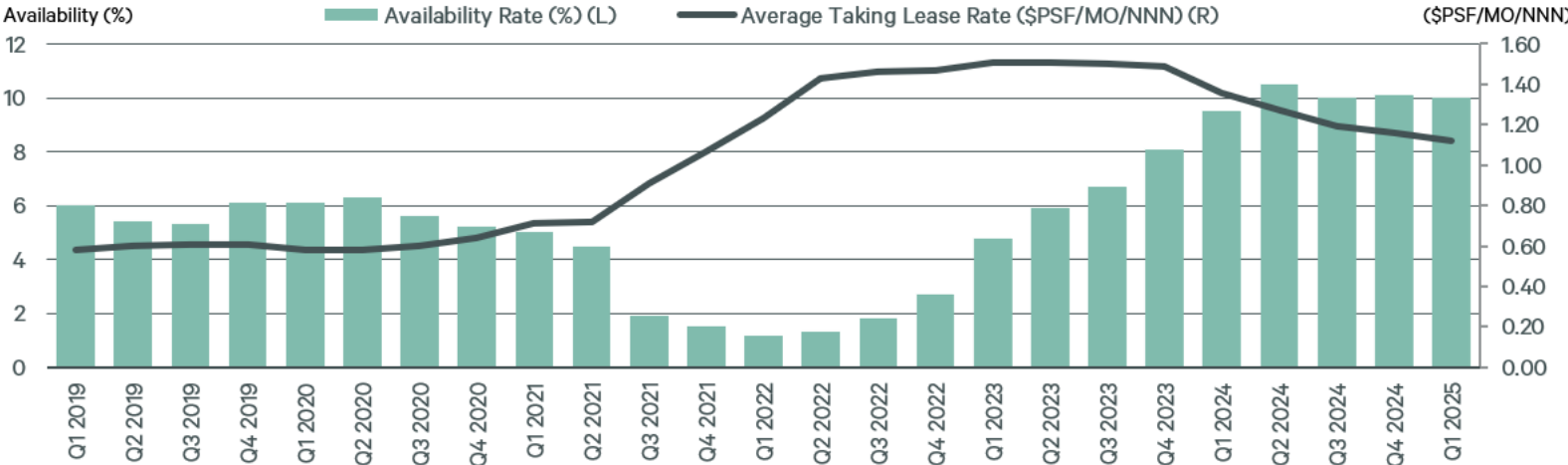
- Sale/lease/sublease
- Sale/leaseback transactions
- Valuation studies
- Property management
- Reverse site selection
- Land acquisitions
- Consulting services, including supply chain studies
- Portfolio sales
- Hold versus sell analysis
- Project management



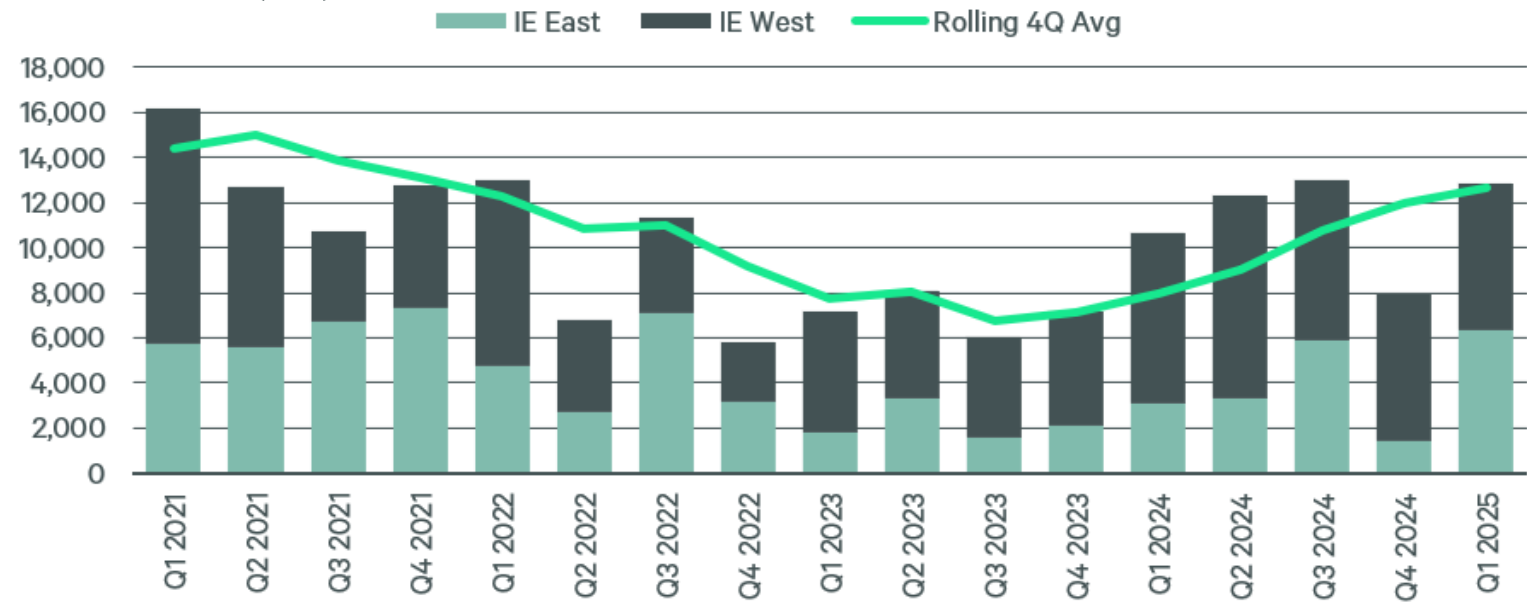
# Industrial Market Snapshot | Inland Empire

Q1 2025

## AVAILABILITY AND TAKING LEASE RATE



## GROSS ACTIVITY (MSF)



↓ 665M  
SF INVENTORY BASE

↑ 3.6M SF  
SF NET ABSORPTION

↓ 9.5M  
SF CONSTRUCTION

↓ 6.6%  
VACANCY RATE

↓ \$1.12  
NNN/LEASE RATE

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.



# Notable Team Transactions



Leased April 2025

495,736 SF

13133 Innovation Way, Victorville, CA



Leased February 2025

262,410 SF

8449 Milliken Ave. Rancho Cucamonga, CA



Leased January 2025

103,156 SF

10661 Etiwanda Ave, Fontana, CA



Leased January 2025

101,702 SF

4 S Middlesex, Monroe, NJ



Leased January 2025

334,000 SF

4651 E Francis, Ontario CA



Leased January 2025

153,010 SF

4382 Georgia Bl, San Bernardino, CA



Leased December 2024

192,903 SF

1176 Hall Ave, Jurupa Valley, CA



Leased December 2024

424,427 SF

10886 Citrus Ave, Fontana, CA



Leased November 2024

296,490 SF

13415 Sabre Blvd, Victorville, CA



Leased November 2024

497,717 SF

295 Southcreek, Romeoville, IL



Leased November 2024

328,345 SF

157 Hendley Rd, Wentworth, GA



Leased October 2024

407,638 SF

13000 Temple Ave., City of Industry CA



Leased July 2024

564,630 SF

11301 Cantu Galleano Ranch Rd. Mira Loma, CA



Leased July 2024

278,560 SF

13201 Dahlia St. Fontana, CA



Leased January 2024

1,227,600 SF

8140 Caliente Rd., Hesperia, CA