



TRANSWESTERN

REAL ESTATE
SERVICES

PROJECT MANAGEMENT

OVERVIEW

TRANSWESTERN REAL ESTATE SERVICES

Transwestern is one of the largest, privately held, full-service real estate firms in the U.S..

Its reach is extended globally through strategic alliances with BNP Paribas Real Estate and Encor Advisors.

BY THE NUMBERS

2,552

LEASING
TRANSACTIONS

1,400

OWNER/TENANT
CLIENTS

321M

SQUARE FEET
MANAGED/LEASED

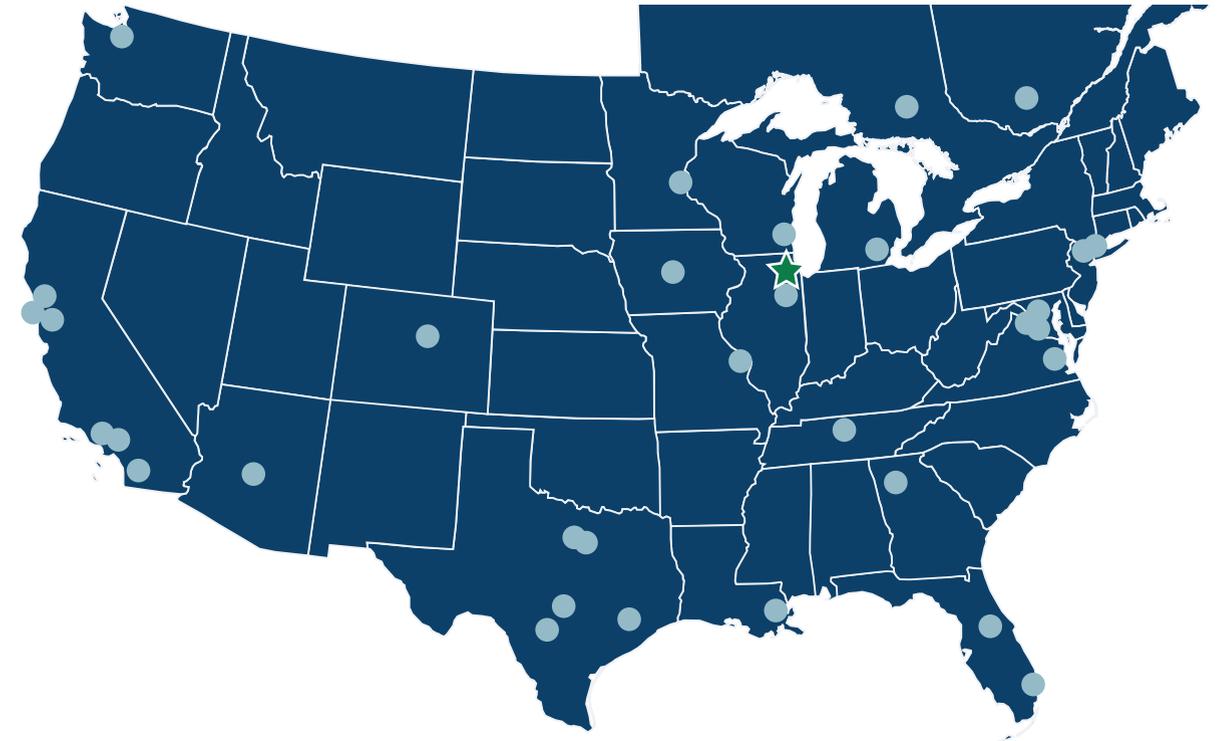
\$1.9B

CAPITAL MARKET
TRANSACTIONS

* Stats year end 2023

YOU GET ALL OF US.

Across state, service, and company lines, we are connected and agile.



2,200+

TEAM
MEMBERS

350+

CHICAGOLAND
TEAM MEMBERS

33

MARKETS
ACROSS THE U.S..

212

OFFICES THROUGH
STRATEGIC PARTNERSHIPS

25

COUNTRIES THROUGH
STRATEGIC PARTNERSHIPS

FOUR COMPANIES, ONE FULL-SERVICE SOLUTION

When you partner with Transwestern, our ever-evolving family of companies, service lines, and resources support a 360-degree approach to real estate and offer team members access to wealth creation opportunities.

TRANSWESTERN REAL ESTATE SERVICES

322M
SF leased & managed

- Agency Leasing
- Asset Services
- Capital Markets
- Tenant Advisory + Workplace Strategy
- Research & Investment Analytics

TRANSWESTERN DEVELOPMENT COMPANY

\$6.3B
in total development value

- Build-to-Suit
- Fee Development
- Speculative
- Diversified Product Types

TRANSWESTERN INVESTMENT GROUP

\$7.3B
in assets managed ITD

- Discretionary Funds
- Investment Analytics
- NNN
- Separate Accounts
- Opportunistic Investments

TRANSWESTERN HOSPITALITY GROUP

15+
years of hospitality leadership experience

- Investment, Development & Operations
- Venue Activation
- Placemaking
- Boutique Hotel Development

PROJECT MANAGEMENT

OVERALL

\$1B+
Worth of Projects

350+
Projects Completed

15M+
SF Completed



HEADQUARTERS



GROUND-UP AMBULATORY & CANCER TREATMENT CENTER



HEADQUARTERS



CLEANROOM



LOGISTICS



LAB (R&D, TC, CHEM, ETC.)



HEALTHCARE (MICRO HOSPITAL)



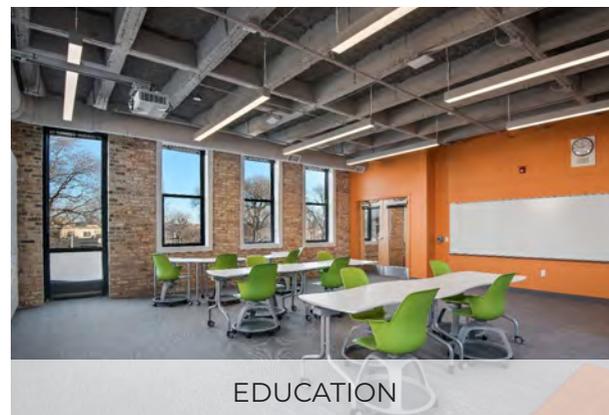
HEALTHCARE



INDUSTRIAL/DISTRIBUTION



CALL CENTER



EDUCATION



MANUFACTURING AND DISTRIBUTION



DECOMMISSIONING



FINANCIAL

SECTOR — CORPORATE INTERIORS & DEVELOPMENT

The TW Project Services team has a proven track record delivering corporate projects on time and within budget. Projects include ground-up development, interior construction, and adaptive re-use. Our clients include financial, legal, accounting, corporate headquarters, logistics, medical supply sales, call centers, nonprofits, and many more across the U.S. and internationally.

\$350M+

Worth of Projects

400+

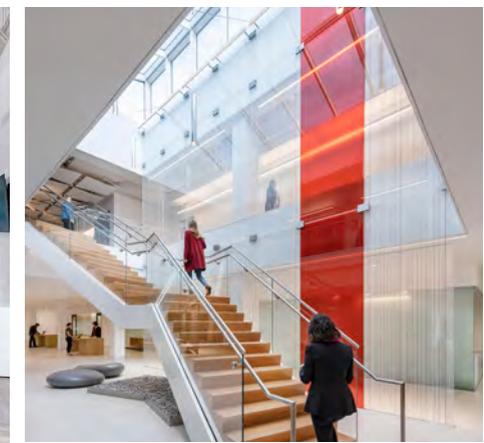
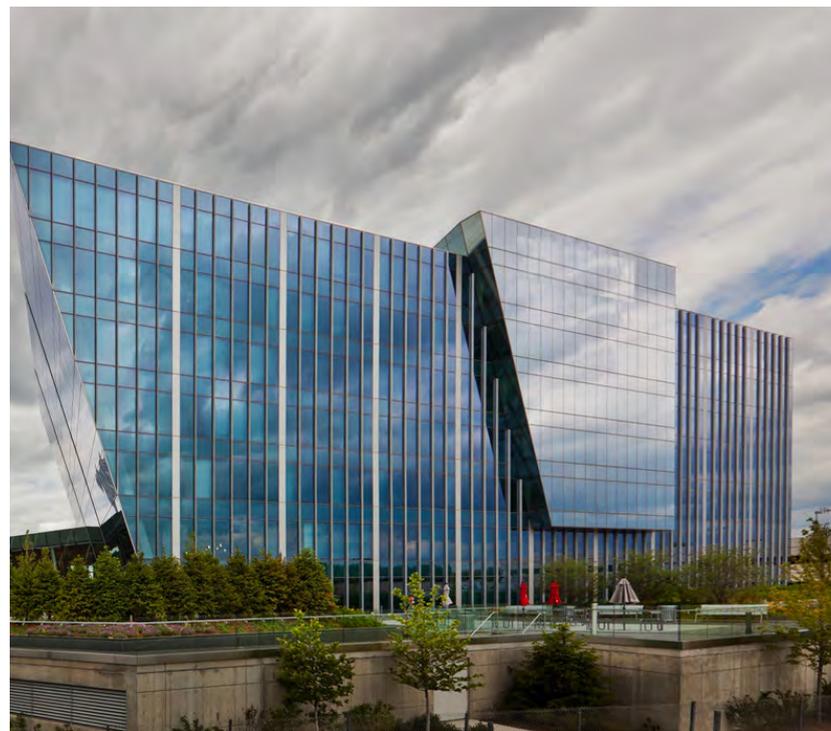
Projects

12M+

SF Completed

31+

States



SECTOR — LIFE SCIENCES

The TW Project Services team has provided program management and project/construction management to a global pharmaceutical client in North and South America for over 15 years. We have a tremendous working relationship with all divisions, such as user groups, IT, procurement, finance, and corporate communications. We have always delivered for this client on time and within budget.

- Clean rooms
- Manufacturing
- Offices
- R&D Labs
- Lab Decommissions
- Vivarium

\$477M+

Worth of Projects

43+

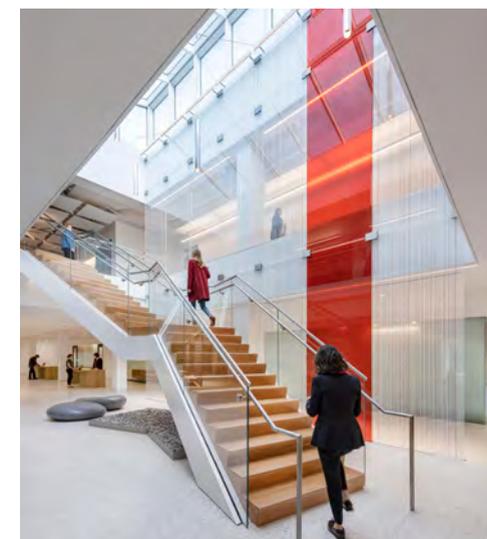
Fit-Out Projects

2.6M+

SF Completed

22+

Decommissioning Projects with
\$10.1M in Equipment Sales



SECTOR — HEALTHCARE

The TW Project Services team has a proven track record delivering diverse healthcare projects around the nation. Projects include ambulatory care facilities, surgery centers, micro hospitals, pain clinics, physical rehabilitation centers, cancer treatment/oncology locations, pharmacies, and much more.

\$400M+

Worth of Projects

800K+

SF Completed

15

Projects Completed

6+

States



SECTOR — INDUSTRIAL, MANUFACTURING, & CALL CENTERS

The TW Project Services team is very active in the development of industrial, manufacturing, and call centers throughout the United States.

\$900M+

Worth of Projects

30+

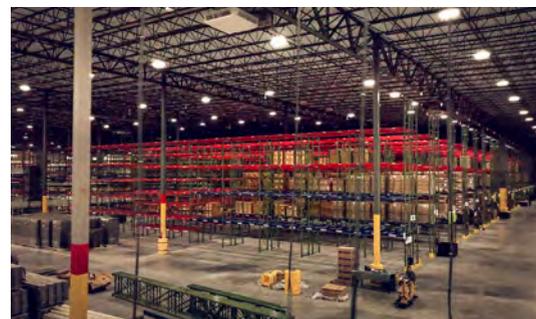
Projects

3.5M+

SF Completed

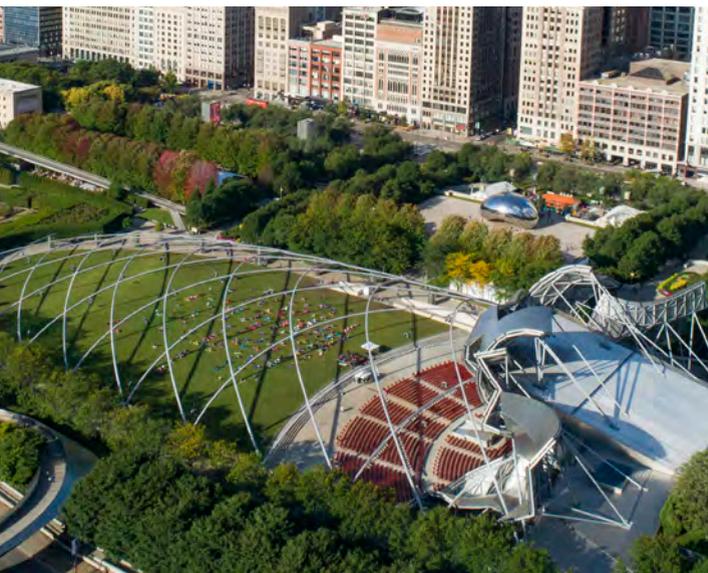
10+

States



SECTOR — EDUCATION & COMMUNITY

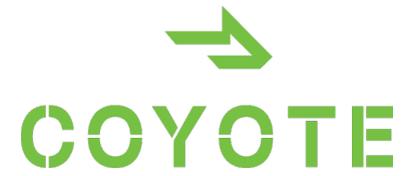
The TW Project Services team is experienced in the project management of schools, places of worship, parks, and civic and community centers throughout the Chicago area.



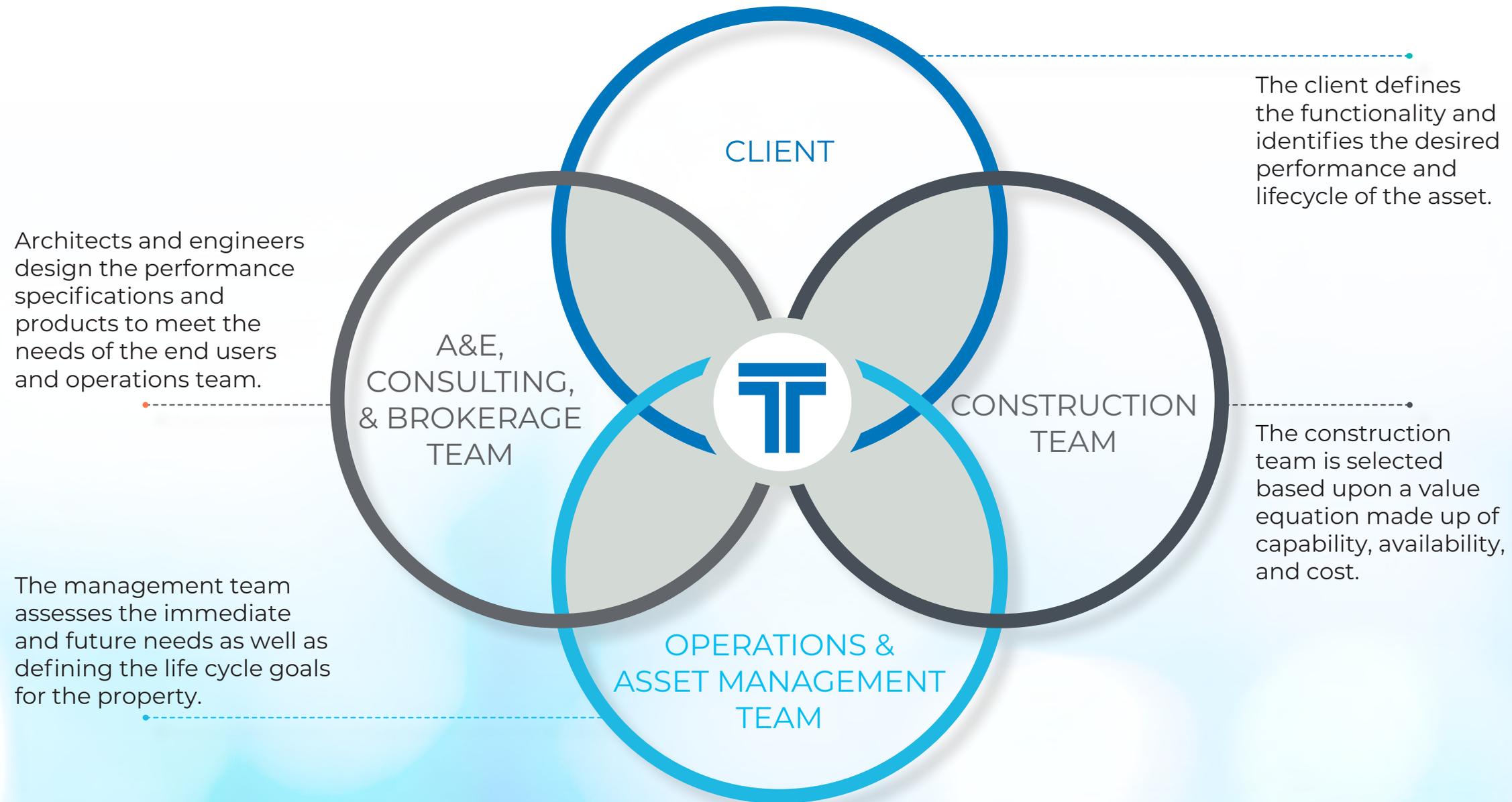
OUR CLIENTS

Our clients, whether headquartered in the United States or internationally, return to us again and again.

A FEW OF OUR LARGEST LONG-TERM CLIENTS:



PROJECT MANAGEMENT



OUR PROCESS

From the earliest stage of project conception through occupancy, we guide our clients to a finished product that meets all of their established goals and parameters, including phased delivery and accelerated schedules utilizing lean principles throughout the process.

PROJECT
KICK-OFF



PRE-
CONSTRUCTION



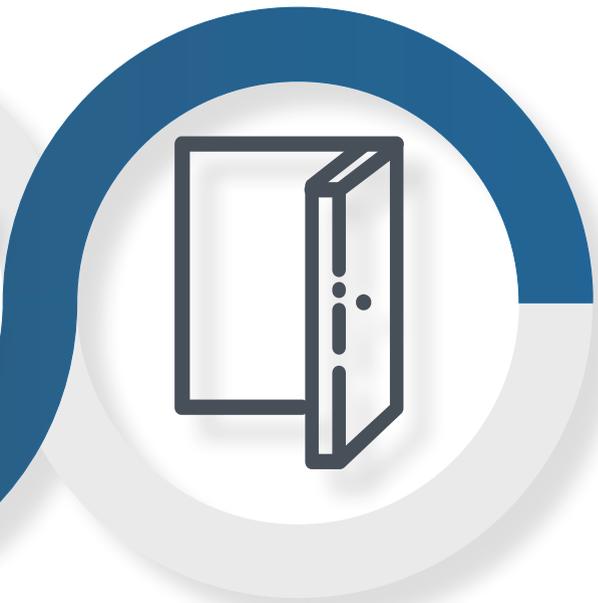
PERMIT
APPROVAL



CONSTRUCTION



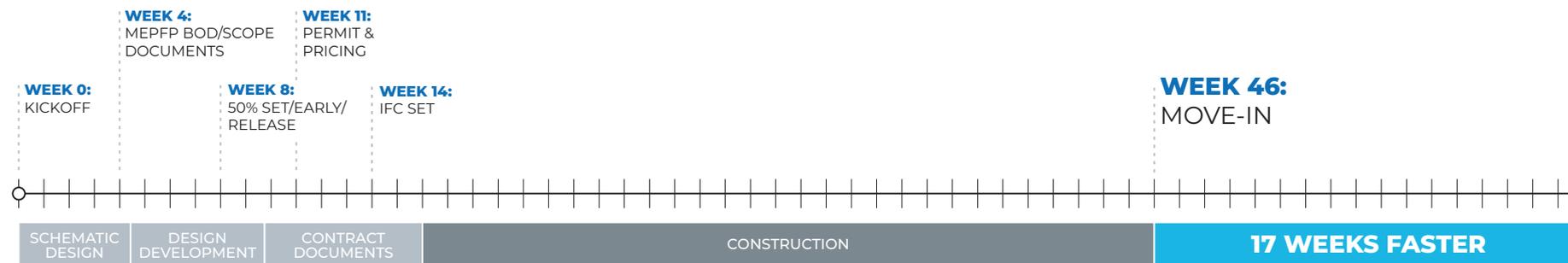
START-UP &
ACTIVATION



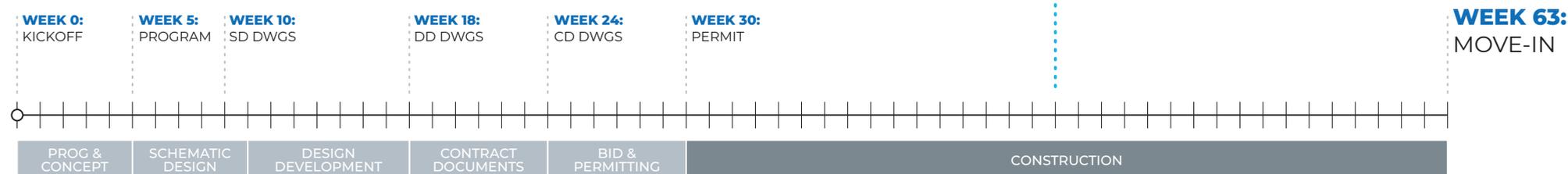
OUR APPROACH

To address the issues of schedules and costs, the TW Project Services team utilizes the competitive bid design-build process. In a recent competitive bid, we reduced the contractor fees and loads, saving 7% of hard costs and shortening the schedule.

DESIGN-BUILD APPROACH TIMELINE



TRADITIONAL SCHEDULE



REDUCES SCHEDULE



EARLY PROCUREMENT OF LONG-LEAD ITEMS



REAL-TIME COSTS FOR DESIGN

OUR SCOPE OF SERVICES

For each development project, the TW Project Services team specifically tailors a detailed scope to meet our client's requirements.

PROJECT KICK-OFF & DUE DILIGENCE



- Conduct site due diligence (environmental, civil, geotechnical, etc.)
- Evaluate availability of utilities
- Verify zoning requirements/restrictions
- Establish building and site program
- Establish preliminary project budget and schedule

CONCEPTUAL DESIGN



- Formulate team
- Initial programming and site confirmation
- Concept design
- Prepare conceptual site and building configurations, incorporating building and site program with planning and zoning requirements
- Present conceptual ideas
- Select preferred conceptual design
- Update conceptual design budget and schedule
- Obtain approval to move forward with initial plans

SCHEMATIC DESIGN & DESIGN DEVELOPMENT



- Schematic design and design development refinement
- Design building to include plans, elevations, materials, etc.
- Conduct test-fit of tenant interior layouts
- Perform preliminary civil engineering of the site
- Establish detailed written outline specifications (Finishes, Mechanical, Electrical, Plumbing, Fire Protection, Floor Loading, Roofing Strategy, Building Envelope, etc.)
- Set guaranteed maximum price (GMP)
- Update project budget and schedule
- Zoning and entitlement submittals
- Obtain approval to move forward with updated plans

CONSTRUCTION DOCUMENTS



- Coordinate planning, zoning, site plan, and architectural approvals
- Prepare Construction Documents (CDs)
- Conduct value engineering
- Subcontractor bidding
- Update project budget and schedule
- Obtain required building permits/approvals
- Notice to Proceed with construction
- Update GMP and Notice to Proceed
- Obtain client approval to move forward with final plans

CONSTRUCTION SITEWORK, CORE/SHELL & TENANT IMPROVEMENTS



- Deploy and commence construction
- Conduct weekly owner, architect, and contractor (OAC) meetings, produce site inspection reports
- Continuously monitor construction activities, track critical path tasks and milestones to ensure delivery schedules are met
- Monitor construction costs: spent, pending, and balance to completion
- Monitor contingencies and allowances
- Evaluate all proposed change orders
- Review and process monthly draw requests and lien release documentation
- Assist with mediation to solve construction conflicts that may occur
- Coordinate with contractor and architect preparation and closure of core/shell
- Coordinate with contractor, architect, and tenant preparation and closure of TI punchlist (complete sitework and core/shell punchlist)
- Package close-out documentation
- Obtain temporary Certificate of Occupancy (CO) and final CO
- Conclude construction phase

START-UP & ACTIVATION



- Coordinate with client to set up furniture, fixtures and equipment (FF&E)
- Coordinate seamless transition from the Transwestern development team to operations team
- Close out construction contracts and obtain all lien waivers
- Project completed and operational

CASE STUDIES

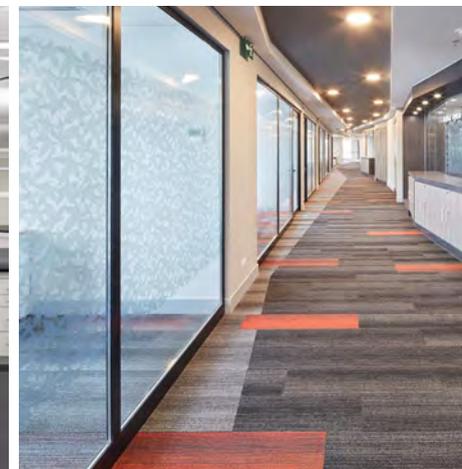
PHOENIX SUNS & MERCURY TRAINING FACILITY AND OFFICE HEADQUARTERS

PLAYER 15 GROUP
PHOENIX, AZ



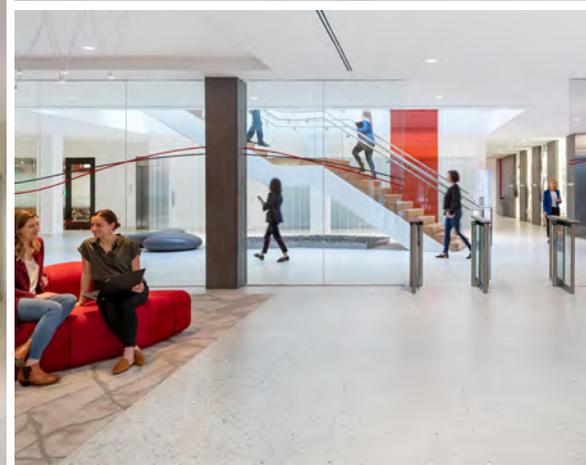
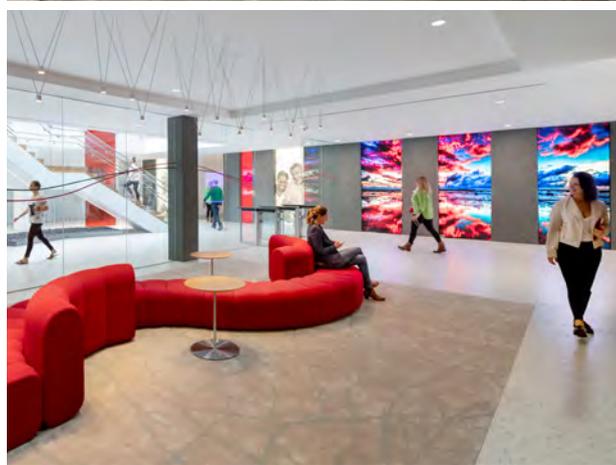
CONFIDENTIAL PHARMA PROJECTS

NORTH & SOUTH
AMERICA



R&D AND MANUFACTURING FACILITY

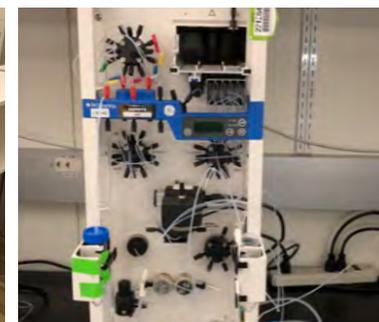
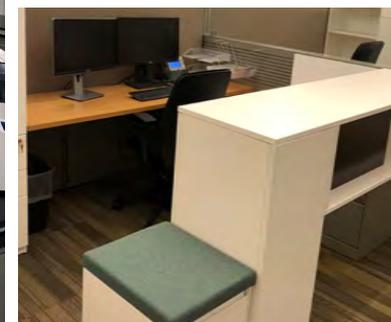
CONFIDENTIAL CLIENT
BOSTON, MA AREA



R&D AND MANUFACTURING FACILITY

VIVARIUM DEVELOPMENT
DECOMMISSIONING
OF 3 FACILITIES

CONFIDENTIAL CLIENT
SANTA MONICA, CA



R&D AND MANUFACTURING FACILITY

2-BUILDING
REDEVELOPMENT,
VIVARIUM DEVELOPMENT

CONFIDENTIAL CLIENT
FARMINGDALE, NY



R&D AND MANUFACTURING FACILITY

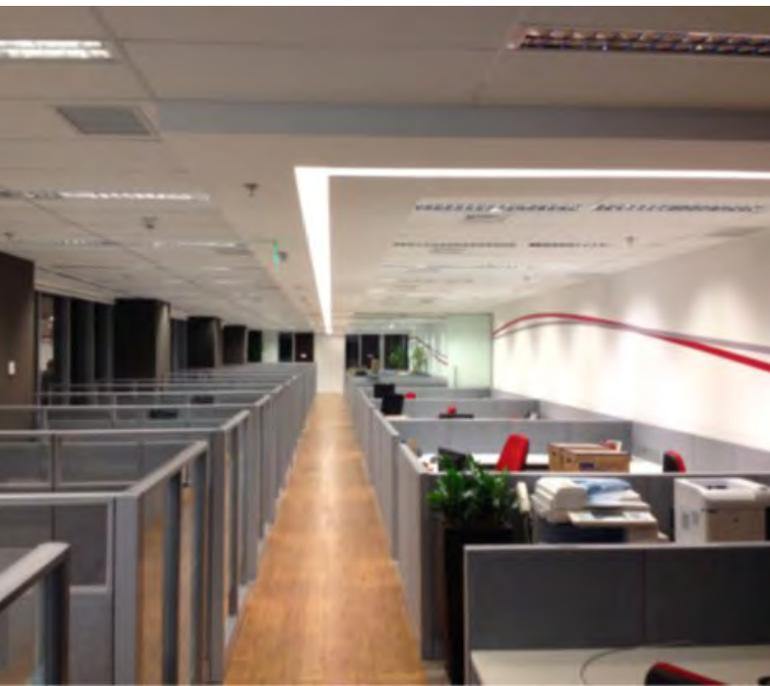
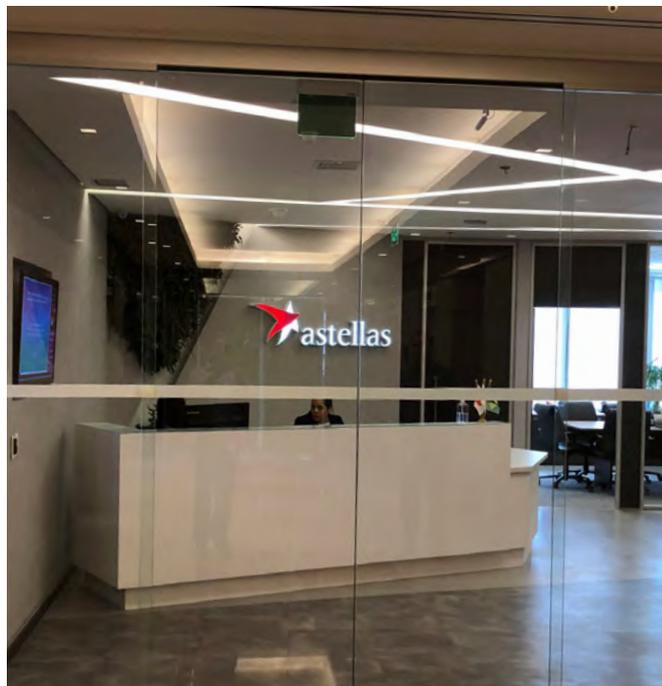
R&D AND VIVARIUM
DEVELOPMENT

CONFIDENTIAL CLIENT
LA JOLLA, CA



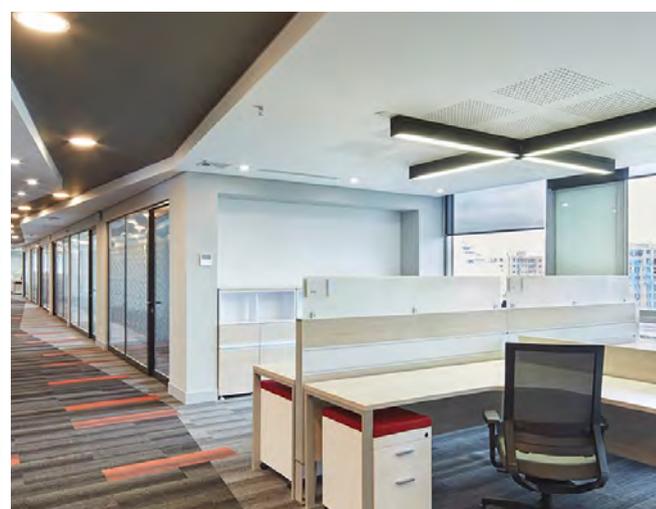
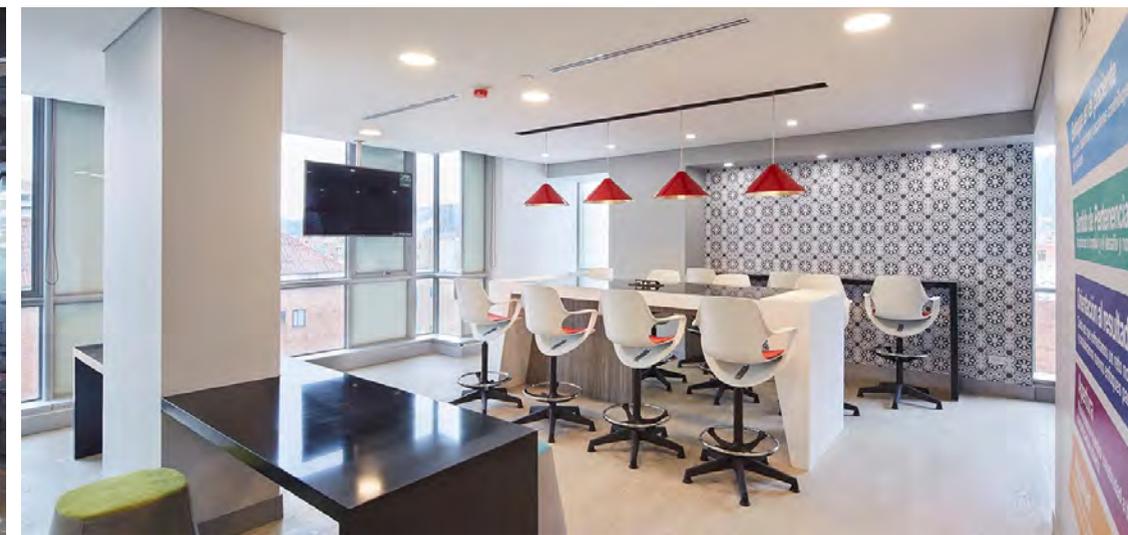
QUALITY CONTROL LAB AND TWO OFFICE PROJECTS

CONFIDENTIAL CLIENT
SAO PAULO, BRAZIL



OPENED 1ST OFFICE IN BOGOTA

CONFIDENTIAL CLIENT
BOGOTA, COLUMBIA



SINGLE CLIENT MAP OF TRANSACTIONS

CONFIDENTIAL CLIENT



SEATTLE, WA
31,028 SF
RENEGOTIATION
& EXPANSION



ILLINOIS
11 TRANSACTIONS, 840,000 TOTAL SF
RELOCATIONS, EXPANSIONS & SUBLEASES

MASSACHUSETTS

6 TRANSACTIONS
344,106 TOTAL SF

NEW LEASES, EXPANSION &
EXTENSION



ANN ARBOR, MI
2,991 SF
RELOCATION



ONTARIO,
CANADA
3 TRANSACTIONS
65,334 TOTAL SF
EXTENSION &
EXPANSION

NEW YORK

6 TRANSACTIONS
666,278 TOTAL SF

SALES, BUYOUT,
EXPANSION & NEW LEASE

WASHINGTON, DC

3 TRANSACTIONS
20,000 TOTAL SF

RELOCATION



BOGOTA, COLUMBIA 7,079 SF NEW LEASE



BRAZIL
4 TRANSACTIONS
24,800 TOTAL SF
NEW LEASE



OXFORD, ENGLAND
20,000 SF
CONSULTING



CALIFORNIA
14 TRANSACTIONS
518,524 TOTAL SF

BUILDING SALE, BUYOUT, NEW LEASE,
& RENEWAL

COLORADO

60,000 SF

WIND-DOWN

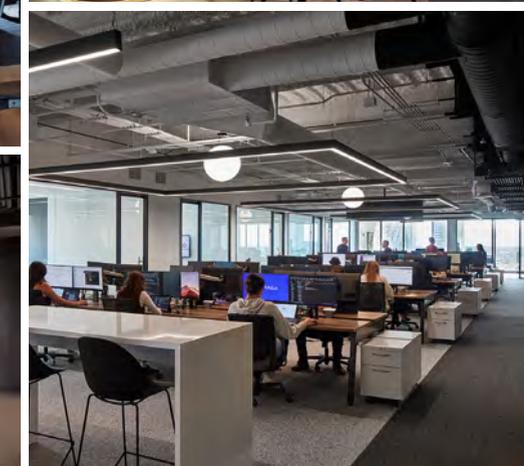
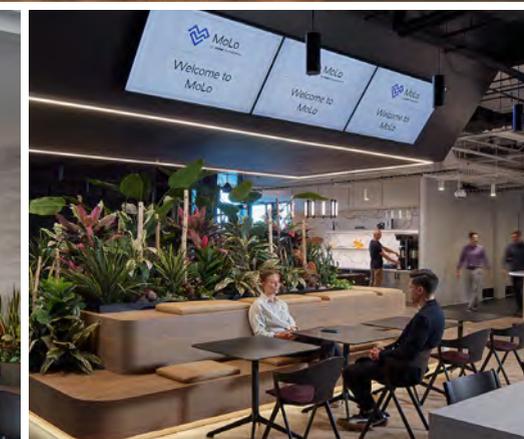
NORTH CAROLINA

25,000 SF

WIND-DOWN

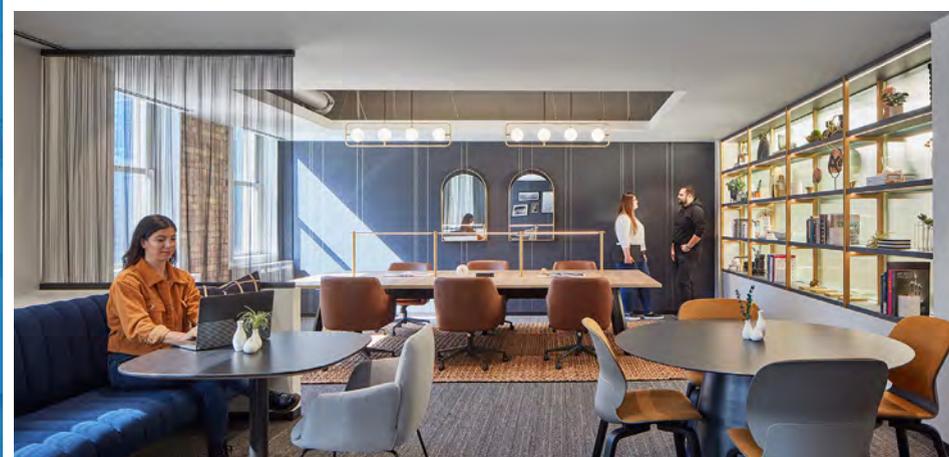
MOLO SOLUTIONS

CHICAGO, ILLINOIS



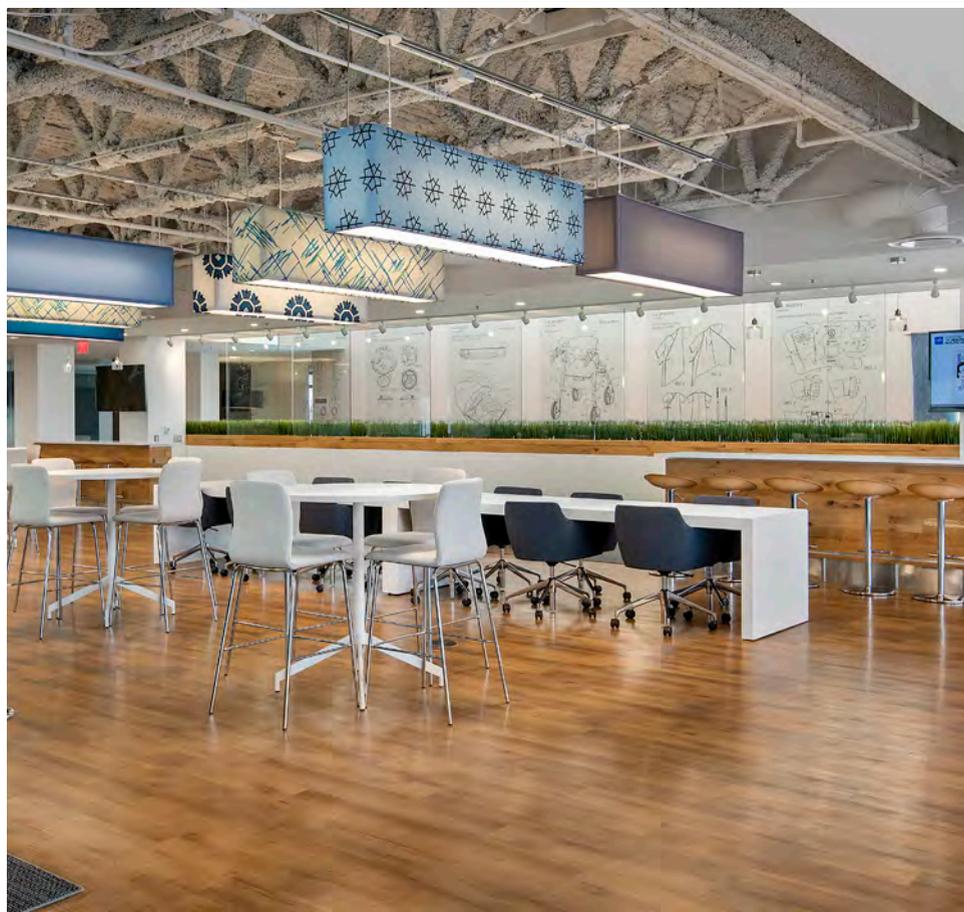
MEDLINE INDUSTRIES

MERCHANDISE MART
CHICAGO, ILLINOIS



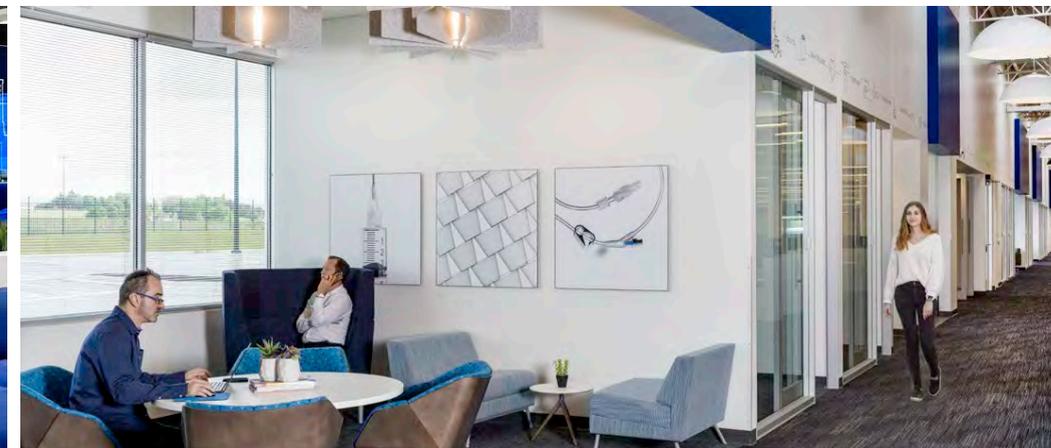
MEDLINE INDUSTRIES

CAMPUS NORTHFIELD, ILLINOIS



MEDLINE INDUSTRIES

CALL CENTER
DUBUQUE, IOWA



MEDLINE INDUSTRIES

DISTRIBUTION CENTER
APOPKA, FLORIDA



UCHICAGO MEDICINE AMBULATORY CARE CENTER

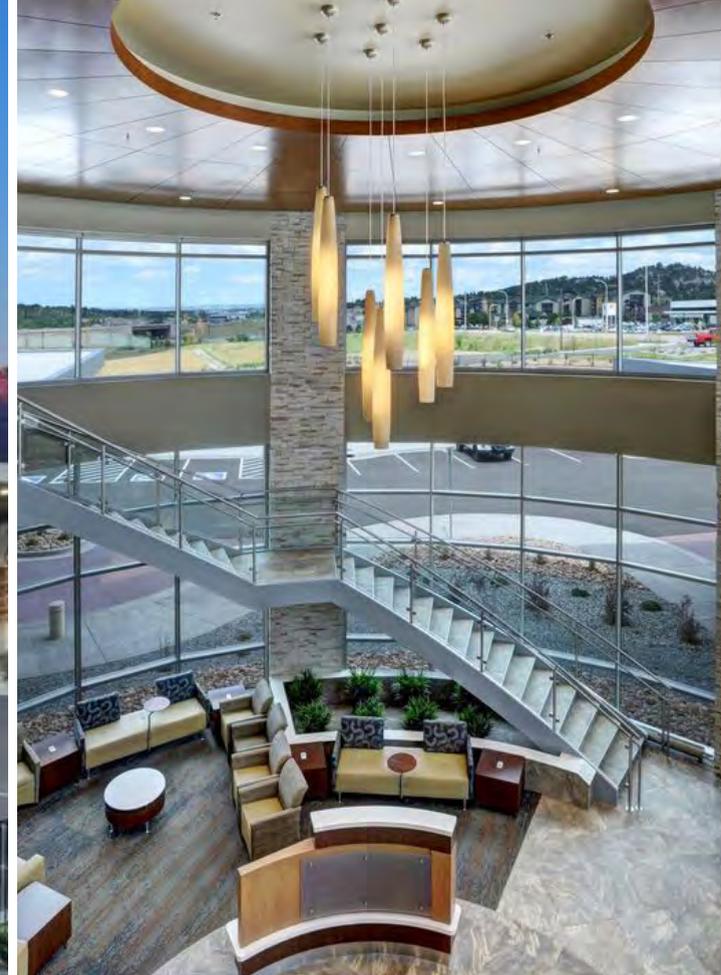
ORLAND PARK, ILLINOIS

 TRANSWESTERN



UC HEALTH GRANDVIEW HOSPITAL

COLORADO SPRINGS,
COLORADO



SOUTHEASTERN SPINE INSTITUTE SURGERY CENTER

MOUNT PLEASANT,
SOUTH CAROLINA



SAMPLE DEVELOPMENT PROJECTS

NATIONAL



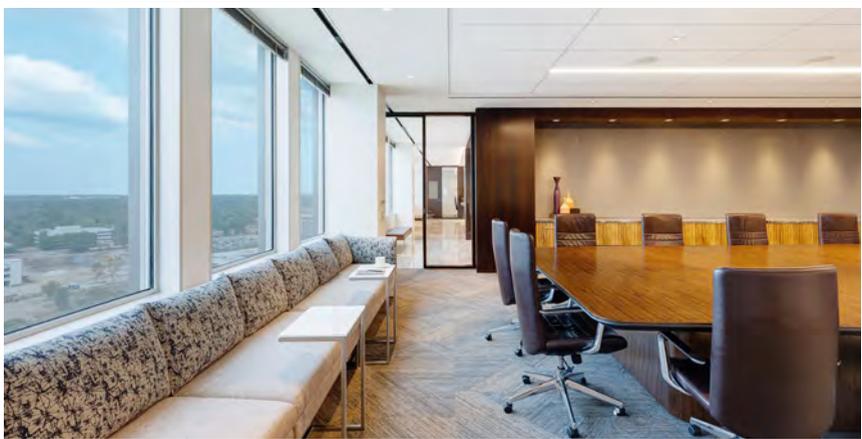
SAMPLE DEVELOPMENT PROJECTS

NATIONAL



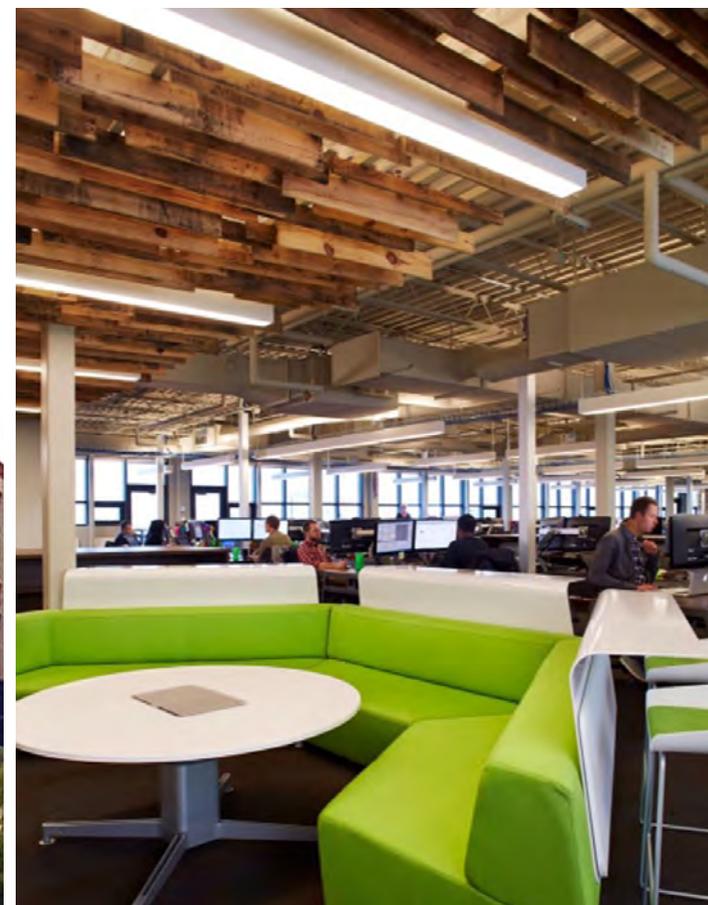
OLD NATIONAL BANK HEADQUARTERS

CHICAGO, ILLINOIS



COYOTE LOGISTICS HEADQUARTERS

CHICAGO, ILLINOIS



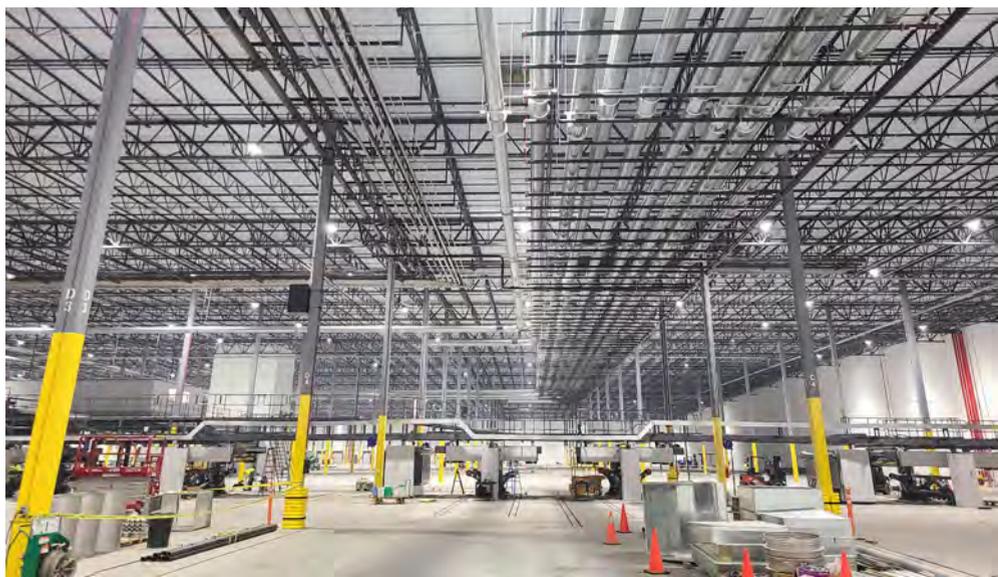
LOGICALIS OFFICES

DETROIT, MICHIGAN



ATLANTIC/YORK PACKAGING

ELGIN, ILLINOIS



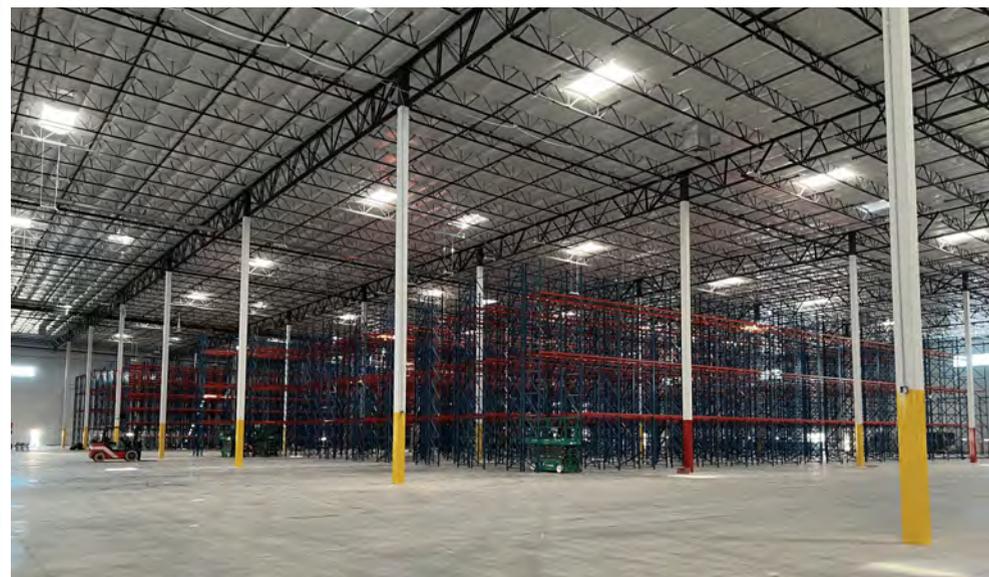
BLUE SPRINGS DC LOGISTICS CENTER

KANSAS CITY, MISSOURI



LOGISTICS AND MANUFACTURING FACILITY

CONFIDENTIAL CLIENT
LAS VEGAS, NEVADA



RHINODOX STORAGE FACILITY

BARTLETT, ILLINOIS



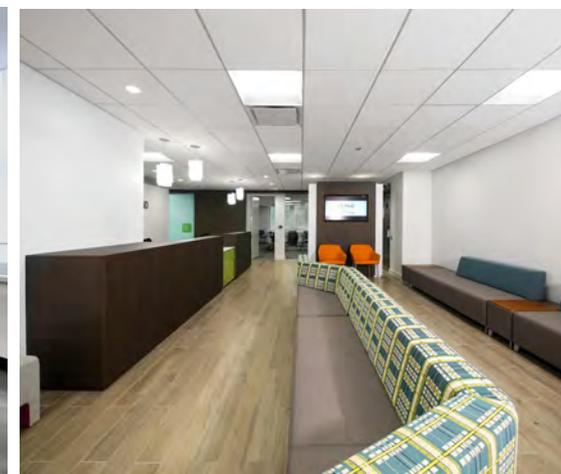
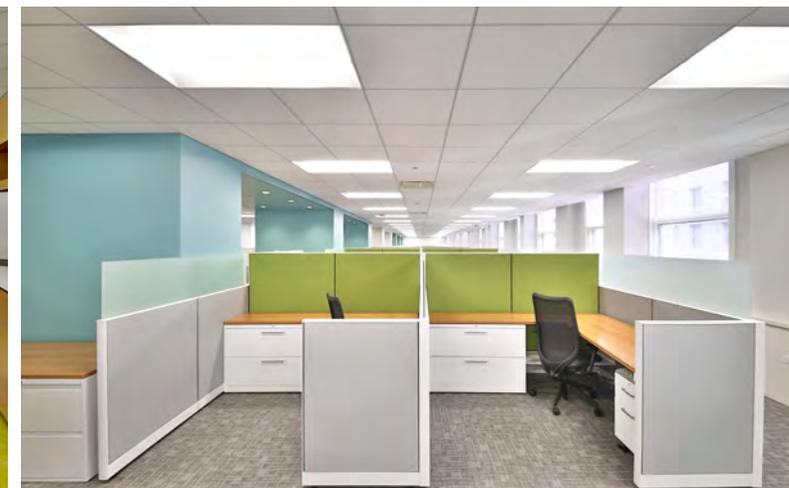
TEXAS REGIONAL HOSPITAL

CYPRESS, TEXAS



HEARTLAND ALLIANCE OFFICES

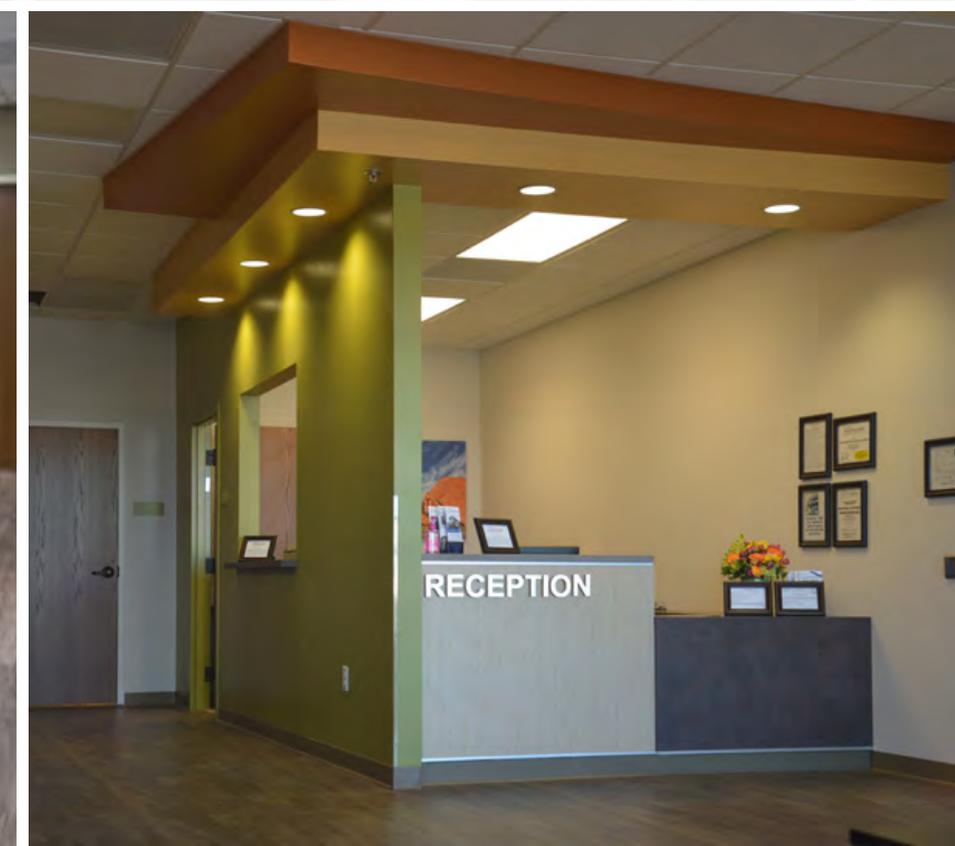
CHICAGO, ILLINOIS



CONYERS MEDICAL OFFICE BUILDING & REDLANDS MESA SURGERY CENTER

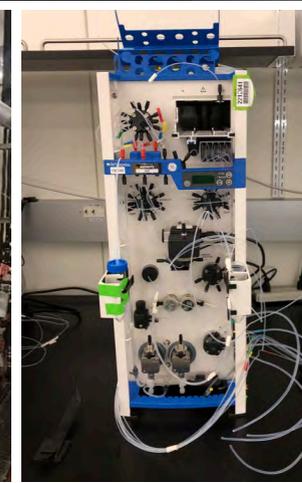
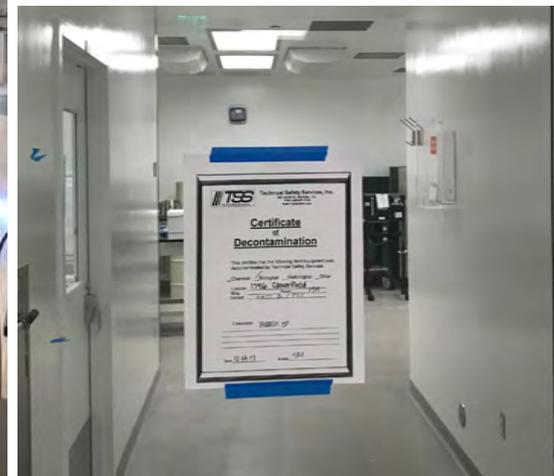
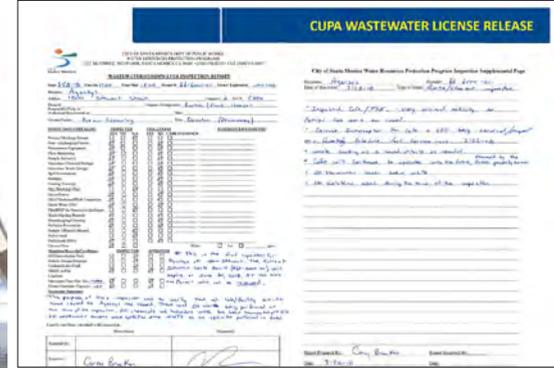
CONYERS, GEORGIA
AND
GRAND JUNCTION,
COLORADO

 TRANSWESTERN



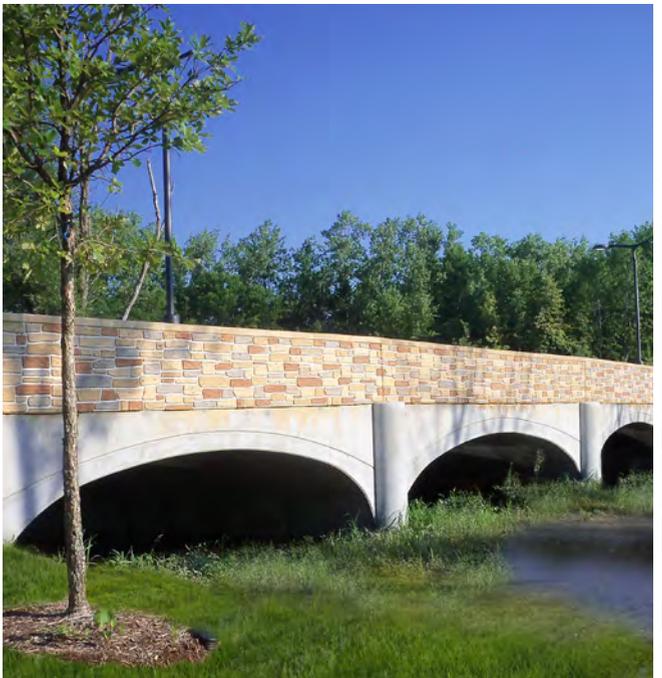
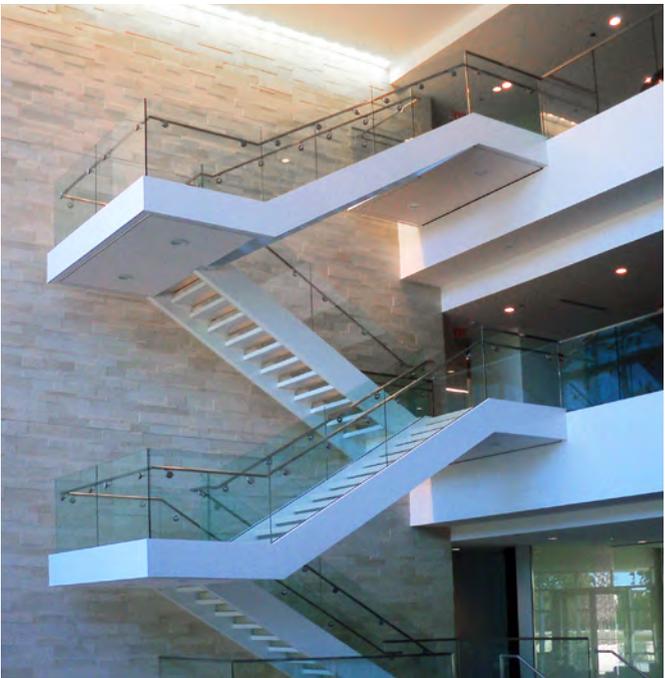
DECOMMISSIONING FACILITIES & DISPOSITION

CONFIDENTIAL CLIENT



WESPATH BENEFITS & INVESTMENTS HEADQUARTERS

GLENVIEW, ILLINOIS



CHICAGO JEWISH DAY SCHOOL

CHICAGO, ILLINOIS



AGRICULTURAL PROCESSING FACILITIES

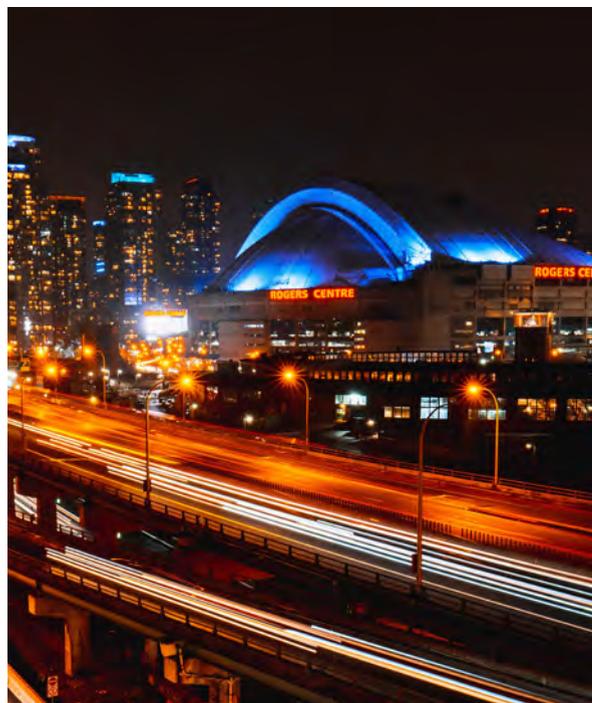
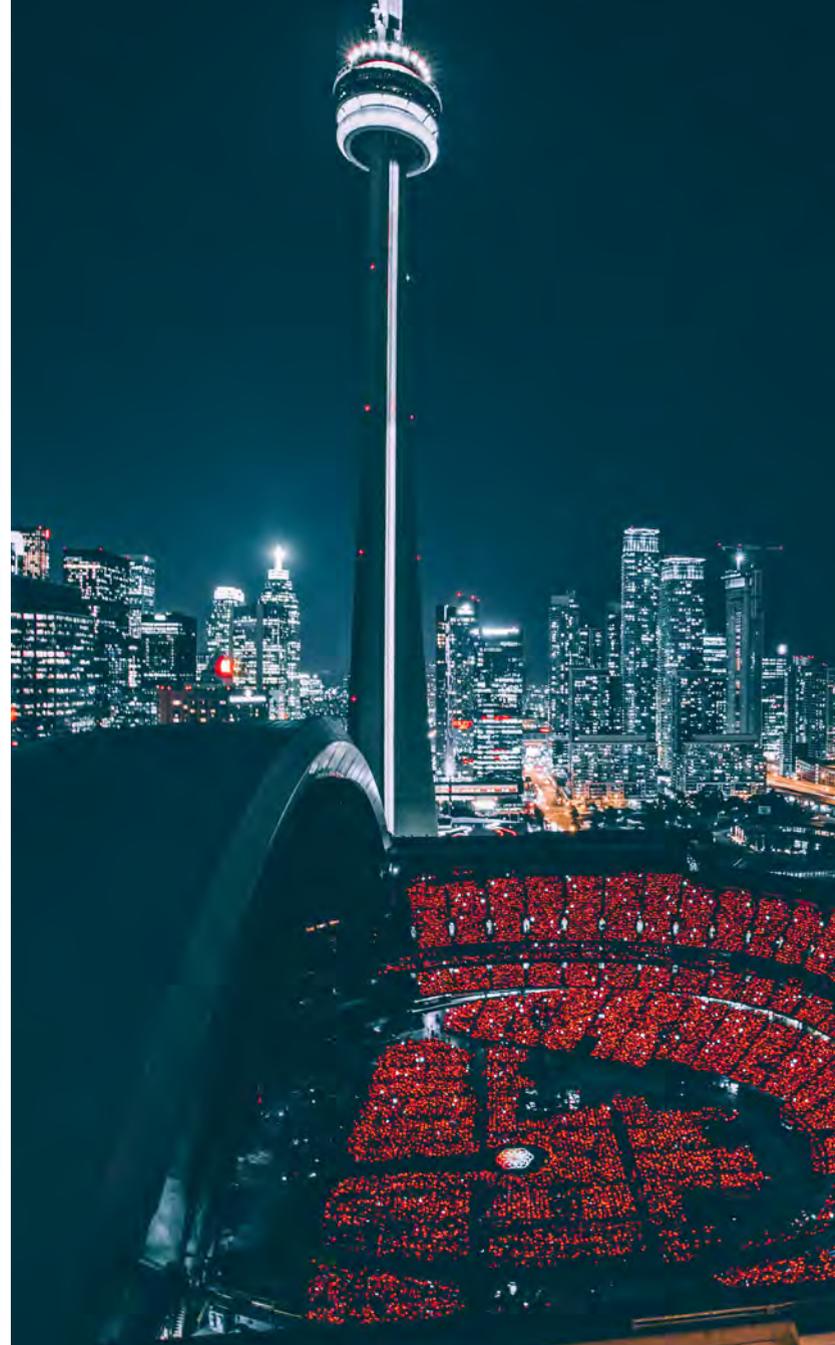
CONFIDENTIAL CLIENT



ROGERS CENTRE

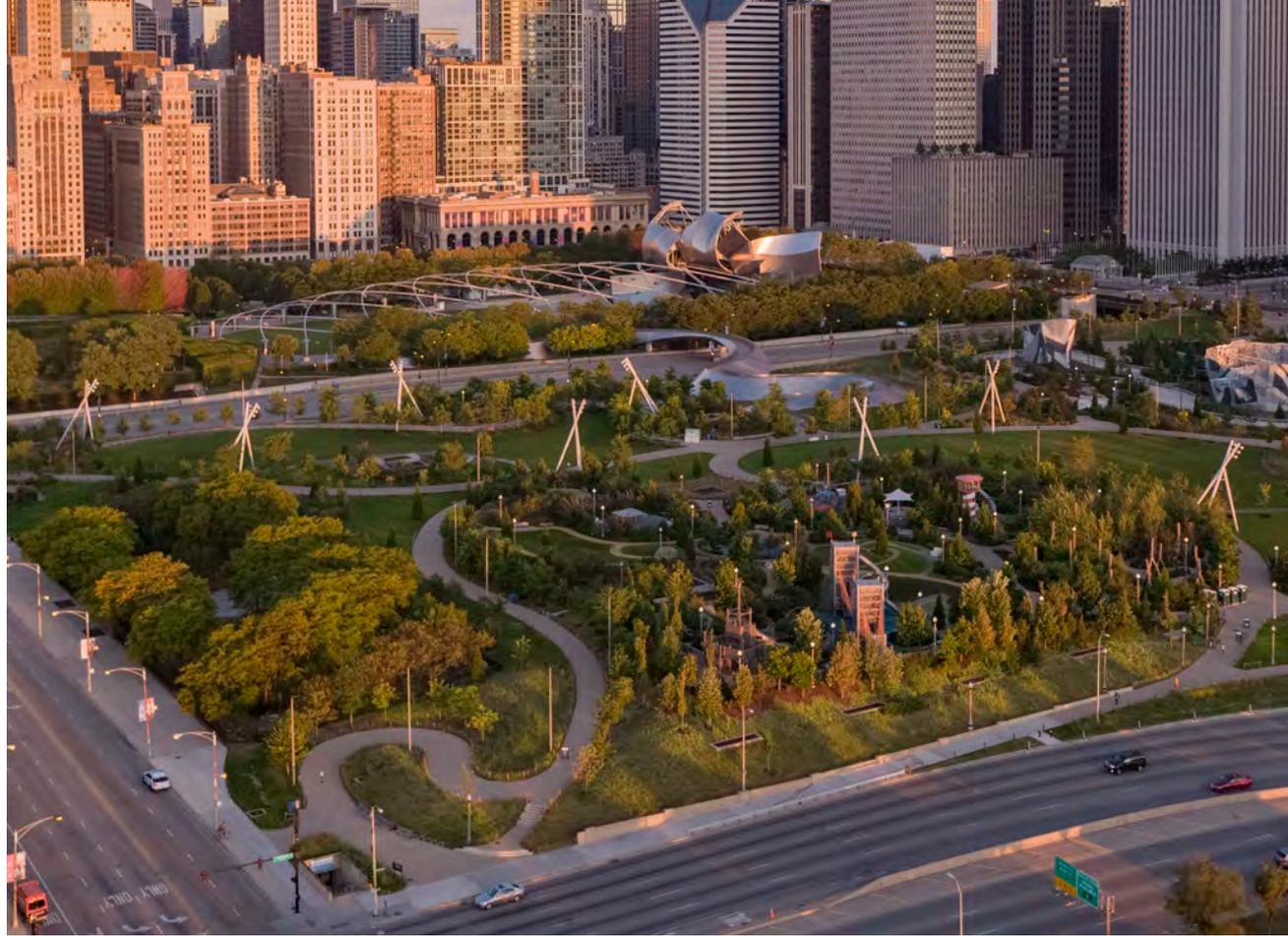
(ORIGINALLY SKYDOME)

TORONTO, ONTARIO
CANADA



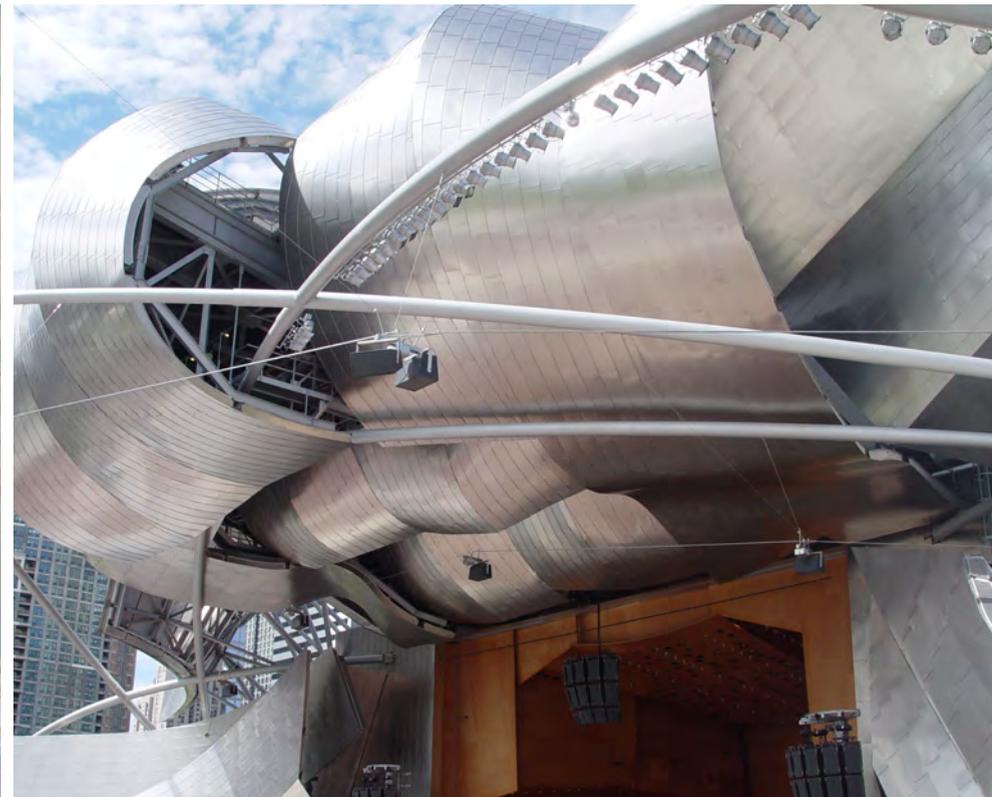
MAGGIE DALEY PARK

CHICAGO, ILLINOIS



MILLENNIUM PARK

CHICAGO, ILLINOIS



RICHARD J. DALEY CENTER

CHICAGO, ILLINOIS



WE'RE HERE FOR YOU



DAVID GRAFF

EVP, Managing Director
Project Services
david.graff@transwestern.com
312.558.3870



MARC SCHWARTZ

VP, Project Services
Director, Workplace Strategy
mark.schwartz@transwestern.com
312.558.3848



BRIAN TOENJES

VP, Project Services
brian.toenjes@transwestern.com
312.558.3893



SHIUWAH LAM

Senior Project Manager
shiuwah.lam@transwestern.com
312.558.3893



TRACEY KUKUK

Project Manager
tracey.kukuk@transwestern.com
312.650.8352

CALL ON US TO

SUPPORT YOUR CLIENTS
AND PROJECTS

HELP YOU PITCH
AND PRESENT

INTRODUCE YOU TO
OUR NETWORK

ANSWER ANY
QUESTIONS!