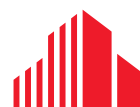RAIL ADVISORY GROUP

UNDERSTAND.
COLLABORATE.
DELIVER.

CUSHMAN & WAKEFIELD

RAIL ADVISORY GROUP

We Speak Rail.

Cushman & Wakefield creates smart real estate solutions for the complex challenges faced by railroad and railroad-related industries. Our Rail Advisory Group comprises some of the most knowledgeable and seasoned experts in real estate with an acute knowledge of rail properties, sites, easements, and right-of-ways. Our professionals can help monetize under-utilized rail properties and provide rail-served site selection. We also have experience with mineral rights, rail yard management, easement valuation, and business incentives.

The diverse experience of our professionals ensures the application of best practices from our continued success across the globe. Our collaborative approach taps into the resources of Cushman & Wakefield's full service platform giving clients access to a complete scope of supply chain services, from strategy to implementation, worldwide.

Supporting Your Needs.

Cushman and Wakefield Rail supports all aspects of our clients' needs.

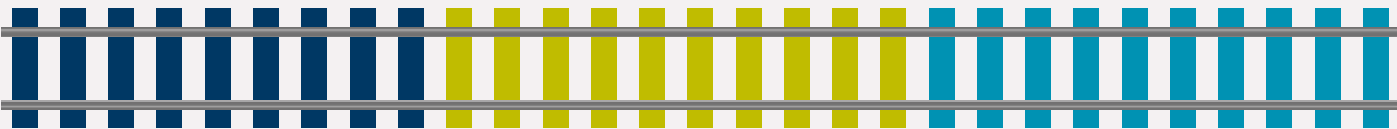| Strategic Business Consulting	Business Incentives Negotiation	Location Selection	Mineral Rights & Easement Conversion
Inventory Optimization	Operations Planning & Management	Network Rationalization	3PL Selection Services
Transportation Sourcing	Facility Design	Logistics Execution Systems	Rail Facilities Management

We Specialize in Three Rail-Related Real Estate Silos

Corporate Real Estate

- Market Assessment
- Strategy Development
- Site Selection
- Occupancy Cost Analysis
- Acquisition/Disposition
- Build-to-Suit Planning
- Negotiations

Industrial Development

- Marketing
- Incentives (corporate & end-user)
- Research

Rail-Served Real Estate Site Selection

- Property Analysis
- Location Analysis
- Market Analysis
- Property Positioning
- Marketing & Leasing Strategy
- Marketing & Sale Disposition Strategy
- Marketing Program Execution
- Negotiations
- Rail Yard Management

Rail-Served Site Selection

We Ask the Right Questions.

The Basics

- New or existing rail customer
- Building size (SF)
- How much land (acres)
- Geographic region
- Proximity to ports/highways
- Ceiling height
- Lease or purchase?
- When will the decision be made?
- Has a location been identified? If so, has it been evaluated for rail?

The Details

- Outside storage requirement
- Preference for Brownfield or existing structures
- Power requirements
- Natural gas requirements
- In-bound or out-bound rail service required?
- How many dock-high doors, rail doors, grade doors and/or ramps? How wide?
- Will you be handling Haz-Mat?

Other Considerations

- Does the site currently have active rail or spur or is building rail into new site an option?
- How many rail car spots will the facility need?
- What are the railcar annual volume estimates?
- What type of rail cars will be used?
- Is the spur to be along the building for rail doors or to the middle of the yard?
- What service frequency will be required?
- Special switching requirements?
- Is there a short-line railroad at origin or destination?

About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 51,000 employees in 400 offices and 70 countries. In 2018, the firm had revenue of $8.2 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

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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)