

CUSHMAN & WAKEFIELD INSTITUTIONAL DEBT PLACEMENT TEAM

SLC & MOUNTAIN WEST EXPERIENCE

DEBT FINANCING & JV EQUITY CAPABILITIES

JULY 2023



**CUSHMAN &
WAKEFIELD**

C&W INSTITUTIONAL DEBT PLACEMENT TEAM

Our dedicated Institutional Debt Placement Team (“IDP”) has a combined **100+** years of experience with total debt transaction volume in excess of **\$107 billion**. Additionally, the IDP team has an extensive track record of working with clients to arrange joint venture equity, programmatic equity investments and structure entity-level investments.

Extensive Expertise With All Asset Classes & Product Types (Since 2019):

\$48.0 B

Total
Financings

\$16.0 B

Industrial
Financings

\$14.6 B

Multifamily
Financings

\$9.5 B

Office
Financings

\$13.5 B

Construction
Financings

\$4.2 B

SLC & Mountain West
Financings

NATIONAL TEAM LEAD



ROB RUBANO
Vice Chairman

REGIONAL LEADS / PRODUCT SPECIALISTS

DEBT PLACEMENT

JV EQUITY



KEITH PADIEN
Executive Managing Director
Northern CA, PNW, Mountain West



BRIAN SHARE
Executive Managing Director
Southern CA, Southwest U.S., Texas



WALKER BROWN
Executive Director
Southeast U.S



SCOTT SELKE
Executive Director
JV Equity

SUPPORT



JOSEPH LIESKE
Senior Director



MAX SCHAFFER
Director



ERNESTO SANCHEZ
Associate



BECCA TSE
Associate



LARS WESTON
Analyst



BILLY COYLE
Analyst



ARIELLE SIEGEL
Senior Marketing Associate



JADE DANIEL
Executive Administrator

CUSHMAN & WAKEFIELD INSTITUTIONAL DEBT PLACEMENT TEAM

NOTABLE SALT LAKE CITY & MOUNTAIN WEST FINANCINGS

REFINANCING

\$108,750,000



AIRPORT TECHNOLOGY PARK

Office / R&D
Salt Lake City, UT

CONSTRUCTION FINANCING & JV EQUITY

\$100,000,000



**CUSHMAN &
WAKEFIELD**

CONFIDENTIAL

Spec Industrial
Boise, ID

CONSTRUCTION FINANCING

\$86,500,000



SOUTH TEMPLE TOWER

Office-to-Resi Conversion
Salt Lake City, UT

CONSTRUCTION FINANCING

\$77,000,000



THE CURRENT - RIVER NORTH

Office
Denver, CO

REFINANCING

\$65,400,000

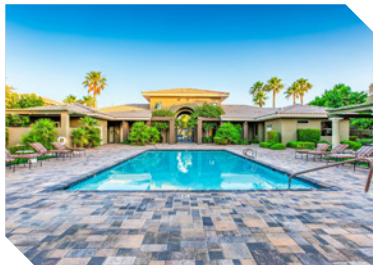


PROMENADE PLACE

Multifamily
Denver, CO

ACQUISITION FINANCING

\$61,500,000



ST. CROIX

Multifamily
Las Vegas, NV

ACQUISITION FINANCING

\$57,700,000



201 MOUNTAIN VIEW PARK

Industrial
Salt Lake City, UT

ACQUISITION FINANCING

\$56,700,000



THE RUSSEL

Multifamily
Las Vegas, NV

CONSTRUCTION FINANCING

\$54,000,000



ENCANTO MESA DEL SOL

Multifamily
Albuquerque, NM

REFINANCING

\$49,100,000



HIGHFIELD INDUSTRIAL

Industrial
Denver, CO

ACQUISITION FINANCING

\$46,500,000



I-215 LOGISTICS CENTER

Industrial
Las Vegas, NV

CONSTRUCTION FINANCING

\$38,600,000



**CUSHMAN &
WAKEFIELD**

SKY RANCH

Spec Industrial
Boise, ID

ACQUISITION FINANCING

\$38,100,000


CASABELLA

Multifamily
Las Vegas, NV

ACQUISITION FINANCING

\$35,000,000


NORTH CREEK I & II

Office
Colorado Springs, CO

JOINT VENTURE EQUITY

\$34,000,000


BOISE STATE UNIVERSITY 1

Student Housing
Boise, ID

ACQUISITION FINANCING

\$32,500,000


THE OLIVE

Multifamily
Salt Lake City, UT

REFINANCING

\$31,900,000


4700 DAYBREAK PARKWAY

Office
South Jordan, UT

REFINANCING

\$30,500,000


TROPICAL INNOVATIVE LOGISTICS

Industrial
Las Vegas, NV

CONSTRUCTION FINANCING

\$30,000,000


AIRPORT TECHNOLOGY PARK

Office / R&D
Salt Lake City, UT

REFINANCING

\$23,750,000


DRAPER INNOVATION CENTER

Industrial
Salt Lake City, UT

ACQUISITION FINANCING

\$22,800,000


THE CHARLI

Multifamily
Salt Lake City, UT

CONSTRUCTION FINANCING

\$17,000,000


EMERSON PLACE APARTMENTS

Multifamily
Denver, CO

REDEVELOPMENT FINANCING

\$15,500,000


255 ADMIRAL BYRD

Spec Office-to-Life Science Conversion
Salt Lake City, UT

CONSTRUCTION FINANCING

\$13,800,000


DRAPER INNOVATION

Industrial
Salt Lake City, UT

CUSHMAN & WAKEFIELD INSTITUTIONAL DEBT PLACEMENT TEAM

NOTABLE INDUSTRIAL FINANCINGS

REFINANCING

\$2,320,000,000



PROJECT FOXTROT

Various, National

REFINANCING

\$1,125,000,000



ICE III

National

REFINANCING

\$1,020,000,000



PROJECT MAVERICK

Various, National

REFINANCING

\$1,000,000,000



ICE II

National

REFINANCING

\$370,000,000



PROJECT MINT

Various, National

REFINANCING

\$225,000,000



IRWINDALE BREW YARD

Irwindale, CA

CONSTRUCTION FINANCING

\$160,000,000



GOODYEAR AIRPARK

Goodyear, AZ

ACQUISITION FINANCING

\$143,700,000



HAYWARD IND. PARK & AWS

Hayward, CA

CONSTRUCTION FINANCING

\$135,000,000



FORT BEND BUSINESS PARK

Missouri City, TX

ACQUISITION FINANCING

\$121,600,000



RENAISSANCE PARK

Northern VA

ACQUISITION FINANCING

\$120,100,000



BUCKEYE I-10

Phoenix, AZ

REFINANCING

\$77,800,000



THE LANDING - PHASE 3, 4, 5

Mesa, AZ

REFINANCING

\$1,300,000,000



PROJECT BLACKJACK

National

REFINANCING

\$600,000,000



THE GATEWAY

San Francisco, CA

REFINANCING

\$815,000,000



VERITAS SF PORTFOLIO

San Francisco, CA

REFINANCING

\$450,000,000



VERITAS SF MF COLLECTION

San Francisco, CA

REFINANCING

\$231,100,000



8899 BEVERLY

Beverly Hills, CA

CONSTRUCTION FINANCING

\$167,100,000



AVA ARTS DISTRICT

Los Angeles, CA

REFINANCING

\$165,000,000



WOODLAND PARK

Palo Alto, CA

CONSTRUCTION FINANCING

\$133,000,000



SKYGLASS TOWER

Seattle, WA

CONSTRUCTION FINANCING

\$108,900,000



INSPIRE SONORAN DESERT

Phoenix, AZ

CONSTRUCTION FINANCING

\$92,000,000



NATURA/WEST HIALEAH

West Hialeah, FL

REFINANCING

\$75,700,000



CHESTNUT

Chicago, IL

CONSTRUCTION FINANCING

\$35,000,000



THE FITZGERALD

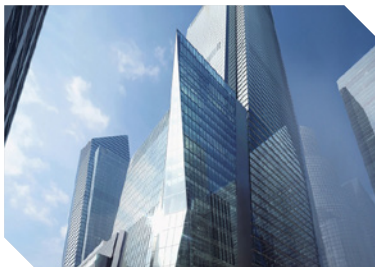
San Francisco, CA

CUSHMAN & WAKEFIELD INSTITUTIONAL DEBT PLACEMENT TEAM

NOTABLE OFFICE FINANCINGS

ACQUISITION FINANCING

\$1,430,000,000



30 HUDSON YARDS

New York, NY

REFINANCING

\$750,000,000

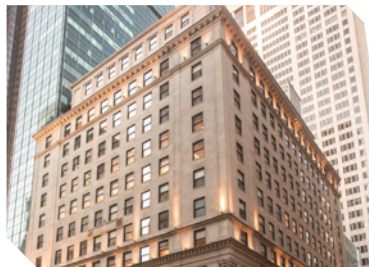


BURLINGAME POINT

Burlingame, CA

ACQUISITION REFINANCING

\$725,000,000



711 FIFTH AVE

New York, NY

ACQUISITION FINANCING

\$358,000,000



ELLIS CAMPUS

Mountain View, CA

REFINANCING

\$275,000,000



NASA HQ

Washington, DC

CONSTRUCTION FINANCING

\$193,400,000



PROJECT LONE STAR

Dallas, TX

ACQUISITION FINANCING

\$172,000,000



SEAGATE

Fremont, CA

CONSTRUCTION FINANCING

\$150,000,000



MATHILDA COMMONS

Sunnyvale, CA

ACQUISITION FINANCING

\$106,300,000



FORD POINT

Richmond, CA

ACQUISITION FINANCING

\$38,900,000



DUMBARTON

Fremont, CA

CONSTRUCTION FINANCING

\$34,200,000



1300 E 15TH STREET

Austin, TX

CONSTRUCTION FINANCING

\$31,800,000



ASCENT

Seattle, WA

JV EQUITY & CONSTRUCTION
 \$2,000,000,000



CLOUDVUE
 Seattle, WA

JV EQUITY & CONSTRUCTION
 \$1,289,000,000



PARK HABITAT & THE ORCHARD
 San Jose, CA

CONSTRUCTION FINANCING
 \$650,000,000



LA LIVE
 Los Angeles, CA

CONSTRUCTION FINANCING
 \$510,000,000



THE PARK AT KE'EAUMOKO
 Honolulu, HI

CONSTRUCTION FINANCING
 \$510,000,000



BURLINGAME POINT
 Burlingame, CA

CONSTRUCTION FINANCING
 \$159,000,000



GREAT WOLF PERRYVILLE
 Perryville, MD

JV EQUITY & CONSTRUCTION
 \$133,000,000



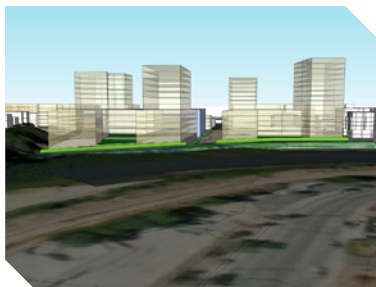
BELLEVUE STATION
 Bellevue, WA

CONSTRUCTION FINANCING
 \$98,100,000



300 KANSAS
 San Francisco, CA

JOINT VENTURE EQUITY
 \$45,000,000



SANTA CRUZ APARTMENTS
 Santa Cruz, CA

JOINT VENTURE EQUITY
 \$44,000,000



SANTA CRUZ HOTEL
 Santa Cruz, CA

JOINT VENTURE EQUITY
 \$40,000,000



WESTPORT
 Cupertino, CA

JOINT VENTURE EQUITY
 \$24,000,000



HOUSTON CHELSEA
 Houston, TX



ROB RUBANO

Vice Chairman

PROFESSIONAL EXPERTISE

Rob Rubano is a Vice Chairman in the Los Angeles office of Cushman & Wakefield. Rob joined Cushman & Wakefield from Eastdil Secured, where he was a Managing Director focused on Debt Placement. Rob has been directly responsible for financing transactions totaling more than \$75 billion. He is responsible for spearheading C&W's National Debt Placement business and for the structuring and placement of commercial mortgages. Rob has extensive experience working throughout various parts of the capital stack, including first mortgages, B-notes, mezzanine financings and preferred equity.



KEITH PADIEN

Executive Managing Director

Northern CA, Pacific Northwest, Mountain West

PROFESSIONAL EXPERTISE

Keith Padien is an Executive Managing Director in the San Francisco office of Cushman & Wakefield focused on Institutional Debt Placement. Keith recently joined Cushman & Wakefield from Eastdil Secured, where he spent six years focused on Debt Placement in the San Francisco Bay Area and Pacific North West. Prior to joining Eastdil, Keith spent eight years as a lender, originating and closing commercial real estate loans at Cantor Fitzgerald and Credit Suisse. Keith has been directly responsible for financing transactions totaling more than \$25 billion. He is responsible for the structuring and placement of commercial mortgages and has extensive experience working throughout various parts of the capital stack, including first mortgages, B-notes, mezzanine financings and preferred equity.



SCOTT SELKE

Executive Director

JV Equity

PROFESSIONAL EXPERTISE

Scott Selke is an Executive Director in the San Diego office of Cushman & Wakefield focused on institutional equity and debt placement. Scott recently joined Cushman & Wakefield after founding his own acquisitions company, S1 Real Estate, where he has been the conduit for national and regional developers to off market development and investment opportunities in key markets in the West. Prior, Mr. Selke was a Senior Managing Director with Newmark in the capital markets practice, focused on equity partnerships as well as debt and structured finance for investor and developers. His experience in the field evolved from tenures at such organizations as Merv Griffin's family office; Hanover Financial Company; BlueWater Equity Partners; and Square Mile Capital Management. Mr. Selke received a Master of Business Administration with honors from the University of Southern California and a Bachelor of Science from the University of California, Los Angeles.



JOSEPH LIESKE

Senior Director

PROFESSIONAL EXPERTISE

Joseph Lieske is a Senior Director in the Los Angeles office of Cushman & Wakefield focused on originating and structuring institutional debt transactions for all property types including office, industrial, retail, multifamily and hospitality. Since joining Cushman & Wakefield in 2018, Joseph has been involved in over \$15.6 billion of financing transactions across various parts of the capital stack, including first mortgages, B-notes, mezzanine financings, and preferred equity. Prior to joining Cushman & Wakefield, Joseph worked as an associate at Deutsche Bank, where he executed on debt originations in the Commercial Real Estate Group. During his time at Deutsche Bank, Joseph was the lead associate in over \$3 billion of debt financing transactions ranging in size from \$5 million to \$500 million.

FINANCING CONTACTS

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