

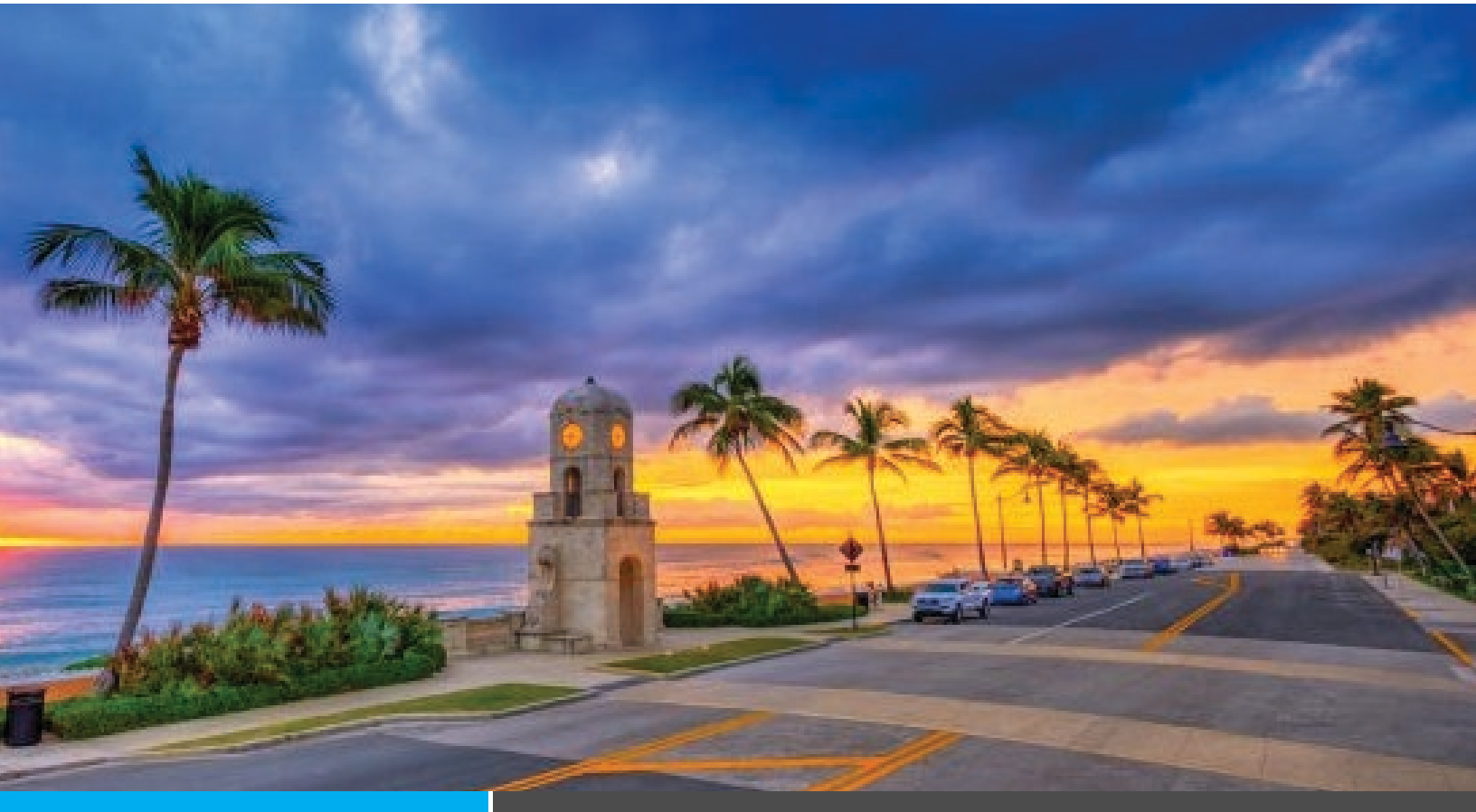
COMMERCIAL REAL ESTATE BROKERAGE SERVICES

Prepared for: Town of Palm Beach

Prepared by: **Kenneth Krasnow**
Executive Managing Director &
Market Leader | South Florida
+1 561 804 9678
ken.krasnow@colliers.com

Date Submitted: December 19, 2017

PREPARED IN RESPONSE TO
RFP NO. 2018-07



Colliers International South Florida, LLC
4500 PGA Boulevard,
Suite 110
Palm Beach Gardens, FL 33418



Table of Contents

| | |
|-----------------------------------------------------------|-----------|
| 3. Transmittal Letter | 2 |
| 4. Firm Composition, Qualifications and Background | |
| Company Overview | 4 |
| Company Licensing Information | 5 |
| Qualifications and Experience | 6 |
| 5. Detailed Technical Proposal | |
| 5.1. Introduction Letter | 14 |
| 5.2 Approach to the Project | 15 |
| 5.3 Past Experience | 19 |
| 5.4 Operational Information | 27 |
| Team Resumes | 28 |
| 5.5 Cost Detail | 38 |
| 6. Cost Proposal Form | 39 |
| 7. Qualifications Form | 40 |
| 8. List of Professional References Form | 41 |
| 9. Drug-Free Work Place Certification Form | 42 |
| 10. Addendum Form | 43 |
| 11. Variations/Exceptions Form | 44 |
| 12. Financial Information | 45 |
| Appendix I | |
| Certificate of Insurance 1 & 2 | 61 |
| Appendix II | |
| Division of Corporation Information | 64 |
| Appendix III | |
| Sample Market Reports | 68 |
| Appendix IV | |
| Colliers International Group, Inc Hoover Report | 74 |

Mr. Dean Mealy, II
Purchasing Manager
Town of Palm Beach
Purchasing Office
951 Okeechobee Road, Suite "D"
West Palm Beach, FL 33401

Dear Mr. Mealy,

Re: RFP # 2018-07, Commercial Real Estate Services

On behalf of the project team representing Colliers International South Florida, LLC. (Colliers), I am pleased to submit this response to the Town of Palm Beach (the "Town") regarding Commercial Real Estate Services as required under RFP # 2018-07.

Hiring a real estate partner is an important decision for the Town and its stakeholders. Colliers understands that government and public sector procedures for managing and disposing of real property can be subject to layers of regulations, policy, legislation and special orders. We are uniquely qualified to meet the needs of the Town with proven expertise in charting a clear path of successful execution with a roster of public institution clients at both a local and national level; including the City of Fort Lauderdale, the Broward Sheriff's Office, the Fort Lauderdale Downtown Development Authority and the General Services Administration to name a few. With this experience we offer extensive public-sector expertise and proven best practices to ensure the Town makes the most informed real estate decisions in line with the goals of the Town.

For this RFP, we understand that the Town seeks a licensed Real Estate Brokerage firm to provide professional commercial brokerage services primarily representing the Town in the disposition and acquisition of commercial property and providing strategic advisory services. As a trusted commercial real estate advisor, Colliers International offers public-sector expertise and a proven track-record of asset acquisitions and dispositions for clients in the region. Colliers International is committed to this project and offers the following services to meet the needs of the Town:

- i. Market analysis with quarterly update reports.
- ii. Develop strategies for sale of properties.
- iii. Work with the Town to negotiate the sale or purchase of properties with prospects and buyers.
- iv. Coordinate real estate appraisals.
- v. Coordinate real estate transaction closings.
- vi. Handle all other customary activities and services associated with real estate transactions.
- vii. Attendance and presentations at Town Council of Commission meetings, as required.

Based in the Colliers' Palm Beach Gardens office, Kevin McCarthy, Senior Vice President will serve as Lead Agent (and primary person responsible for this project) and the Town's direct point of contact during the term of the Agreement. Kevin McCarthy will be supported by Associate broker and Palm Beach-based, Bastian Lagerbauer, who offers a

deep understanding of the local market as well as a profound ability to value assets. Also supporting Kevin is our local public institutions specialist, Brooke Berkowitz. Our brokerage services professionals are supported by a team of value-add experienced professionals in Valuation, Research/Consulting, Marketing, Public Relations and Operations; all overseen by Colliers's Market Leader, Ken Krasnow.

Naturally, this assignment will be serviced by a team of professionals concentrated in Palm Beach County with deep roots and ties with the local community and backed by the largescale resources, integrated platform, relevant multi-market experience and footprint of a global leader, Colliers International. As a global entity, Colliers International has been in operation more than 118 years.

On the local level, Colliers International South Florida, LLC was formed in 2014 and today has a staff size of 158 professionals. We plan to draw upon the shared resources from all five South Florida offices but service this mandate directly out of our West Palm Beach office, located at 4500 PGA Boulevard – see table below.

COLLIERS INTERNATIONAL SOUTH FLORIDA, LLC

| | | |
|------------|-----------------------------------------------------------------|----------------------|
| Address: | 4500 PGA Boulevard, Suite 110 Palm Beach Gardens, FL 33418 | |
| Contact: | Kenneth M. Krasnow, Executive Managing Director & Market Leader | |
| Telephone: | +1 561 804 9678 | Fax: +1 561 655 5950 |
| Email: | ken.krasnow@colliers.com | |
| Website: | www.colliers.com or www.colliers.com/southflorida | |

The Town's real estate goals are important to us and Colliers has identified a team of experts that will serve to meet the Town's goals and vision. The accompanying proposal identifies the services and methodology offered by Colliers International and the unique qualifications of our firm to fulfill the Town's needs. This response to RFP # 2018-07 serves as a firm and irrevocable offer for the next 120 days to perform the services stated herein for the period of the contract agreed with the Town of Palm Beach. We thank you for the opportunity to present our proposal to the Town and for your consideration in this regard.

Sincerely,



Kenneth M. Krasnow
Executive Managing Director & Market Leader | South Florida

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



FIRM COMPOSITION AND BACKGROUND

As a global entity, our firm has been in operation more than 118 years. We proudly trace our roots back to a local firm founded in 1898, when Macaulay Nicolls, a real estate insurance agency was registered in Vancouver, BC. Macaulay Nicolls soon added a partner and became Macaulay Nicolls Maitland. In the early 1980s, it joined forces with Colliers International, an Australian firm founded in 1976. Colliers was established in the U.S. in 1978. Today, we hold on to those local roots and have steadily grown our business through customized client solutions, global and regional accountability for our clients, and innovation.

Colliers International Group Inc. (NASDAQ: CIGI; TSX: CIG) is a global leader in real estate services, committed to accelerating the success of the Town of Palm Beach through the strength and depth of our local specialists, a culture of service excellence and a shared sense of initiative. We are the third-largest global real estate firm based on total annual revenue of \$2.6 billion.

2016 Statistics | Global

- > 396 offices
- > 68 countries
- > 15,000 professionals and staff
- > 2 billion SF under management
- > 72,000 lease/sale transactions
- > \$105 billion in total transaction value

2016 Statistics | South Florida

- > 5 offices
- > 3 counties
- > 158 professionals and staff
- > 5.5 million SF under management
- > 331 lease/sale transactions
- > \$772 million in total transaction value

On the local level, Colliers International South Florida, LLC was formed in 2014, bringing together some of the region's most experienced and savvy commercial real estate professionals to service the changing needs of the South Florida property landscape. Colliers International South Florida, LLC. proudly employs 158 professionals that live in the very same South Florida communities where we provide our services. This is currently comprised of 56 brokerage professionals, 16 support professionals (marketing, research, consulting, IT), three valuation professionals and a team of 83 Real Estate Management (REMs) or Property Management professionals. There are leadership roles in each of the five South Florida offices, with three designated management roles.

With five South Florida offices (Palm Beach Gardens, Boca Raton, Fort Lauderdale, Plantation and Miami), Colliers International South Florida, LLC plans to draw upon the shared resources from all offices but service this mandate directly out of our West Palm Beach office, located at 4500 PGA Boulevard in Palm Beach Gardens. Colliers International South Florida, LLC is registered as a legal entity in the State of Florida. (Division of Corporation information is provided in Appendix II.)

Information on our broker license is provided on the following page.

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



COLLIERS INTERNATIONAL SOUTH FLORIDA HEADQUARTERS

Colliers International South Florida, LLC, a Delaware Corporation, is a fully licensed real estate brokerage company in the state of Florida with our primary South Florida headquarters based out of Miami.

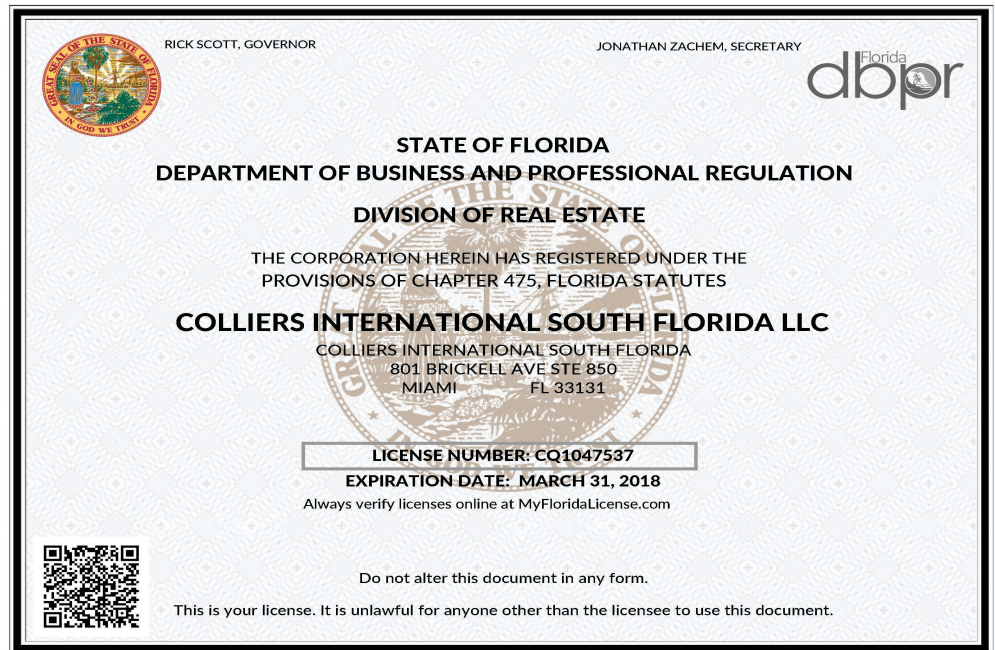
Miami Office:

Colliers International South Florida, LLC
801 Brickell Avenue, Suite 850
Miami, FL 33131

Real Estate License Number:

CQ1047537

See Division of Corporation documents in Appendix II.



COLLIERS INTERNATIONAL PALM BEACH GARDENS BRANCH

For this assignment, we have designated Kevin McCarthy, Senior Vice President, as the lead broker. He is located at our Palm Beach Gardens office where the majority of the work will be done for this project. The license for this branch office is also provided for your review.

Primary Contact:

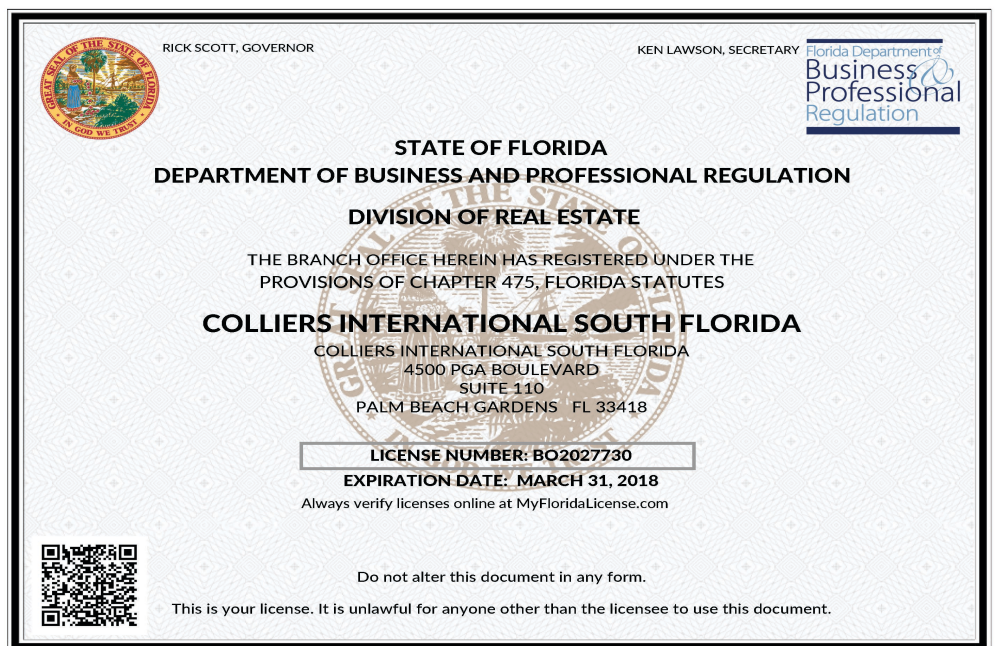
Kevin McCarthy | Senior Vice President
DIR +1 561 951 3404
kevin.mccarthy@colliers.com

Palm Beach Gardens Office:

Colliers International South Florida, LLC
4500 PGA Boulevard, Suite 110
Palm Beach Gardens, FL 33418
MAIN +1 561 804 9678

Real Estate License Number:

BO2027730



4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



COLLIERS QUALIFICATIONS AND EXPERIENCE

Colliers has a proven track record of providing quality, reliable Commercial Real Estate Broker Services representing the owner interests in disposition strategy; among other commercial real estate related services described herein. We also offer a wide range of value-add products and services related to market research, valuations, strategic planning and property marketing, from the straightforward (signage, advertising, fliers) to the sophisticated (positioning campaigns, tours, websites). We have summarized our unique qualifications and key areas of expertise below to demonstrate the strength of our services and how these align to the needs of the Town of Palm Beach.

› *Strong Colliers South Florida Footprint*

- With five South Florida offices (Palm Beach Gardens, Boca Raton, Fort Lauderdale, Plantation and Miami), we plan to draw on our shared resources; servicing each asset directly from our Palm Beach Gardens office, located at 4500 PGA Boulevard.
- Colliers International South Florida, LLC is registered as a legal entity in the State of Florida. Key licensing information has been provided on Page 5.

› *Qualified and Experienced Professionals with Extensive Industrial and Public Sector Expertise*

- The most effective way to represent the Town of Palm Beach is with a proactive team of highly qualified and experienced professionals. Our offer to the Town is a dedicated and effective team of professionals that will commit the resources needed to ensure the success of the Town's goals and execute on previously determined objectives.

Our firm has assembled a senior-level team that will provide the advisory and disposition services necessary to support the real estate goals of the Town. The team includes Palm Beach County industry veteran Kevin McCarthy, as Lead Agent supported by Palm Beach-based Associate broker, Bastian Lagerbauer, who offers a clear understanding of the local market as well as a profound ability to value assets, and our local public institutions specialist, Brooke Berkowitz. Our brokerage services professionals are supported by a team of value-add experienced professionals in Valuation, Research/Consulting, Marketing, Public Relations and Operations; all overseen by Colliers' Market Leader, Ken Krasnow. Team resumes are located in Section 5.4.

Kevin McCarthy | Senior Vice President will serve as Lead Agent bringing over 30 years of experience in both commercial real estate and financial related activities. Kevin McCarthy specializes in investment sales of land development acquisitions, office buildings and retail centers. His past experience includes various sales of performing and non-performing assets in the market place. Most recently he has worked on structuring portfolio sales from the institutional, mid-market, and private investor platforms. Working with both local and national development companies in structuring agreements in the selling process of unimproved sites and creating the greatest end value for his client base.

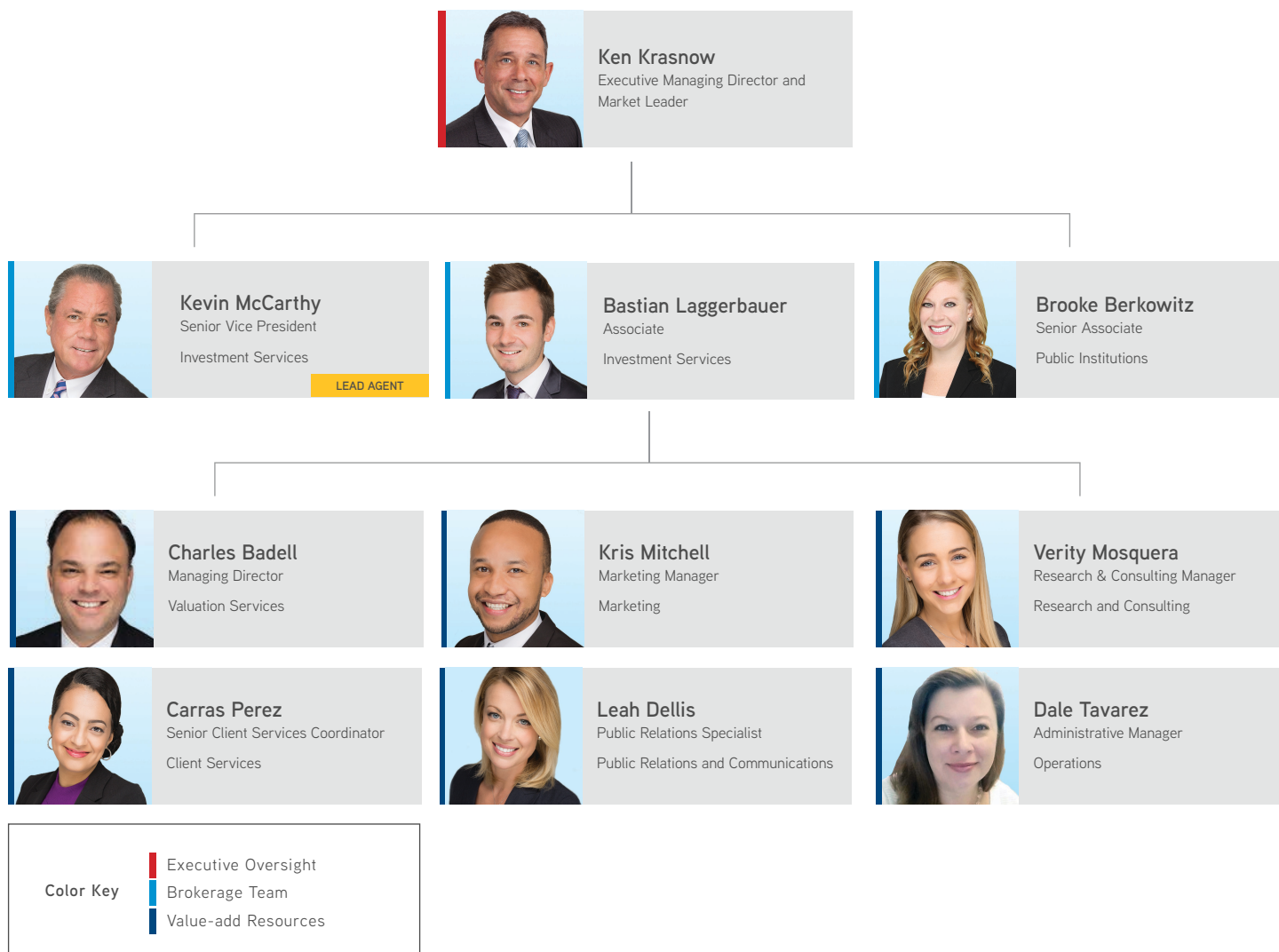
Bastian Lagerbauer | Associate is a key member of the Colliers Capital Markets team that brings localized knowledge of the Palm Beach market as well as a profound ability to value assets and provide clients with an exceptional level of service and commitment. Implementing financial analysis through Argus Enterprise and Excel, Bastian's analytical knowledge, paired with his technological expertise, allow him to successfully value and transact both income-producing and distressed assets. Bastian also engages in selected tenant and landlord representation, consistently providing the highest level of service to his clients in every aspect of the transaction.

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



Brooke Berkowitz | Senior Associate has proven experience leading strategic accounts within the public sector. For nearly 10 years she has worked with Public Institution Groups; representing Martin County, Riviera Beach Community Redevelopment Agency, and consulting with the Florida Department of Transportation (FDOT) in Districts 4 and 6. Brooke currently manages our City of Fort Lauderdale account handling lease administration, negotiations and dispositions for the City's assets and recently began representing the Broward Sheriff's Office.



Overview of dedicated team to service asset disposition.

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



› *Specialized Experience in the Public Real Estate Sector*

- Colliers understands that government and public sector procedures for managing and disposing of real property can be subject to layers of regulations, policy, legislation and special orders. Colliers has proven expertise in charting a clear path of successful execution for clients and will leverage our shared services and diverse global platform to deliver value for the Town as well.
- Current public sector clients and relationships in Florida include:
 - » The City of Fort Lauderdale | Exclusive Real Estate Advisor
 - » Broward Sheriff 's Office | Exclusive Real Estate Advisor
 - » Fort Lauderdale Downtown Development Authority | Primary Data Providers
 - » Jacksonville Transportation Authority (JTA) | Exclusive Real Estate Advisor

› *Personalized, Local Expertise with the Backing of a Global Service Powerhouse*

- Our core project team has roots in the Palm Beach County community, with deep relationships and deal-making expertise in the same region, which we call home. Backed by the large-scale resources, integrated platform, relevant multi-market experience and footprint of a global leader, our local project team has a firm understanding of evolving trends in South Florida real estate and the relationships essential to provide optimal results for the Town.
- As a global entity, Colliers International has been in operation more than 118 years; establishing a presence in the South Florida market in 1990 through a local partnership.

› *Agile Approach to Disposition and Proven Implementation Timeline*

- We will begin due diligence immediately upon award of contract and – recognizing the importance of excellent communications and reporting – make earnest efforts to introduce the project team and key client stakeholders the week of kick-off.

› *Competitive and Transparent Fee Structures*

- The opportunity to partner with the Town of Palm Beach is a top priority to Colliers. Our competitive pricing structure reflects this but still allows us to provide senior-level talent and outstanding services and resources to exceed the Town's expectations.
- Full details on proposed fee structure may be found on pages 37-38.

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



CORE SERVICES

Government Solutions Group

Colliers International understands the complexity of the government real estate sector. The government's procedures for acquiring, managing and disposing of real property are subject to layers of regulations, policy, legislation and executive orders. Making sense of it all can be challenging, but Colliers' Government Solutions team understands how to chart a path to successful execution. In everything we do, we apply a team approach, leveraging the depth and experience of Colliers' large and diverse global platform.

Colliers Government Solutions understands government disposition/acquisition regulations and the strict performance requirements of the federal lease form. Our team does more than just execute transactions – we pride ourselves on ensuring each lease's long-term integrity. We stay abreast of all changes in government policy and procedure to advise our clients how to plan, budget, and position their properties to attract and retain federal tenants. Our mission is to provide integrated services that maximize property value and exceed our clients' investment objectives.

To yield the highest value and best deal execution Colliers Government Solutions offers the Town, a team of sales professionals specializing solely in the sale of government-owned properties. The team accelerates clients' success by providing a deep understanding of factors associated with government-owned real estate, utilizing local market knowledge and leveraging Colliers' national presence. Our business strategy is geared to the acquisition and sale of government-leased properties nationally, providing marketing exposure to thousands of investors and developers throughout the United States and overseas.

Marketing Services

With an in-house creative services team spearheaded by project team member Kristopher Mitchell, the Colliers team will work with the Town to develop customized, compelling collateral in support of the real estate strategy or strategies selected.

With the primary goal to build smart awareness and educate through tailored marketing, the team may utilize a range of marketing tools, including but not limited to:

- Property Brochures
- Mapping
- Signage
- E-mail Marketing
- Offering Memorandum
- Social Media Campaign

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



Valuation Services

Real estate appraisals play a pivotal role in today's business climate. Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. Our commitment to high-end client service, coupled with Colliers International's unparalleled market intelligence and resources continues to differentiate us as the firm of choice in the real estate industry. With its unique and expanding platform, Colliers provides a full range of expertise across all commercial property types and has experience on working on appraisals tailored to the unique features of government-leased properties. Our professionals share a commitment to deliver the highest level of service and the best client experience possible. We go the extra mile to deliver results, whether this means meeting a tight deadline, working with a complex and challenging property or delivering consistent results when valuing nationwide portfolios.

All of our appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise, and timely appraisals. Because we recognize that superior technology is not enough, our managers and professionals stand committed to our clients' success and will go the extra mile to provide exceptional customer service.

Research and Consulting Services

Research and Consulting Services

The local research team provides timely, reliable data critical to making effective and well-informed real estate portfolio decisions. We consider our primary market research a competitive advantage, providing clients with data, analysis and consultation on industry trends, comparable lease and sales transactions, and economic data critical to making effective real estate decisions. Colliers Research also maintains an extensive tenant database identifying industry, location, square footage occupied, and lease expiration dates. Stacking plans and building skylines are regularly produced to illustrate the location and lease expiration of tenants in select buildings. Additional analytic tools track tenant demand and lease activity on a real-time basis. See Appendix III for samples of Palm Beach County Q3 2017 market reports.

Consulting Services include:

- Strategic Real Estate Planning
- Feasibility Studies
- Asset Evaluations/Highest-and-Best Use Studies
- Due Diligence Reports
- Market Studies
- Financial Analyses

GIS Capabilities

Colliers has full-service geographic consulting and mapping, offering tailored analysis for clients as they develop their portfolio strategies. We provide cartographic, demographic, and analytic products and services. Our deliverables vary from simple aesthetic maps to complex geographic analysis and site selection packages. Our demographic analysis provides answers to complex questions and adds tangible value to real estate transactions. Our goal is to provide the highest level of innovative GIS products and solutions with a strong focus on customer service and consultation.

Public Relations

Our in-house Communications Specialist, Leah Dellis, has teamed up with our trusted South Florida-based public relations partner, Top of Mind PR, on an array of strategic media initiatives to maximize smart exposure and coverage on behalf of our clients. Top of Mind PR is a woman-owned public relations firm with top-tier media relationships and has a working relationship with Colliers South Florida, independent of any potential contract with the Town.

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



SIX TRAITS THAT SET COLLIERS APART

1. Proven Public-Sector Representation

Our experience representing public institutions like the City of Fort Lauderdale and the Broward Sheriff's Office reflects our understanding of the complexity of the government real estate sector and our ability to navigate through the regulations, policy, legislation and executive orders that the Town of Palm Beach will require our firm to abide by.

2. Asset & Local Market Knowledge

We have the breadth and depth of local knowledge that only comes from strong boots-on-the-ground local brokers. We are uniquely qualified to counter-argue potential value challenges and promote all value creation opportunities.

3. Committed to Minimizing or Eliminating Risk through the Process

We analyze the opportunity from a buyer's perspective at the beginning and spend the necessary time upfront to ensure that the asset, market and sources of capital are known and understood. Any potential risks will be identified and mitigated in advance of active marketing. Our process involves old fashioned hard work, and will be performed to ensure that we control the sale process and provide certainty throughout.

4. Programmatic Approach

We have developed a disciplined, detailed and best-in-class approach to marketing the asset. Our follow-through and accountability, evidenced by continually updated information via online communication and reporting tools, provide the Town with confidence and certainty throughout the marketing process.

5. Buyer & Seller Representation Experience

We know BOTH sides of the negotiating table, and therefore can anticipate negotiating positions for your decision preparation.

6. Creative & Innovative Approach

As the market shifts or new events occur, we will inform you and evaluate them, to possibly recommend changes in marketing tactics, maximizing negotiation leverage during the process.

4

FIRM COMPOSITION, QUALIFICATIONS &
BACKGROUND

REFERENCES

CLIENT REFERENCE #1: City of Fort Lauderdale

| | |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 100 N Andrews Avenue, Fort Lauderdale, FL 33301 |
| Contact: | Ryan Henderson Assistant to the City Manager |
| Telephone: | +1 954 828 5213 |
| Email: | rhenderson@fortlauderdale.gov |
| Scope of Work: | Colliers provides lease administration, negotiations, and disposition services of properties in the City of Fort Lauderdale portfolio, as well as advisory, valuation, and strategic planning services. |
| Date Contract Started/Ended: | August 2017 - Present |
| Present Status: | Ongoing |

CLIENT REFERENCE #2: Fort Lauderdale Downtown Development Authority

| | |
|------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 110 East Broward Boulevard, Suite 1610, Fort Lauderdale, FL 33301 |
| Contact: | Jenni Morejon Executive Director |
| Telephone: | +1 954 463 6574 |
| Email: | jenni@ddaftl.org |
| Scope of Work: | Colliers is the primary real estate data provider to the Fort Lauderdale DDA and provides quarterly real estate trends updates to the Board on a quarterly basis. See Appendix III for Q3 market reports. |
| Date Contract Started/Ended: | December 2016 - Present |
| Present Status: | Ongoing |

CLIENT REFERENCE #3: Jacksonville Transportation Authority (JTA)

| | |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 121 W. Forsyth Street, Suite 300, Jacksonville, FL 32202 |
| Contact: | Michael Corbitt Real Estate Project Officer |
| Telephone: | +1 904 632 5257 |
| Email: | jmcorbitt@jtafla.com |
| Scope of Work: | Real Estate Consulting and Disposition of surplus properties in JTA portfolio, including vacant land, office buildings and parking garages. |
| Date Contract Started/Ended: | 2016 - Present |
| Present Status: | Ongoing |

4

FIRM COMPOSITION, QUALIFICATIONS & BACKGROUND



REFERENCES

| CLIENT REFERENCE #4: LNR Partners, Inc. | |
|-----------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 1601 Washington Avenue, Suite 700, Miami, FL 33487 |
| Contact: | John Mitchell |
| Telephone: | +1 305 695 5253 |
| Email: | jmittchell@lnrpartners.com |
| Scope of Work: | Colliers provides property management, leasing and disposition services for income-producing assets throughout South Florida in addition to valuation services |
| Date Contract Started/Ended: | July 2017 - Present |
| Present Status: | Ongoing |
| Case Study: | Provided on page 26 |

| CLIENT REFERENCE #5: Tambone Companies, LLC | |
|---------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 4440 PGA Boulevard, Suite 600, Palm Beach Gardens, FL 33410 |
| Contact: | Richard Tambone |
| Telephone: | +1 781 799 7442 |
| Email: | rtambone@tambone.com |
| Scope of Work: | Colliers is the preferred real estate advisor in regards to acquisitions and dispositions for this national developer. Kevin McCarthy and Bastian Lagerbauer provided advisory and valuation services in the aquisition of 2400-2410 Metrocentre Boulevard and are currently involved in the disposition of 2400 Metrocentre Boulevard. |
| Date Contract Started/Ended: | July 2016 - Present |
| Present Status: | Ongoing |

5.1

TECHNICAL PROPOSAL



INTRODUCTION LETTER

December 19, 2017

Dear Mr. Mealy,

On behalf of the project team representing Colliers International South Florida, LLC. (Colliers), I am pleased to submit this response to the Town of Palm Beach (the "Town") regarding Commercial Real Estate Services as required under RFP # 2018-07.

Based in the Colliers' Palm Beach Gardens office, Kevin McCarthy, Senior Vice President will serve as Lead Agent (and primary person responsible for this project) and the Town's direct point of contact during the term of the Agreement. Kevin McCarthy will be supported by Associate broker and Palm Beach-based, Bastian Lagerbauer, who offers a clear understanding of the local market as well as a profound ability to value assets. Also supporting Kevin is our local public institutions specialist, Brooke Berkowitz. Our brokerage services professionals are supported by a team of value-add experienced professionals in Valuation, Research/Consulting, Marketing, Public Relations and Operations, which I personally oversee.

Naturally, this assignment will be serviced by a team of professionals concentrated in Palm Beach County with deep roots and ties with the local community and backed by the largescale resources, integrated platform, relevant multi-market experience and footprint of a global leader, Colliers International. As a global entity, Colliers International has been in operation more than 118 years.

At a local level, Colliers International South Florida was originally established in 1990 and became corporately owned in 2014, bringing together some of the region's most experienced and savvy commercial real estate professionals to service the changing needs of the South Florida property landscape. Today we have a staff size of 158 professionals in five offices throughout Palm Beach, Broward and Miami-Dade County and plan to draw upon the shared resources from all South Florida offices, while servicing this mandate directly out of our Northern Palm Beach County office, located at 4500 PGA Boulevard, Suite 110 in Palm Beach Gardens, Florida, with our primary contact phone number as: +1 561 804 9678. We have included a copy of our Division of Corporations and Corporate Charter Registration information for your review in Appendix II.

The Town's real estate goals are important to us and Colliers has identified a team of experts that will serve to meet the Town's goals and vision. The accompanying proposal identifies the services and methodology offered by Colliers International and the unique qualifications of our firm to fulfill the Town's needs. This response to RFP # 2018-07 serves as a firm and irrevocable offer for the next 120 days to perform the services stated herein for the period of the contract agreed with the Town of Palm Beach. We thank you for the opportunity to present our proposal to the Town and for your consideration in this regard.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ken Krasnow".

Kenneth Krasnow
Executive Managing Director

5.2 | TECHNICAL PROPOSAL



APPROACH TO THE PROJECT

Colliers International understands that the Town of Palm Beach seeks a qualified Real Estate Brokerage firm to provide professional commercial brokerage services primarily representing the Town in the disposition and acquisition of commercial property and providing strategic advisory services. To meet the Town's project objectives, Colliers International proposes to provide the following brokerage services to meet the needs of the Town:

- i. Market analysis with quarterly update reports.
- ii. Develop strategies for sale of properties.
- iii. Work with the Town to negotiate the sale or purchase of properties with prospects and buyers.
- iv. Coordinate real estate appraisals.
- v. Coordinate real estate transaction closings.
- vi. Handle all other customary activities and services associated with real estate transactions.
- vii. Attendance and presentations at Town Council of Commission meetings, as required.

Strategic Approach and Methodology

To meet the Town's project objectives, the aforementioned team (Page 7) at Colliers International proposes the following strategic approach to these services through a week-by-week process outlined below.

WEEK 1 | Kick-Off Session:

- At a preliminary kick-off meeting, the Town of Palm Beach will identify who within staff and other stakeholders should be involved in the decision-making process.
- Confirm Town objectives and goals and agree upon key project deliverables and specific progress benchmarks.
- Review Colliers proposed strategy, scope of work and schedule, making adjustments where the Town deems necessary.
- Introduce Colliers experts assigned to the project and respective roles and responsibilities.
- Identify point of contact and appropriate communication channels.

WEEK 2-3 | Due Diligence

- Take an inventory of all Town of Palm Beach owned and controlled property.
- Collect and collate appropriate documents and data, including but not limited to; a list of assets, operating statements, operating agreements, assessments, lease agreements, letters of interest (LOI), contracts, any other laws, policies or Town-preferences that limit the sale of Town-owned assets.
- Meet with Town departments and other internal and external stakeholders to ensure thorough understanding of portfolio and assemble any missing pertinent information.

5.2 TECHNICAL PROPOSAL



WEEK 4-5 | Market Analysis, Valuation and Strategic Planning

- Review, assess and map all owned and controlled property, identifying the current use of each asset. Colliers will provide the Town with access to GIS mapping software storing real-time information on owned property.
- Present opportunities to the identified Town authorities and advise on strategic positioning along with a valuation of the property to determine sales price.
- Outline the sales process and a marketing plan for the expedited/streamlined disposition of identified Town-owned assets approved by the Town.
- Present a semi-annual market update to staff highlighting local real estate trends and forecasts on the Palm Beach real estate market.

WEEK 6 Onwards | Marketing and Execution of the Strategic Plan

Colliers International will meet with the Town to discuss and commence action on the disposition or sale of commercial property and apply the “best practices” acquired through public sector real estate portfolio management and transaction experience.

Once we have agreed upon an asset(s) for disposition with asking prices and underwriting, our marketing department will draft best in class marketing materials, starting with a brochure, confidentiality agreement, and full offering memorandum for the Town to review and approve. Colliers will maintain and update accurate listing information on the Town’s website.

Through our best-in-class marketing technology and our creative approach, we drive strong investor interest, while maintaining confidentiality and minimizing disruption to tenants. Our integrated marketing platform includes targeted marketing, broker/referral marketing, print and electronic media, mobile marketing, social media and inbound/outbound marketing techniques to ensure maximum exposure to the marketplace.

Our hands on, go-to-market strategy offers largescale exposure through proprietary databases and distribution channels, and includes a segmented approach to focus the highest impact marketing techniques on the buyers who are most motivated and likely to pay the highest price. Throughout the disposition process, our priority is revenue maximization for the Town.

5.2 TECHNICAL PROPOSAL



WEEK 6 Onwards | Marketing and Execution of the Strategic Plan - continued

| PRE-MARKETING | POSITION | REVIEW | NEGOTIATE | CLOSE |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> Due Diligence for Assets Preparation of Exclusive Offering Memorandum Preparation of Flyer Eblast Development Solicitors Legal Document Preparation Marketing Positioning the Property Media Placement Targeting | <ul style="list-style-type: none"> Local, Regional, National, International Distribute Offering Memorandums Face-to-Face Meetings Site Tours Follow-up with Website Leads Broker Analysis Propective Buyer Critique | <ul style="list-style-type: none"> Review all Letters of Intent Financial Modeling Review with Client & Solicitors | <ul style="list-style-type: none"> Consensus on Preferred Buyer Engage with Final Negotiation | <ul style="list-style-type: none"> Purchaser Due Diligence Oversee Escrow Closing |

In an effort to provide complete transparency throughout the marketing process, our team will provide the Town with regular Client Update Reports, summarizing marketing statistics on all activities related to the property listed for sale. Information reported on will typically include:

- Website traffic
- LoopNet visits/activity
- Completion of pertinent tasks, i.e.: installing signage, launching properties online, putting property under contract, etc.
- E-Blast metrics
- Networking events attended to promote the asset
- Property tours
- Prospects contacted through cold calls, networking, marketing efforts



*Sample of Client Update Report that was prepared for the City of Fort Lauderdale.

5.2

TECHNICAL PROPOSAL



ALIGNED APPROACH IN PARTNERSHIP WITH TOWN STAFF

At each stage of the process, Colliers ensures that the Town of Palm Beach staff lead the decision-making with clear guidance from Colliers International backed by in-depth analysis and market knowledge. From the kick-off meeting and through the course of the contract, we commit to working in partnership with the assigned staff and other stakeholders identified by the Town with clear and open lines of communication.

WORKLOAD AND ACCOUNTABILITY

Colliers believes in delivering services through a single point of accountability with responsible executive oversight and specialized resources available across the delivery structure. Therefore, Team Lead, Kevin McCarthy, will be the primary person responsible for this project to ensure the Town of Palm Beach receives consistent and responsive services throughout the term of the contract from Colliers International.

While our core team is active in the community and with existing clients, this account will receive our utmost attention and we have implemented the team structure to ensure best-in-class service. As illustrated in Section XXX, the Team Lead will be supported by a team of experienced brokerage professionals and subject matter experts, who will focus on developing the strategic direction of their expertise area in parallel with the overall account strategy and goals. This process allows Colliers to seamlessly manage the entire real estate process - from strategy, due diligence, transaction management and execution - without risk of conflict from existing workload.

PROPOSED FEES AND CHARGES

A summary of Colliers proposed pricing structure and fee schedule can be found on the Cost Detail on Page 37 and the Cost Proposal Form on Page 38.

5.3

PAST EXPERIENCE



COLLIERS EXPERIENCE

› Specialized Experience in the Public Real Estate Sector

- Colliers understands that government and public sector procedures for managing and disposing of real property can be subject to layers of regulations, policy, legislation and special orders. Colliers has proven expertise in charting a clear path of successful execution for clients and will leverage our shared services and diverse global platform to deliver value for the Town as well.
- Colliers has been providing brokerage and valuation and advisory services to the following public sector clients in Florida:
 - › The City of Fort Lauderdale | Exclusive Real Estate Advisor
 - › Broward Sheriff 's Office | Exclusive Real Estate Advisor
 - › Fort Lauderdale Downtown Development Authority | Primary Data Providers
 - › Jacksonville Transportation Authority (JTA) | Exclusive Real Estate Advisor

Colliers International Group Inc. is consistently ranked as one of the top three largest real estate firms globally. Tracing our roots back to the 1800s, we have been in existence for 118 years, formally establishing a presence in South Florida 27 years ago – in the early 1990s. Colliers International South Florida, LLC was formed in 2014, following a shift in ownership from a local partnership to become a corporately owned entity. An overview of our size and portfolio, both globally and locally are shown below:

2016 Statistics | Global

- › 396 offices
- › 68 countries
- › 15,000 professionals and staff
- › 2 billion SF under management
- › 72,000 lease/sale transactions
- › \$105 billion in total transaction value

2016 Statistics | South Florida

- › 5 offices
- › 3 counties
- › 159 professionals and staff
- › 5.5 million SF under management
- › 331 lease/sale transactions
- › \$772 million in total transaction value

Over the last three years, our firm has completed approximately \$854,902,509.17 in commercial sales transactions. The list of commercial properties sold during this period is summarized on the following table below and on the following pages:

| | Address | Type | Seller | Size | Sale Price |
|----|----------------------------------------------|--------------|-----------------------|------------|-----------------|
| 01 | 3100 Domain Cir, Kissimmee, FL 34747 | Multi-family | Domain Apartments LLC | 339,494 SF | \$57,672,000.00 |
| 02 | 1135 103 St, Bay Harbor Islands, FL 33154 | Land | P3 Investments I, LLC | 51,120 SF | \$20,500,000.00 |
| 03 | 1786 NW 2nd Ave, Boca Raton, FL 33431 | Office | BRC Realty, LLC | 5,120 SF | \$1,600,000.00 |
| 04 | 7600 NW 27th Ave, Miami, FLorida, 33147 | Multi-family | TP 26, LLC | 301,391 SF | \$6,250,000.00 |

5.3

PAST EXPERIENCE



| | Address | Type | Seller | Size | Sale Price |
|----|--------------------------------------------------------|--------------|---------------------------------------------------------|------------|-----------------|
| 05 | 950 Peninsula Corporate Cir, Boca Raton, FL 33487 | Office | MSCI 2007-IQ16 Complex 950, LLC | 47,190 SF | \$8,525,000.00 |
| 06 | 1430 Shorelands Dr W, Vero Beach, FL 32963 | General | Kenneth M Krasnow & Annette R Krasnow | Withheld | \$1,250,000.00 |
| 07 | SW 192 St, Homestead, FL 33031 | Land | BSC Properties Inc | 20 AC | \$750,000.00 |
| 08 | 955 South Miami Avenue, Miami, FL 33131 | Land | Marketplace Investment Group, Ltd. | 10,331 SF | \$16,180,109.00 |
| 09 | 1500 N Park Rd, Weston, Florida, 33326 | Industrial | Becknell Properties | 90,620 SF | \$8,122,723.70 |
| 10 | 11376 N Jog Road, 101-102 Palm Beach Gardens, FL 33418 | Office | Coyote Hills, LLC | 6,247 SF | \$2,400,000.00 |
| 11 | 15828 Mercantile Court, Jupiter, FL 33458 | Office | D&M Properties, LLC | 10,300 SF | \$1,400,000.00 |
| 12 | 1100 E Blue Heron Blvd, Riviera Beach, FL 33404 | Retail | Wells Fargo Bank, N.A. | 3,112 SF | \$1,751,000.00 |
| 13 | 4250 Coral Ridge Dr, Coral Springs, Florida, 33321 | Industrial | Hoerbiger Corp. Of America, Inc | 240,000 SF | \$14,880,000.00 |
| 14 | 2727 W Cypress Creek Rd, Fort Lauderdale, FL 33009 | Office | Camelot Properties of South Florida, LLC | 25,000 SF | \$5,000,000.00 |
| 15 | 3740 NE 2nd Ave, Miami, FL 33137, 33137 | Land | Bisazza North America | Withheld | \$5,872,588.72 |
| 16 | 2400-2410 Metrocentre Blvd, West Palm Beach, FL 33407 | Office | New England Institute of Technology at Palm Beach, Inc. | 92,729 SF | \$15,750,000.00 |
| 17 | 2505 Metrocentre Blvd, West Palm Beach, FL 33407 | Office | KAS, LLC | 15,000 SF | \$2,875,000.00 |
| 18 | 880 71st St, Miami Beach, FL 33141 | Land | Estate of Shirley Jean Wright | 19,400 SF | \$3,500,000.00 |
| 19 | 702 South Market Ave, Ft. Pierce, FL 34982 | Industrial | 702 South Market Ave LLC | 20,833 SF | \$675,000.00 |
| 20 | 2041 Zip Code Pl, Palm Beach Gardens, FL 33418 | Retail | Bass Pier One, LLC | 8,000 SF | \$1,505,000.00 |
| 21 | 200 S Miami Ave, Miami, Florida, 33131 | Retail | Fifteen 200 South Miami, LLC | 10,9637 SF | \$37,250,000.00 |
| 22 | 2161 SW 12th St, Miami, FL 33135 | Multi-family | Withheld | 6,040 SF | \$430,000.00 |
| 23 | 1717 SE 17th St, Fort Lauderdale, FL 33316 | Land | Harbor Beach TRS, LLC | 18,721 SF | \$2,500,000.00 |
| 24 | 3472 NE Savannah Rd, Jensen Beach, FL 34957 | Retail | F&B, LLC | 4,000 SF | \$485,000.00 |
| 25 | 6330 SW 41st Ct, Davie, FL 33312 | Office | L & E Rlty LLC | 2,845 SF | \$435,000.00 |
| 26 | 7501 Wiles Rd, 207, Coral Springs, FL 33067 | Office | M.J.M., LLC | 2,275 SF | \$500,500.00 |
| 27 | 1928 Commerce Ln, Jupiter, FL | Office | Sunfish Partners, LLC | 1,436 SF | \$400,000.00 |
| 28 | 1901 NE Ricou Terr, Jensen Beach, FL 34957 | Land | Wells Fargo Bank, N.A. | 0.80 AC | \$750,000.00 |

5.3

PAST EXPERIENCE



| | Address | Type | Seller | Size | Sale Price |
|----|-----------------------------------------------------------|---------------|----------------------------------------------------------|------------|------------------|
| 29 | SWC of Roadrunner and Bataan M, Las Cruces, NM, 88001 | Land | Highway 70, LLC | 2 SF | \$315,000.00 |
| 30 | 2937 Ravenswood Rd, Dania, FL 33312 | Industrial | Ravenswood Road Developer, LLC | 933 SF | \$179,666.75 |
| 31 | 1232 N University Dr, Plantation, FL 33322 | Office | Siltek Commercial Investments, LLC | 5,193 SF | \$1,275,000.00 |
| 32 | 13000 SE Flora Ave, Hobe Sound, FL 33455 | land | Entegra Roof Tile, Inc. | 37,295 SF | \$2,400,000.00 |
| 33 | 721 N Beachview Dr, Jekyll Island, GA, 31527 | Hospitality | Resort Club LLC | 17,722 SF | \$3,500,000.00 |
| 34 | 5730 Corporate Way, 130, West Palm Beach, FL | Office | Tri County Furniture Service, Inc | 1,678 SF | \$212,500.00 |
| 35 | 850 NW 42nd Ave, Miami, FL 33136 | Land | Century Parc Place, LLC | 4 AC | \$18,750,000.00 |
| 36 | SW 145th Ave, Pembroke Pines, FL 33027 | Land | Duke Realty Land, LLC | 25 AC | \$12,200,000.00 |
| 37 | 3521 West Broward Blvd, Fort Lauderdale, FL 33312 | Office | 3521 West Broward Boulevard Asso- ciates, LP | 42,000 SF | \$2,000,000.00 |
| 38 | NW 137th Ave and NW 12th St, Miami, FL 33182 | General | Expocredit Corp. | 89,000 SF | \$710,000.00 |
| 39 | 10119 McMullen Rd, Riverview, FL 33569 | Land | 10119 McMullen Road, LLC | 4,980 SF | \$1,625,000.00 |
| 40 | 100 E Flagler St, 6, Miami, FL 33131 | Office | Jewelry Headquarters, LLC | 6,406 SF | \$1,300,000.00 |
| 41 | 18300 NW 2nd Ave, Miami Gardens, FL 33143 | Retail | A S Ventures Inc. | 7,300 SF | \$2,850,000.00 |
| 42 | 1114 South Dixie Hwy, Coral Gables, FL 33146 | Retail | Gazebo Corporation | 5,500 SF | \$6,400,000.00 |
| 43 | 1000 Stony Hill Rd, Yardley, PA, 19067 | Hospitality | MLMT 2005-CIP1 Stony Hill Lodging Limited Partnership | 76984 SF | \$10,250,000.00 |
| 44 | 1505 Belvedere Rd, West Palm Beach, FL 33406 | Hospitality | Rofar Realty Co., Inc | 52,014 SF | \$7,400,000.00 |
| 45 | Portfolio | Office | Big Foot Business Park, LLC | 273,301 SF | \$11,700,000.00 |
| 46 | 840 SW 81st Ave, North Lauderdale, FL 33068 | Office | Family Central Holding Co., Inc | 53,246 SF | \$2,050,000.00 |
| 47 | ESJ Portfolio | Institutional | ESJ Capital Partners, LLC | 476,410 SF | \$102,651,421.00 |
| 48 | 10392 W State Rd 84, 101, Davie, FL 33324 | Industrial | Negril Hotel Development Co. Limited | 1,966 SF | \$340,000.00 |
| 49 | 1170 NE 125 St, North Miami, FL 33161 | Office | De Paz Holdings, LLC | 32,000 SF | \$925,000.00 |
| 50 | 17800 Congress Ave, Boca Raton, FL 33487 | Land | Bright Star Credit Union | 1 AC | \$1,500,000.00 |
| 51 | 2510 NW 19th St, Fort Lauderdale, FL 33311 | Retail | Wilson Estates | 2,240 SF | \$175,000.00 |
| 52 | 0 N Dixie Highway & NW 58th St, Oakland Park, FL 33334 | Land | Holy Cross, Inc. | 6.60 AC | \$3,125,000.00 |

5.3

PAST EXPERIENCE



| | Address | Type | Seller | Size | Sale Price |
|----|-----------------------------------------------------|---------------|-------------------------------------------------------------|------------|------------------|
| 53 | 1821 SW 42 Way, Deerfield Beach, FL 33442 | Industrial | AA Varco Moving & Storage, Inc. | 23,808 SF | \$2,800,000.00 |
| 54 | 8635 Harding Avenue, Miami Beach, FL | Multi-family | Mint LLC | 566,100 SF | \$1,600,000.00 |
| 55 | 6700 North Andrews Ave, Ft. Lauderdale, FL 33301 | Office | Stockbridge Cypress Park West, LLC | 225,757 SF | \$43,050,000.00 |
| 56 | 215 Jacaranda Blvd, Venice, FL 34292 | Retail | SF Jacaranda Commons LP, a Flor- ida Limited | 12,900 SF | \$9,525,000.00 |
| 57 | 0 136 St, Miami, FL 33196 | Land | Krome Reph, LLC | 465 AC | \$18,000,000.00 |
| 58 | 19 W Flagler St, Miami, FL 33130 | Office | Biscayne Building, Inc. | 154,000 SF | \$24,500,000.00 |
| 59 | 9000 NW 44 St, Plantation, FL 33351 | Office | DDE Sunrise, LLC | 15,440 SF | \$1,700,000.00 |
| 60 | 100 NE 3rd Avenue, Fort Lauderdale, FL 33301 | Office | Brookwood Comerica, LLC | 165,627 SF | \$46,500,000.00 |
| 61 | 1161 Holland Dr, Boca Raton, FL 33487 | Office | Jay Birnbaum, Richard J. Crossed, John DiMarco, SHD, LLC | 41,362 SF | \$3,700,000.00 |
| 62 | 957 Hawk Landing, Fruitland, FL 34731 | Land | Comcast of Indianapolis, L.P. | 1.35 AC | \$66,000.00 |
| 63 | 755 Shotgun Rd, Sunrise, FL 33326 | Office | Scuttlebut Social Marketing, LLC | 40,500 SF | \$600,000.00 |
| 64 | 12720 SW 200th St, Miami, FL 33177 | Retail | Aran Properties, Inc. | 3,062 SF | \$4,075,000.00 |
| 65 | Portfolio | Retail | Aran Properties, Inc. | 11,090 SF | \$14,940,000.00 |
| 66 | 350 Quaker Rd, North Falmouth, Ma, 02556 | Hospitality | Delaware North Companies Parks & Resorts, Inc. | 21.60 AC | \$53,500,000.00 |
| 67 | 7001 W Broward Blvd, Plantation, FL 33317 | Retail | 7001 Plantation, LLC | 14,104 SF | \$2,205,000.00 |
| 68 | 7001 W Broward Blvd, Plantation, FL 33317 | Office | 7001 Plantation, LLC | 14,104 SF | \$2,205,000.00 |
| 69 | 1691 Michigan Avenue, Miami Beach, FL 33139 | Office | CLPF - Lincoln, LLC | 16,1824 SF | \$109,250,000.00 |
| 70 | 1315 N Federal Hwy, Boynton Beach, FL 33435 | Office | 1315, LLC | 4,239 SF | \$550,000.00 |
| 71 | NW E Torino Pky, Port St. Lucie, FL 34981 | Land | Matias A. Etchebest | 5.40 AC | \$420,000.00 |
| 72 | 5975 Sunset Dr, 807, South Miami, FL 33143 | Office | PIPHY Holdings, LLC | 507 SF | \$142,000.00 |
| 73 | 20361 Old Cutler Rd, Cutler Bay, FL 33189 | Retail | 7-Eleven, Inc. | 48,570 SF | \$4,900,000.00 |
| 74 | 950 S Cypress Rd, Pompano Beach, FL 33062 | Institutional | The New Hope Korean Church of Florida, Inc | 12,000 SF | \$1,950,000.00 |
| 75 | 4635 NW 27th Ave, Miami, FL 33142 | General | Boos Development Group | 40,365 SF | \$610,000.00 |
| 76 | 19100 SW 316th St, Homestead, FL 33030 | Land | Corner Investment Group LLC | 10.18 AC | \$675,000.00 |

5.3

PAST EXPERIENCE



| | Address | Type | Seller | Size | Sale Price |
|--------------------------|--------------------------------------------------------------|--------------|-----------------------------------------|------------------|-----------------|
| 77 | 3680 Investment Ln, Riviera Beach, FL 33407 | Industrial | Morris P Newton & Christine B Newton | 4,000 SF | \$260,000.00 |
| 78 | 10148 New Berlin Rd, Jacksonville, FL 32226 | Hospitality | Blount Island Hospitality LLC | Withheld | \$5,050,000.00 |
| 79 | 14941 NW 7th Ave, Miami, FL 33168 | Retail | Abreu Development LLC | 27,000 SF | \$990,000.00 |
| 80 | 14695 NE 18th Ave, North Miami, FL 33181 | Multi-family | YMP Center Court, LLC | Withheld | \$27,000,000.00 |
| 81 | 3270 Emerson St, Jacksonville, FL 32207 | Retail | JG Equities, LLC | 2,000 SF | \$1,815,000.00 |
| 82 | 2900 W Broward Blvd, Fort Lauderdale, FL 33312 | Retail | 7-Eleven, Inc. | Withheld | \$1,250,000.00 |
| 83 | 1971-1991 SR 7, Unincorporated Broward County, FL | Retail | 7-Eleven, Inc. | Withheld | \$1,250,000.00 |
| 84 | 8290 N Univerity Dr, Tamarac, FL 33321 | Office | 8290 North University Drive, LLC | 5,793 SF | \$1,450,000.00 |
| 85 | 1710 Upland Rd, West Palm Beach, FL 33418 | Industrial | FRVR Enterprises | 6,033 SF | \$882,000.00 |
| 86 | 1262 Northlake Blvd, Lake Park, FL 33403 | Retail | Duke Realty Land, LLC | 4,021 SF | \$2,725,000.00 |
| 87 | 551 NW 72nd St, Miami, FL 33141 | Industrial | Sunshine Management of Florida, Inc | 18,889 SF | \$1,400,000.00 |
| 88 | 5730 Corporate Way, 130-1, West Palm Beach, FL 33407 | Office | David & Patricia A Wentzka | 1,676 SF | \$170,000.00 |
| 89 | 5911 SW 39th Avenue & 3901 St, Dania Beach, FL 33301 | Office | J G Equities, LLC | 25,250 SF | \$1,375,000.00 |
| 90 | 5401 Haverhill Rd, 106, West Palm Beach, FL 33407 | Industrial | Richard and Belsey Sandulli | 2,110 SF | \$225,000.00 |
| 91 | 4401 SW 74th Ave & 7368 SW 42nd St, Miami, FL 33155 | Retail | 4401 SW 74th Avenue LLC | 12,182 SF | \$1,150,000.00 |
| 92 | 4325 N Military Tr, Jupiter, FL 33458 | Office | Virgina Lynn | 1,300 SF | \$240,000.00 |
| 93 | 5401 Haverhill Rd, West Palm Beach, FL 33407 | Industrial | Haverhill Partnership, LLC | 2,030 SF | \$215,000.00 |
| 94 | 100 Village Square Crossing, Palm Beach Gardens, FL 33418 | Office | BB&T | 9,000 SF | \$1,300,000.00 |
| 95 | 250 & 296 SW 7th St, Miami, FL 33139 | Land | Walgreens Company | 44,865 SF | \$15,500,000.00 |
| 96 | 15601 West Dixie Hwy, North Miami Beach, FL 33162 | Industrial | KTR South Florida LLC | 30,000 SF | \$4,000,000.00 |
| 97 | Main St, Miami, FL 33169 | Land | Rockville Hospitally, LLC | 100 AC | \$26,000,000.00 |
| 98 | 1710 N US Highway 1, Ft Pierce, FL 34950 | Land | CRE 20110 | Withheld | \$150,000.00 |
| Total Transaction Value: | | | | \$854,902,509.17 | |

5.3

PAST EXPERIENCE



REFERENCES

CLIENT REFERENCE #1: City of Fort Lauderdale

| | |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 100 N Andrews Avenue, Fort Lauderdale, FL 33301 |
| Contact: | Ryan Henderson Assistant to the City Manager |
| Telephone: | +1 954 828 5213 |
| Email: | rhenderson@fortlauderdale.gov |
| Scope of Work: | Lease Administration, negotiations, and disposition services of properties in the City of Fort Lauderdale portfolio, as well as advisory, valuation, and strategic planning services. |
| Date Contract Started/Ended: | August 2017 - Present |
| Present Status: | Ongoing |

"The brokerage firm consists of real estate professionals with exceptional knowledge of the local real estate market. The array of talent and knowledge associated with the brokerage firm has allowed the City to begin pursuing its real estate needs in a smart and efficient manner"

Ryan Henderson
Assistant to the City Manager
City of Fort Lauderdale

CLIENT REFERENCE #2: Fort Lauderdale Downtown Development Authority

| | |
|------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 110 East Broward Boulevard, Suite 1610, Fort Lauderdale, FL 33301 |
| Contact: | Jenni Morejon Executive Director |
| Telephone: | +1 954 463 6574 |
| Email: | jenni@ddaftl.org |
| Scope of Work: | Colliers is the primary real estate data provider to the Fort Lauderdale DDA and provides quarterly real estate trends updates to the Board on a quarterly basis. See Appendix III for Q3 market reports. |
| Date Contract Started/Ended: | December 2016 - Present |
| Present Status: | Ongoing |

CLIENT REFERENCE #3: Jacksonville Transportation Authority (JTA)

| | |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 121 W. Forsyth Street, Suite 300, Jacksonville, FL 32202 |
| Contact: | Michael Corbitt Real Estate Project Officer |
| Telephone: | +1 904 632 5257 |
| Email: | jmcorbitt@jtafla.com |
| Scope of Work: | Real Estate Consulting and Disposition of surplus properties in JTA portfolio, including vacant land, office buildings and parking garages. |
| Date Contract Started/Ended: | 2016 - Present |
| Present Status: | Ongoing |

5.3

PAST EXPERIENCE



REFERENCES

CLIENT REFERENCE #4: LNR Partners, Inc.

| | |
|------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 1601 Washington Avenue, Suite 700, Miami, FL 33487 |
| Contact: | John Mitchell |
| Telephone: | +1 305 695 5253 |
| Email: | jmittchell@lnrpartners.com |
| Scope of Work: | Colliers provides property management, leasing and disposition services for income-producing assets throughout South Florida in addition to valuation services. |
| Date Contract Started/Ended: | July 2017 - Present |
| Present Status: | Ongoing |
| Case Study: | Please see details on our most recent successful assignment with LNR on page 26. |

"I'm well pleased. That was some auction. Awesome job. \$8.95m gross. Wow."

John Mitchell
Senior Vice President
LNR Property Corporation

CLIENT REFERENCE #5: Tambone Companies, LLC

| | |
|------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address: | 4440 PGA Boulevard, Suite 600, Palm Beach Gardens, FL 33410 |
| Contact: | Richard Tambone |
| Telephone: | +1 781 799 7442 |
| Email: | rtambone@tambone.com |
| Scope of Work: | Colliers is the preferred real estate advisor in regards to acquisitions and dispositions for this national developer. Colliers provided advisory and valuation services in the aquisition of 2400-2410 Metrocentre Boulevard and are currently involved in the disposition of 2400 Metrocentre Boulevard. |
| Date Contract Started/Ended: | July 2016 - Present |
| Present Status: | Ongoing |

5.3 PAST EXPERIENCE



"I'm well pleased. That was some auction. Awesome job. \$8.95m gross. Wow."

John Mitchell
Senior Vice President
LNR Property Corporation

SUCCESS STORY

LNR PARTNERS, LLC | DISPOSITION OF THE 950 PENINSULA CORPORATE CENTER



SELLER/CLIENT

LNR Partners, LLC

PROPERTY

Peninsula Corporate Center
950 Peninsula Corporate Cir.
Boca Raton, FL 33487

TEAM

Kevin McCarthy
Senior Vice President

Bastian Lagerbauer
Associate

STATISTICS

47,190 SF Class A Office
2.7 Acres
\$8,951,250 All-Cash Sale

SERVICES PROVIDED

Investment Sales

www.colliers.com

CHALLENGE

Commercial mortgage special servicer powerhouse LNR Partners, LLC ("LNR") acquired 950 Peninsula Corporate Circle at foreclosure during the first half of 2017. The three-story Class A executive suite building offered a unique proposition with newer construction and each unit completely separately metered, but required a major overhaul by management services and leasing team to realize the true value of the property. LNR engaged a multi-faceted Colliers team of REMS (Real Estate Management Services), Leasing, and Investment Services to prepare the property for auction.

STRATEGY

Prior to Colliers' brokers Kevin McCarthy and Bastian Lagerbauer marketing the property, the REMS team kicked off a swift effort to optimize the building and service each of its more than 75 individual air-conditioning units on the roof while the Leasing team filled tenancy, reducing the existing vacancy. McCarthy and Lagerbauer partnered with Colliers Asset Resolution Services (CART) to construct an accurate valuation for the property and offered distinctive features for an asset of this size, including more than 40 individual tenant spaces.

SERVICES

McCarthy and Lagerbauer worked closely with LNR to develop a comprehensive marketing package and Offering Memorandum prior to the scheduled auction on Ten-X. In advance of the three-day auction, they coordinated a blend of traditional outreach with additional exposure on social media and websites.

RESULTS

During the auction, 950 Peninsula Corporate Circle generated substantial interest, with dozens of qualified offers from a diverse group of investors. Due to the desirability of the property and the competitive aspect of the auction process, two determined investors went back and forth during the final hours of auction, driving the price to a premium at close. The Colliers team was able to deliver an individual, out-of-state buyer who saw the immense value-add opportunity to fill the property's vacant space with new tenants and acquired the property for an all-cash \$8.95M. The client was pleased with the purchase price well-beyond the original optimistic valuation for the asset, and the buyer was pleased to gain an income-producing foothold in the high barrier-to-entry South Florida marketplace.

5.4

OPERATIONAL INFORMATION



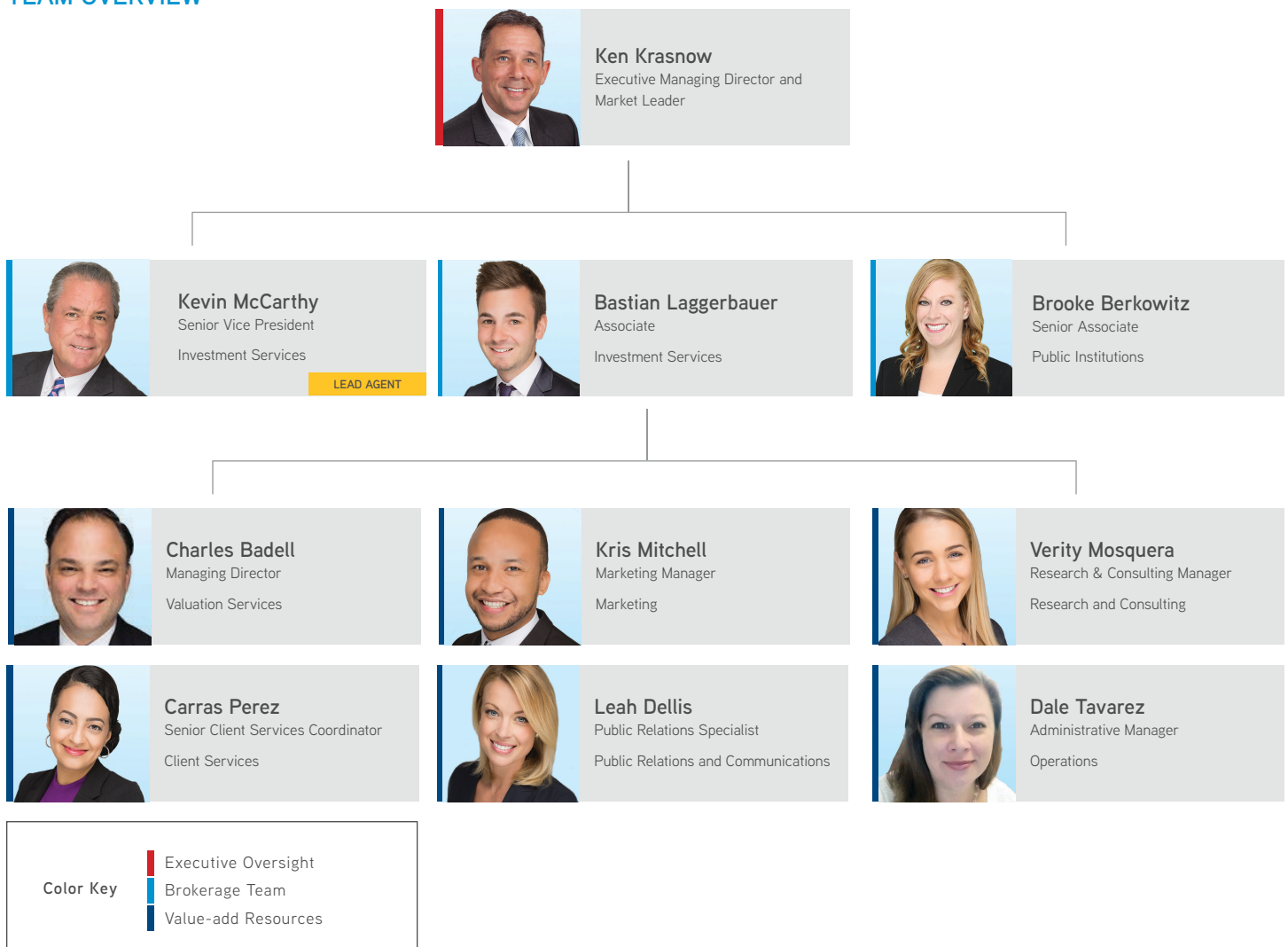
COLLIERS STAFFING

Colliers International promotes a collaborative environment that works collectively across our global platform. With five offices in our region alone, we enjoy a staff size of 158 professionals throughout Palm Beach, Broward and Miami-Dade County. In order to achieve desired results we will draw upon the shared resources from every possible location, while servicing this mandate directly out of our Northern Palm Beach County office, located at 4500 PGA Boulevard, Suite 110 in Palm Beach Gardens, Florida.

OPERATIONAL INFORMATION

- > Five South Florida offices
- > 158 local professionals and staff
- > Three counties (Palm Beach, Broward, Dade)
- > Hours of Operation: Mon-Fri - 8:30am-5:30pm

TEAM OVERVIEW





Ken Krasnow

EXECUTIVE MANAGING DIRECTOR & MARKET LEADER
Colliers International | South Florida



ken.krasnow@colliers.com

QUALIFICATIONS

Licensed Real Estate Broker
State of Florida and New York

AFFILIATIONS OR MEMBERSHIPS

NAIOP

CREW

International Council of Shopping
Centers (ICSC)

Urban Land Institute (ULI)

Beacon Council - Miami

Business Development Board of
Palm Beach County

Board Member - Friends of the
Underline

Corporate Advisory Board -
Debbie's Dream Foundation

CONTACT DETAILS

DIR +1 786 517 4990
MOB +1 914 589 5321

Colliers International
South Florida, LLC
801 Brickell Avenue
Suite 850
Miami, FL 33131

www.colliers.com

AREA OF EXPERTISE

Ken Krasnow serves as Colliers Executive Managing Director for the South Florida region. In the role of Market Leader, he is responsible for all operations for the five Colliers offices in Miami-Dade, Broward and Palm Beach County. He is also responsible for broadening the company's platform by developing key client relationships, leading major projects and transactions, maintaining senior real estate industry and political relationships and recruiting new talent. Ken brings over 30 years of acclaimed expertise in the commercial real estate industry, offering an exceptional level of on-the-ground market knowledge.

Ken began his career as a commercial leasing broker and was responsible for more than three million square feet of Class A building agencies in New York City. His knowledge of brokerage and hands-on approach to management makes him an invaluable member of the Colliers team. In today's South Florida market, he will continue to leverage his level of expertise to accelerate our success in the region.

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Ken served as Managing Director overseeing all operations for CBRE in South Florida. While at CBRE, he recruited almost 40 sales professionals who were responsible for an additional \$40 million in revenue. During his tenure, revenues and profits for his region more than doubled. Prior to joining CBRE in Florida, Ken held executive positions for Cushman &

Wakefield in the New York City area and Trammell Crow Corporation. Ken served at Cushman & Wakefield for 18 years during which time he oversaw the New York area profit center where he brought his region back to record revenues of approximately \$200 million after the tragic events of September 11, 2001.

Ken attended Emory University where he earned his Bachelor of Administration in Finance. He also attended New York University for Graduate Real Estate studies.

PROFESSIONAL ACCOMPLISHMENTS

- Listed as one of "Top 50 Leaders in Commercial Real Estate" by Real Estate Weekly
- Named "Power Leader" by South Florida Business Journal
- Named one of Real Estate New York's "Top 40 Under 40"
- Recognized as one of the "Next Great Leaders" by Real Estate Forum
- Recipient of the Percy Douglass Award by Friends of Island Academy
- Winner of the Royal Poinciana Community Leadership award by Debbie's Dream Foundation



Kevin McCarthy

SENIOR VICE PRESIDENT
Colliers International



kevin.mccarthy@colliers.com

QUALIFICATIONS

Florida Real Estate License

AFFILIATIONS OR MEMBERSHIPS

Realtors Commercial Alliance of the Palm Beaches

Palm Beach County Business Development Board

Palm Beach County Chamber of Commerce

NAR

CONTACT DETAILS

DIR +1 561 804 9678
DIR +1 561 721 1636

Colliers International
South Florida, LLC
4500 PGA Boulevard, Suite 110
Palm Beach Gardens, FL 33418

www.colliers.com

AREA OF EXPERTISE

Kevin McCarthy is involved in the acquisition and sale of commercial real estate in Florida. He develops targeted solutions or structures a multiple strategies to handle the restructuring process for an asset or portfolio of properties. This includes integrated services such as strategic planning, financial analysis, valuation, receivership, asset stabilization, disposition, leasing, asset management, financial reporting, lease administration, construction management and physical assessment. Kevin's services are tailored to meet the unique needs of each asset.

Kevin specializes in tenant representation, lease structuring and negotiation and building valuation. He has significant commercial development experience relating to management and leasing of various industrial, medical, banking, retail and office facilities.

PROFESSIONAL ACCOMPLISHMENTS

- Site selection for Palm Beach Community Bank in expanding their business model despite a turbulent economy.
- Involved in the sale and liquidation of over \$34M of a non performing portfolio of asset backed notes. Kevin was instrumental in stabilizing the structure in order to bring the asset to market.

BUSINESS AND EDUCATIONAL BACKGROUND

Kevin has a background in private equity work outs on distressed assets. For over 10 years he has been involved in the stabilization and liquidation of underperforming assets in the market place. For 15 years he acted as a Registered Investment Advisor and Certified Financial Planner. This experience has allowed him to evaluate assets and their potential in the market.

Earlier in his career, Kevin served as President of Wholesale Funding Group, where he had an overall responsibility for raising private equity on the acquisition and servicing of distressed debt in the asset backed markets.

Kevin graduated from Rowan University with a Bachelor's degree in Accounting. He also served active duty in the United States Coast Guard.

COMMUNITY INVOLVEMENT

Kevin is involved in the Jupiter Tequesta Athletic Association in the north end of Palm Beach County. He has also served as Treasurer for the Sunrise Elementary PTO. His other contributions include membership in the VFW, the Palm Beach County Literacy Coalition and ICFP.

Kevin McCarthy

SENIOR VICE PRESIDENT
Colliers International



NOTABLE TRANSACTION LIST (2014 - PRESENT)

- Sale Date: November, 2017, Address: 950 Peninsula Corporate Center, Price: \$8,525,000
- Sale Date: October 2017, Address: 2400-2410 Metrocentre Boulevard, Price: \$15,750,000
- Sale Date: September 2017, Address: 11376 N Jog Road, Price: \$2,400,000
- Sale Date: August, 2017, Address: 2505 Metrocentre Boulevard, Price: \$2,875,000
- Sale Date: August, 2017, Address: SE 17th Street, Price: \$2,500,000
- Sale Date: August, 2017, Address: 702 S Market Avenue, Price: \$675,000
- Sale Date: April, 2017, Address: 13000 SE Flora Avenue, Price: \$2,400,000
- Sale Date: August, 2016, Address: 2041 Zip Code Place, Price: \$1,505,000
- Sale Date: May, 2015, Address: 2200 N Flagler Drive Assemblage, Price: \$15 million
- Sale Date: June, 2015, Address: 3755 Interstate Park Road, Price: \$2.68 million
- Sale Date: March, 2014, Address: 313 Clematis Street, Price: \$2,200,000



Bastian Lagerbauer

ASSOCIATE
Colliers International | South Florida



bastian.lagerbauer@colliers.com

QUALIFICATIONS

Florida Real Estate License

CONTACT DETAILS

DIR +1 561 721 1634
FAX +1 561 655 5950

Colliers International
South Florida, LLC
4500 PGA Boulevard
Suite 110
Palm Beach Gardens, FL 33418

www.colliers.com

AREA OF EXPERTISE

Bastian Lagerbauer is a dedicated Associate with a focus on investment sales throughout the South Florida market. He is a key member of the Colliers International South Florida team and is proficient in valuating assets of all property types. Implementing financial analysis through Argus Enterprise and Excel, Bastian's analytical knowledge, paired with his technological expertise, allows him to successfully value and transact both income-producing and distressed assets. Bastian also engages in selected tenant and landlord representation, consistently providing the highest level of service to his clients.

Bastian Lagerbauer officially joined Colliers after completing his year-long internship at the Palm Beach Gardens location. Bastian was mentored by Kevin McCarthy, Senior Vice President, and the entire Palm Beach Gardens team of senior brokers. He is a respected associate, a proven analyst and researcher with exceptional skills and knowledge of the industry.

PROFESSIONAL ACCOMPLISHMENTS

Bastian recently earned his Argus Enterprise certification, underlining his competence with investment sales. He has also worked extensively to create various market reports for South Florida. After researching and analyzing historic and current data for the retail, office and industrial sectors in each submarket, he created individual, detailed reports for all three sectors in Palm Beach, Broward and Miami-Dade counties.

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Bastian made the decision to pursue his Bachelor's Degree in South Florida after graduating from high school in Munich, Germany, his original home. Being the founders of the Colliers International office in Munich, Bastian's family has been connected to the commercial real estate industry for many years. He also successfully completed an internship at the Colliers office in Munich and has been eager to further his experience in the industry since.

Bastian earned his Bachelor's Degree in International Business from Northwood University of Florida in 2015. He also earned his Master of Science in International Real Estate from FIU in 2016. He is now looking to earn his CCIM designation.



Brooke Berkowitz

SENIOR ASSOCIATE | KEY ACCOUNT MANAGER



brooke.berkowitz@colliers.com

EDUCATION

BS, 2005, Marketing and Real Estate

REGISTRATIONS

Florida Real Sales Associate,
No. SL3209543

CONTACT DETAILS

Colliers International
South Florida, LLC
200 East Broward Boulevard
Suite 120
Fort Lauderdale, FL, 33301

www.colliers.com

AREA OF EXPERTISE

As Senior Associate in the Fort Lauderdale office of Colliers International South Florida, Brooke spearheads our newly expanded practice focused on public institutions. In this role, she works closely with the full Colliers team to custom-tailor a set of integrated services selected from the firm's range of business lines. This approach allows Colliers to streamline communications and for the strategic accounts to benefit from the most responsive, customized and nimble real estate solutions.

Brooke currently manages Colliers' City of Fort Lauderdale account, handling lease administration, negotiations and dispositions for the City's leased and owned assets. In recent years Brooke has participated in leasing space for their various departments such as Fort Lauderdale Police Department, Public Information Office and Environmental Sustainability.

BUSINESS AND RELEVANT EXPERIENCE

Prior to joining Colliers, Ms. Berkowitz served as an Acquisition & Relocation Agent for projects in Miami-Dade, Broward and St. Lucie Counties. The projects encompassed acquisition, relocation and property management of various parcels. Ms. Berkowitz managed the acquisition of commercial and residential properties for public purposes, and was responsible for direct advisory services and relocation assistance to displaced occupants. She also coordinated with owners, tenants, attorneys, contractors, appraisers, realtors, and local

government officials in negotiating to purchase right of way and relocate residents using various channels of communication.

Ms. Berkowitz has nearly 10 years of right-of-way experience, providing acquisition, relocation, and property management for South Florida. She completed FDOT's Right-of-Way Training Program in 2008 at FDOT District 4. After completing the program, she spent 4 years working for FDOT District 6 in right-of-way. From 2014-2015, Brooke was a member of the CBRE South Florida Occupier team. She was an integral part of the City of Fort Lauderdale's account management team which was responsible for the execution of the City of Fort Lauderdale's strategic plan. This includes the evaluation, disposition, repurposing and management of the City's 700+ leased and owned assets. Brooke also worked with the Public Institution Group representing Martin County and Riviera Beach Community Redevelopment Agency.

Before joining the Occupier team, Brooke was a member of CBRE's Florida Business Operations Team as a Transaction Coordinator handling the Palm Beach Market. Brooke began her career at CBRE in 2012 as the South Florida Listing Coordinator.

COMMUNITY INVOLVEMENT

Brooke holds a position on the Board of Young Professionals for Covenant House Fort Lauderdale. She is actively involved in the planning of various events in support the Covenant House mission to support homeless youth.



Charles Badell MAI

MANAGING DIRECTOR | VALUATION & ADVISORY SERVICES
Colliers International



charles.badell@colliers.com

EDUCATION AND QUALIFICATIONS

MBA, Florida International University, Chapman Graduate School of Business

BABA, University of Florida, Warrington College of Business Administration

STATE CERTIFICATION

Florida

CONTACT DETAILS

DIR +1 786 517 4855

MOB +1 813 221 2290

Colliers International
South Florida, LLC
801 Brickell Avenue
Suite 850
Miami, FL 33131

www.colliers.com

AREA OF EXPERTISE

Charles Badell serves as Managing Director of Valuation and Advisory Service, with more than 17 years of Real Estate Appraisal and Consulting experience in South Florida counties of Miami-Dade, Broward, Palm Beach and Monroe.

He has extensive experience in financial analysis and valuation of commercial real estate throughout South Florida, including appraisal of fee simple, leased fee, and leasehold interests in real estate. Property types appraised include office, industrial, multi-family, retail, service-stations, hotels, self-storage facilities, assisted-living facilities, residential subdivisions, agricultural land, commercial land and proposed construction.

EXPERIENCE

- 2015-present: Colliers International Valuation & Advisory Services | Managing Director
- 2014-2015: Integra Realty Resources | Associate Director
- 2011-2014: Integra Realty Resources | Senior Analyst
- 2008-2011: Miami Appraisal Service | VP Commercial Division
- 1999-2011: Miami Appraisal Service | Staff Appraiser

PROFESSIONAL MEMBERSHIPS AND ACCREDITATIONS

- Appraisal Institute Member (2011)
- Appraisal Institute Leadership Development Advisory Council (LDAC) 2012-2014
- Board of Directors, South Florida Chapter of Appraisal Institute (2016-current)

APPRAISAL INSTITUTE COURSES

- The Economic Engines of Miami-Dade County
- 7-Hour National USPAP Update
- General Demonstration Report-Capstone
- Advanced Income Capitalization
- Advanced Market Analysis and Highest and Best Use
- Advanced Concepts and Case Studies General Appraiser Report Writing and Case Studies

OTHER RELATED COURSES

- Appraisal of Self Storage Facilities
- Appraisal of Assisted Living Facilities
- Florida Appraisal Laws and Regulations
- Appraising and Analyzing Retail Shopping Centers for Mortgage Underwriting
- Appraising and Analyzing Office Buildings for Mortgage Underwriting



Kris Mitchell CPMC

MARKETING MANAGER | SOUTH FLORIDA
Colliers International



kris.mitchell@colliers.com

EDUCATION OR QUALIFICATIONS

Commercial Property
Marketing Certification
(CPMC)

CONTACT DETAILS

DIR +1 954 652 4601
MOB +1 954 857 8240
FAX +1 954 652 4637

Colliers International
South Florida, LLC
200 East Broward Boulevard
Suite 120
Fort Lauderdale, FL, 33301

www.colliers.com

AREA OF EXPERTISE

Kris has over seven years of experience in client service and marketing. As Marketing Manager, he responsible for leading marketing for the South Florida region and supporting brokers and clients in four key marketing areas that include pitches & presentations, property marketing, positioning, and internal & external communications. He is also the content manager for the firm's South Florida website. Kris is responsible for site updates, maintenance and improvements, as well as, online lead generations and search engine optimization.

Kris has been instrumental in the creation and implementation of new marketing templates for the South Florida team. He also works alongside market leaders in creating digital and print advertising, including property, lead generation, recruitment and website campaign ads.

PROFESSIONAL ACCOMPLISHMENTS

- Introduced a cloud-based electronic signatures platform to improve efficiency and in turn, extend that great experience to our clients
- Created and implemented new marketing templates
- Improved overall SEO performance for the firms website within three months of implementation including a 200% increase

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Kris was the Store Manager for FedEx Office in Hollywood FL, where he oversaw the center's daily operations. His main goal as a store manager was to grow and develop his team as future leaders of the company. He also worked at Bank of America as a Customer Relationship Manager where he was responsible for allocating modifications for homeowners who are behind on their mortgage. Kris is currently pursuing his Bachelor's Degree in Advertising/Marketing. He also earned his Commercial Property Marketing Certification (CPMC) through Colliers University.

COMMUNITY INVOLVEMENT

Kris is actively involved in his Church Community. He served as a team leader for the Youth at his Church planning activities and events to help encourage young teens to be involved in music arts.

Kris also works with the church by participating in their community events such as the "Feed the City" and "Serve the City," to give back to less fortunate families and organizations.



Carras Perez

SENIOR CLIENT SERVICES COORDINATOR
Colliers International



carras.perez@colliers.com

CONTACT DETAILS

DIR +1 561 693 4199
FAX +1 561 655 5950

Colliers International
South Florida, LLC
4500 PGA Boulevard
Suite 110
Palm Beach Gardens, FL 33418

www.colliers.com

AREA OF EXPERTISE

Carras Perez fully supports the Palm Beach Gardens team in all service lines of real estate for lease or sale throughout South Florida. She is involved with every listing, beginning with the preparation of proposals and custom marketing materials to closing documents, to show our clients the Colliers Difference.

Her responsibilities include the coordination and execution of the marketing campaign for new property listings. This entails the creation of quality marketing materials such as custom maps, property flyers, floor plans and offering memorandums using InDesign. She also tracks all marketing efforts and creates full client update reports to help ensure the client is fully informed.

Carras has been in the commercial real estate industry since 2008 specializing in office and retail properties. Her previous experience in property management allows her a unique understanding of commercial properties and the demands of the industry as well as the challenges based on their locations.

Carras ensures each broker and client receives the highest level of service and she is dedicated to executing the necessary steps to help set Colliers apart from the competition. Her belief is that the relationship with each and every broker and client is most valuable and their satisfaction is a priority. She has a commitment and a history of

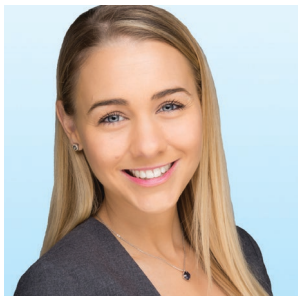
BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Carras operated as Office Manager and Marketing Assistant at KRES Commercial, a subdivision of The Keyes Company. Along with office administration, she supported multiple brokers with their day to day operations, marketing materials, listing agreements, and tracking listings utilizing MLS. She was also responsible for processing closed deals, accounts payable and receivable. Her previous business background also includes a position as Property Manager overseeing a portfolio of over 1.5 million SF of Class A & B office buildings and retail shopping centers throughout the state of Florida.

Carras is currently continuing her education to earn her Commercial Property Marketing Certification (CPMC) through Colliers University.

COMMUNITY INVOLVEMENT

Carras and her two teenage children volunteer and donate to the Big Dog Ranch Rescue animal shelter in Wellington, Florida. She also contributes and volunteers for the local non-profit, Big Hearts 4 Paws, animal rescue in addition to supporting the Humane Society of the United States.



Verity Mosquera MBA

RESEARCH & CONSULTING MANAGER
Colliers International



verity.mosquera@colliers.com

EDUCATION AND QUALIFICATIONS

MBA, International Business
St. Thomas University

LLB Law
Anglia Ruskin University

AFFILIATIONS OR MEMBERSHIPS

Urban Land Institute (ULI)

CONTACT DETAILS

MOB +1 954 249 3974
DIR +1 954 652 4611
FAX +1 954 652 4637

Colliers International
South Florida, LLC
200 East Broward Boulevard
Suite 120
Fort Lauderdale, FL, 33301

www.colliers.com

AREA OF EXPERTISE

Accomplished business analyst and project manager, Verity Mosquera, uses her experience in analytics, leadership and international business to monitor the global economy and its impact on the commercial real estate market.

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Verity worked for The Washington Economics Group, Inc., where she led a team of eight economists as Manager of Client Services to prepare detailed economic impact analyses of a number of high-profile transportation and real estate projects in South Florida including SkyRise Miami and All Aboard Florida. Other notable South Florida clients she has worked with include Tate Capital, Odebrecht, Miami-Dade Expressway Authority and the International Speedway Corporation.

Previously, Verity was a data analyst for Equity Insurance in Brentwood, UK, and served in the office of the Dean at St. Thomas University's School of Business in Miami Gardens, Florida.

Verity earned a Masters of Business Administration with a focus on International Business from St. Thomas University, and a Bachelor of Laws from Anglia Ruskin University's School of Law in London. Verity is currently earning her Commercial Property Research Certification (CPRC) through

PROFESSIONAL ACCOMPLISHMENTS

Verity played an instrumental role in the research, analysis and management of the following sample economic impact studies:

- Economic Impacts of the All Aboard Florida Intercity Passenger Rail Project
- The Economic Impacts of the MDX FY 2015-2019 Five Year Work Program: Providing Mobility Solutions to the Miami Dade County Community

COMMUNITY INVOLVEMENT

Verity has a passion for teaching and mentoring. While earning her MBA at St. Thomas University, Verity served as president of Future Business Leaders of America - Phi Beta Lambda and spoke numerous on business and women career issues. She is the recipient of the Outstanding Graduate Award and the Women in Leadership Award in recognition to her commitment to St. Thomas University.

Most recently, Verity served as an adjunct professor for Miami Dade College School of Business teaching Principles of Management to undergraduate students pursuing their Bachelor's degree in Business Administration.



Leah Dellis

MARKETING COMMUNICATIONS SPECIALIST
Colliers International South Florida



leah.dellis@colliers.com

EDUCATION

B.S., Management & Communications
Rensselaer Polytechnic Institute

CONTACT DETAILS

DIR +1 786 517 4994
FAX +1 786 735 3178

Colliers International
801 Brickell Avenue
Suite 850
Miami, FL 33131

www.colliers.com

AREA OF EXPERTISE

Based out of the Miami office of Colliers International, Leah Dellis is a Marketing Communications Specialist focused on development and implementation of strategic marketing and public relations opportunities with the South Florida brokerage teams.

With a diverse background rooted in commercial real estate, Leah has experience spanning transaction and portfolio management, consulting, marketing, public relations and CRE technology.

BUSINESS AND EDUCATIONAL BACKGROUND

Most recently as a Senior Account Manager at New York-based Hightower Inc., Leah managed the SaaS account relationship for a premier roster of CRE owners and their leadership teams. As the client-facing key representative on these accounts, she customized playbooks to create success targets and facilitate the end-to-end deployment of the platform, including data migration, user-reporting and structured feedback in conjunction with product support.

Prior to Hightower, Leah served in multiple roles within the New York office of Colliers International, first as a Director of the Tri-State Consulting Group and later, as Account Operations Manager with the Corporate Solutions team. While there, she was responsible for the ongoing support and management of multi-market transaction

Solutions clients, liaising between the CS service lines and local market experts to drive informed portfolio analysis and planning.

Leah's career began in leasing and development, where she spearheaded the marketing program for a 1.7 million SF Class A office park in Albany, N.Y. There, she also project managed and bid out select capital improvement projects in the park.

Leah studied International Business at SDA Bocconi in Milan, Italy, and received a Bachelor of Science in Management with minor in Communications from Rensselaer Polytechnic Institute (RPI) in Troy, N.Y.

COMMUNITY INVOLVEMENT

Leah is an active volunteer with Climb for Memory, a nonprofit organization that supports research and awareness for Alzheimer's disease.

A transplant from New York City and fitness enthusiast, she also regularly participated in charity fundraising events for Team Dangerous, a community-focused fitness organization that gives back to health causes, such as the National Childhood Obesity Foundation and other similar localized causes.

5.5

COST DETAIL



COST DETAIL AND PROPOSED TERMS

The terms of the proposed engagement agreement and fee schedules are provided below.

FEE PROPOSAL - BROKERAGE SERVICES

Sale Transaction:

- Four percent (4%) of the purchase price payable to Colliers upon closing.

Lease Transaction (if applicable):

- Four percent (4%) of the total value of the lease, with payment terms of 50% due upon lease execution and 50% due upon occupancy of the tenant.

Advisory and Valuation Services:

- For valuation services where a commission is not earned, the proposed fee shall be \$150.00 per hour.



TOWN OF PALM BEACH
RFP No. 2018-07
COMMERCIAL REAL ESTATE BROKERAGE SERVICES
PROPOSAL PAGE

| | |
|----------------------|-----|
| Sales Commission Fee | 4 % |
|----------------------|-----|

Comments:

If applicable for the following services, a lease commission of four percent (4%) shall be due, to be payable at 50% upon lease execution and 50% of the fee due at occupancy of tenant.

For Advisory and Valuation Services where a commission is not earned, the fee will be \$150.00 per hour.

| PROPOSER INFORMATION AND CERTIFICATION | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|--------------|
| The undersigned Proposer certifies that this proposal is submitted in accordance with the RFP in its entirety and with full understanding of the conditions governing this RFP. | | |
| | | |
| COMPANY NAME: | Colliers International South Florida, LLC | |
| STREET ADDRESS: | 4500 PGA Boulevard, Suite 110 | |
| CITY, STATE, ZIP CODE: | Palm Beach Gardens, FL 33418 | |
| *AUTHORIZED SIGNATURE: | | |
| TYPED NAME & TITLE | Kenneth Krasnow, Executive Managing Director | |
| TELEPHONE NO: | FAX NO: | FEDERAL ID#: |
| 561-804-9678 | 561-655-5950 | 41-2227433 |

****Failure to affix signature may result in disqualification of proposal.***



TOWN OF PALM BEACH
RFP No. 2018-07
COMMERCIAL REAL ESTATE BROKERAGE SERVICES

PROPOSERS QUALIFICATIONS

The Proposer, as a result of this proposal, must hold a County and/or Municipal Tax Receipt (Occupational License) in the area of their fixed business location. Each proposer must complete the following information and submit with their proposal in order to be considered:

1. Legal Name and Address:

Name: Colliers International South Florida, LLC

Address: 4500 PGA Boulevard, Suite 110

City, State, Zip: Palm Beach Gardens, FL 33418

Phone/Fax: 561-804-9678/561-655-5950

2. Check One: Corporation (X) Partnership () Individual ()

3. If Corporation, state: Date of Incorporation: 12/10/2012 State in which Incorporated: DE

4. If an out-of-state Corporation, currently authorized to do business in Florida, give date of such authorization: 12/10/2012

5. Name and Title of Principal Officers

Date Elected:

Dylan Taylor, President

12/10/12

Daniel Spiegel, Manager

12/10/12

Joseph Harbert, Manager

12/10/14

Kenneth Krasnow, Vice President

8/25/15

6. The Vendor's length of time in business: Five years

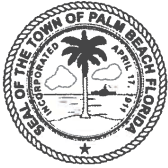
7. The Vendor's length of time (continuous) in business as a service organization in Florida: Five years

8. All proposers must disclose with their proposal the name of any officer, director or agent who is also an employee of the Town. Further, all proposers must disclose the name of any Town employee who owns, directly or indirectly, an interest in the bidder's firm or any of its branches.

Name _____ Percentage of Interest: _____

9. A copy of County and/or Municipal Tax Receipt (Occupational License) in the area of their fixed business location.

Note: Information requested herein and submitted by the proposers will be analyzed by the Town of Palm Beach and will be a factor considered in awarding any resulting contract. The purpose is to insure that the Proposers, in the sole opinion of the Town of Palm Beach, can sufficiently and efficiently perform all the required services in a timely and satisfactory manner as will be required by the subject contract. If there are any terms and/or conditions that are in conflict, the most stringent requirement shall apply.



TOWN OF PALM BEACH
LIST OF CURRENT & PERTINENT PROFESSIONAL REFERENCES
RFP No. 2018-07
COMMERCIAL REAL ESTATE BROKERAGE SERVICES

The following is a list of at least five (5) current (within the last three years) and pertinent professional references that the Town can contact in relation to Proposer's qualifications, financial stability, and experience. Failure to furnish this information may be grounds for rejection of the proposal.

| | | |
|------------------------------------------------------------------------------------|-----------------------|---------------------------------------------------------------------------------|
| 1. Name and Address of Firm, City, County, or Agency | Scope of Work: | Lease administration, negotiations disposition, advisory and valuation services |
| City of Fort Lauderdale | Date(s): | August 2017 - Present |
| 100 N Andrews Avenue | Amount: | |
| Fort Lauderdale, FL 33301 | Contact: | Ryan Henderson/Asst. to City Manager |
| | Telephone No: | 954-828-5213 |
| For Town Use Only: Comments: Reference Verified: Yes No | | |

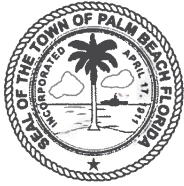
| | | |
|------------------------------------------------------------------------------------|-----------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 2. Name and Address of Firm, City, County, or Agency | Scope of Work: | Primary real estate data provider and Colliers provides quarterly real estate trends updates to the Board on a quarterly basis. |
| Fort Lauderdale Downtown Development Authority | Date(s): | December 2016 - Present |
| 110 East Broward Boulevard, Suite 1610 | Amount: | N/A |
| Fort Lauderdale, FL 33301 | Contact: | Jenni Morejon, Executive Director |
| | Telephone No: | 954-463-6574 |
| For Town Use Only: Comments: Reference Verified: Yes No | | |

| | | |
|------------------------------------------------------------------------------------|-----------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 3. Name and Address of Firm, City, County, or Agency | Scope of Work: | Consulting and Disposition of surplus properties in JTA portfolio, including vacant land, office buildings and parking garages. |
| Jacksonville Transportation Authority (JTA) | Date(s): | 2016 - Present |
| 121 W Forsyth Street, Suite 300 | Amount: | N/A |
| Jacksonville, FL 32202 | Contact: | Michael Corbitt, Real Estate Project Officer |
| | Telephone No: | 904-632-5257 |
| For Town Use Only: Comments: Reference Verified: Yes No | | |

| | | |
|------------------------------------------------------------------------------------|-----------------------|-------------------------------------------------------------------------------------|
| 4. Name and Address of Firm, City, County, or Agency | Scope of Work: | Disposition of income-producing assets throughout South Florida, valuation services |
| LNR Partners, Inc. | Date(s): | July 2017 - Present |
| 1601 Washington Avenue, Suite 700 | Amount: | \$8,951,250 |
| Miami, FL 33487 | Contact: | John Mitchell |
| | Telephone No: | 305-695-5253 |
| For Town Use Only: Comments: Reference Verified: Yes No | | |

| | | |
|------------------------------------------------------------------------------------|-----------------------|----------------------------------------------------------------------------------------------------------------------------------------|
| 5. Name and Address of Firm, City, County, or Agency | Scope of Work: | Preferred real estate advisor providing valuation and advisory services for acquisitions and dispositions for this national developer. |
| Tambone Companies, LLC | Date(s): | July 2016 - Present |
| 4440 PGA Boulevard, Suite 600 | Amount: | \$15,000,000+ |
| Palm Beach Gardens, FL 33410 | Contact: | Richard Tambone |
| | Telephone No: | 781-799-7442 |
| For Town Use Only: Comments: Reference Verified: Yes No | | |

Company Name: Colliers International



**TOWN OF PALM BEACH
RFP No. 2018-07
COMMERCIAL REAL ESTATE BROKERAGE SERVICES**

DRUG-FREE WORK PLACE CERTIFICATION

Whenever two (2) or more bids/proposals, which are equal with respect to price, quality, and service, are received by the Town of Palm Beach for the procurement of commodities or contractual services, a bid/proposal received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of controlled substances is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in number (1).
4. In the statement specified in number (1), notify the employees that as a condition for working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction on or plea of guilty or nolo contendere to any violation of Chapter 893, Florida Statutes or of any controlled substance law of the United States or any singular state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of Section 287.087, Florida Statutes.

This Certification is submitted by Kenneth Krasnow ***the***
(Individual's Name)

Executive Managing Director **of** Colliers International South Florida
(Title/Position with Company/Vendor) **(Name of Company/Vendor)**

Who does hereby certify that said Company/Vendor has implemented a drug-free workplace program, which meets the requirements of Section 287.087, Florida Statutes which are identified in numbers (1) through (6) above.

Date

Signature

Name of Contact Person: Kenneth Krasnow

Address: 4500 PGA Boulevard, Suite 110, Palm Beach Gardens, FL 33418

Phone Number: 561-804-9678 Fax Number: 561-655-5950

E Mail address: ken.krasnow@colliers.com

- ***Bidders shall return a complete set of all proposal package forms proposals. Failure to submit the required documents may result in your bid being considered non-responsive.***
- ***All blanks on the forms must be completed.***
- ***Modifications to the forms (Unit of Measure, Descriptions, etc.) shall not be allowed.***
- ***Supplemental information may be attached.***

Addendum No. N/A Dated: - Addendum No. N/A Dated: -

Addendum No. N/A Dated: - Addendum No. N/A Dated: -

Addendum No. N/A Dated: - Addendum No. N/A Dated: -

Remainder of Page Left Blank Intentionally

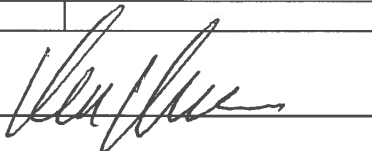


**TOWN OF PALM BEACH
LIST OF PROPOSED SUBCONTRACTORS
RFP No. 2018-07
COMMERCIAL REAL ESTATE BROKERAGE SERVICES**

The undersigned Proposer hereby designates, as follows, all major subcontractors whom he/she proposes to utilize for the major areas of work for the project. The bidder is further notified that all subcontractors shall be properly licensed, bondable and shall be required to furnish the Town with a Certificate of Insurance in accordance with the contract general conditions. Failure to furnish this information shall be grounds for rejection of the bidder's proposal. (If no subcontractors are proposed, state "None" on first line below.)

| Name and Address of Subcontractor | Scope of Work | License # |
|-----------------------------------|---------------|-----------|
| 1. N/A | | |
| | | |
| | | |
| | | |
| | | |
| 2. N/A | | |
| | | |
| | | |
| | | |
| | | |
| 3. N/A | | |
| | | |
| | | |
| | | |
| | | |
| 4. N/A | | |
| | | |
| | | |
| | | |
| | | |
| 5. N/A | | |
| | | |
| | | |
| | | |
| | | |

Signature and Date



Title/Company Executive Managing Director/Colliers International

12 FINANCIAL INFORMATION



dun & bradstreet

Colliers International Usa, Llc DUNS: 07-879-6564

Business Information Report

| Company Information | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <p>601 Union St Ste 3320 Seattle, WA 98101</p> <p>This is a headquarters subsidiary location. This business has multiple branches, detailed branch/division information is available in Dun & Bradstreet's linkage or family tree products.</p> <p>Telephone: (206) 695-4200</p> <p>Chief Executive: DIRECTOR(S): THE OFFICER(S)</p> <p>Stock Symbol: NA</p> <p>Year Started: 2011</p> <p>Employees: 50</p> <p>Corporate Family:</p> <p>This business is a headquarters subsidiary of the corporate family.</p> | |
| <p>Financial Statement</p> <p>Sales: NA</p> <p>Net Worth: NA</p> <p>History: NA</p> <p>Financial Condition: NA</p> <p>Financing: SECURED</p> <p>SIC: 6631</p> <p>Line of Business: Real estate agent/manager</p> | |

Scores

| PAYDEX ® | |
|-----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>78 ▲</p> <p>3 days beyond terms</p> | <p>Based on up to 24 months of trade. D&B PAYDEX® Key</p> <ul style="list-style-type: none"> High risk of late payment (average 30 to 120 days beyond terms) Medium risk of late payment (average 30 days or less beyond terms) Low risk of late payment (average prompt to 30+ days sooner) |

| Credit Limit Recommendation | |
|-----------------------------|-------------------------------------------|
| Risk Category | Conservative Credit Limit \$20k |

*Please also see Appendix IV for Hoover Report

Low

Aggressive Credit Limit
\$30k



D&B Rating ®

Rating
1R3

Number of employees: **1R** indicates 10 or more employees
Composite Credit Appraisal: **3** is fair

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 10/10/2016

| D&B Rating | Date Applied |
|------------|--------------|
| 1R3 | 2016-10-10 |

The Summary Analysis section reflects information in D&B's file as of September 21, 2017

D&B Viability Rating

4

Viability Score



Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 4 have a probability of becoming no longer viable: **5%**
- Percentage of businesses ranked 4: **14%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

5

Portfolio Comparison



Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Moderate Risk**
- Businesses ranked 5 within this model segment have a probability of becoming no longer viable: **5%**
- Percentage of businesses ranked 5 within this model segment: **11%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B**Data Depth Indicator****Data Depth Indicator:**

Rich Firmographics
 Extensive Commercial Trading Activity
 Basic Financial Attributes

Z**Company Profile**

| Financial Data | Trade Payments | Company Size | Years in Business |
|----------------|----------------|-------------------|-------------------|
| - | - | SUBSIDIARY | - |

Compared to ALL US Businesses within the D&B Database:

- Financial Data: -
- Trade Payments: -
- Company Size: **SUBSIDIARY**
- Years in Business: -

History & Operations**History**

The following information was reported: **01/21/2017**

Officer(s):
 CRAIG ROBINSON, PRES

DIRECTOR(S):
 THE OFFICER(S)

The Delaware Secretary of State business registrations file showed that Colliers International USA, LLC was registered as a Limited Liability Company on September 8, 2011, under file registration number 5035108. Business started 2011. 100% of capital stock is owned by parent company.

RECENT EVENTS:

On July 6, 2016, sources stated that Colliers International USA, LLC, Seattle, WA, has acquired Sutton & Edwards Management, LLC, Mineola, NY, on June 14, 2016. With the acquisition, Sutton & Edwards Management, LLC now operates as a subsidiary of Colliers International USA, LLC. As part of the acquisition, Sutton & Edwards Management, LLC changed its name to Colliers International LI Management, LLC. Employees and the management were retained. Terms of the deal were undisclosed. Further details are unavailable.

On June 28, 2016, Nicole Connors, HR Manager stated that Colliers International Group, Inc., Vancouver, Canada through its indirect subsidiary, Colliers International USA, LLC, Seattle, WA, has completed the acquisition of Gorton & Partners, LLC, New York, NY, on May 24, 2016. With the acquisition, Gorton & Partners, LLC has ceased to operate as a legal entity and its location will operate as a branch of Colliers International USA, LLC, Seattle, WA. Employees and management were retained. Terms of transactions were not disclosed.

On January 11, 2016, sources stated that Colliers International USA LLC, Seattle, WA, has completed the acquisition of the brokerage operations of NAI Norris, Beggs & Simpson (NBS), Portland, OR, on December 22, 2015. With the acquisition, NAI Norris, Beggs & Simpson will no longer be a legal operating entity and all operations were integrated into Colliers International USA LLC. The entire team of commercial real estate professionals from NBS will join Colliers. Norris, Beggs & Simpson's other business lines, including real estate finance and its Morrison Street Capital operations, are not part of the deal. Financial terms were not disclosed.

On December 2, 2015, sources stated that Colliers International USA, LLC, Seattle, WA, has completed the acquisition of Colliers International Atlanta Inc, Atlanta, GA, on November 3, 2015. With the acquisition, Colliers International Atlanta Inc has ceased to operate as a legal entity and it will now operate as a branch of Colliers International USA, LLC. Terms of the transaction were not disclosed.

On August 28, 2015, Bob Hemming, Chief Accounting Officer of Colliers International USA, LLC, stated that Colliers International USA, LLC, Seattle, WA, has completed the acquisition of Pointe Group Advisors, LLC, Miami, FL, on August 5, 2015. With the acquisition, Pointe Group Advisors, LLC has ceased to exist as a separate legal entity and all locations will now operate as branches of Pointe Group Advisors, LLC. Employees and management were retained. Terms of the transaction were not disclosed.

On June 10, 2015, an inside sources stated that Colliers International USA, LLC, Seattle, WA, has acquired ANA Properties, L.L.C., Carrollton, TX, on March 2014. With the acquisition, ANA Properties, L.L.C. will now longer be a legal operating entity, and will now operate as a branch of Colliers International USA, LLC. Terms of the deal were not disclosed. Further details are unavailable.

On May 22, 2015, sources stated that Colliers International USA, LLC, Seattle, WA, has completed the acquisition of Case Commercial Real Estate LP, Dallas, TX, on May 4, 2015. With the acquisition, Case Commercial Real Estate LP will cease to exist as a legal entity and will now operate as a branch of Colliers International USA, LLC. Terms of the deal were not disclosed. Further details are unavailable.

CRAIG ROBINSON. Antecedents are unknown.

Business address has changed from 601 Union St Ste 4800, Seattle, WA, 98101 to 601 Union St Ste 3320, Seattle, WA, 98101.

Operations

01/21/2017

Description:

Subsidiary of Colliers International Group, Inc., Ontario, started 1980 which operates as a real estate brokers and agents and a real estate manager.

Foreign Parent is Colliers International Group, Inc., Ontario, CA. As noted, this company is a subsidiary of Colliers International Group, Inc., Duns number 202596169, and reference is made to that report for background information on the parent and it's management.

Operates as a real estate agent and manager, specialized as a commercial real estate agent (100%).

Terms are undetermined. Sells to commercial concerns.

Employees: 50 which includes officer(s). Undetermined employed here.

Facilities: Occupies premises in a building.

Branches: This business has multiple branches, detailed branch/division information is available in Dun & Bradstreet's linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

6531 0104 Real estate agent, commercial

NAICS:

531210 Offices of Real Estate Agents and Brokers

Payments

PAYDEX®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 61 payment experiences as reported to D&B by trade references.

3 Month PAYDEX®

79 ▲

When weighted by dollar amount, payments to suppliers average 2 days beyond terms.

Based on payments collected over the last 3 months

24 Month PAYDEX®

78 ▲

When weighted by dollar amount, payments to suppliers average 3 days beyond terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then approximately 85 of the company's payments are within terms.

-  High risk of late payment (average 30 to 120 days beyond terms)
-  Medium risk of late payment (average 30 days or less beyond terms)
-  Low risk of late payment (average prompt to 30+ days sooner)

Payments Summary

Total (Last 24 Months): 61

| | Total Received | Total Dollar Amount | Largest High Credit Payment summary | Within Terms | 31 | Days Slow | | |
|-------------------------------------------------------------------------------------------------------------------------------|-------------------|------------------------|----------------------------------------|-----------------|-----|-----------|-------|----|
| | | | | | | 30-80 | 81-90 | 90 |
| Top Industries | | | | | | | | |
| Telephone communictns | 11 | \$14,350.00 | \$10,000.00 | 97% | 0 | 3 | 0 | 0 |
| Electric services | 6 | \$2,500.00 | \$1,000.00 | 44% | 55 | 1 | 0 | 0 |
| Misc business credit | 5 | \$2,000.00 | \$1,000.00 | 62% | 13 | 25 | 0 | 0 |
| Industrial launderer | 3 | \$1,500.00 | \$1,000.00 | 92% | 8 | 0 | 0 | 0 |
| Coating/engrave svcs | 2 | \$1,100.00 | \$1,000.00 | 91% | 0 | 9 | 0 | 0 |
| Public finance | 2 | \$750.00 | \$500.00 | 100% | 0 | 0 | 0 | 0 |
| Computer system desgn | 1 | \$40,000.00 | \$40,000.00 | 100% | 0 | 0 | 0 | 0 |
| Travel agency | 1 | \$30,000.00 | \$30,000.00 | 100% | 0 | 0 | 0 | 0 |
| Business consulting | 1 | \$30,000.00 | \$30,000.00 | 100% | 0 | 0 | 0 | 0 |
| Mechanical contractor | 1 | \$20,000.00 | \$20,000.00 | 100% | 0 | 0 | 0 | 0 |
| Detective/guard svcs | 1 | \$15,000.00 | \$15,000.00 | 100% | 0 | 0 | 0 | 0 |
| Mfg environment cntrl | 1 | \$15,000.00 | \$15,000.00 | 100% | 0 | 0 | 0 | 0 |
| Erects building equip | 1 | \$15,000.00 | \$15,000.00 | 100% | 0 | 0 | 0 | 0 |
| Whol const/mine equip | 1 | \$10,000.00 | \$10,000.00 | 100% | 0 | 0 | 0 | 0 |
| Lawn/garden services | 1 | \$5,000.00 | \$5,000.00 | 50% | 0 | 0 | 0 | 50 |
| Mfg computers | 1 | \$2,500.00 | \$2,500.00 | 100% | 0 | 0 | 0 | 0 |
| Whol computers/softwr | 1 | \$2,500.00 | \$2,500.00 | 100% | 0 | 0 | 0 | 0 |
| Nonclassified | 1 | \$2,500.00 | \$2,500.00 | 100% | 0 | 0 | 0 | 0 |
| Whol service paper | 1 | \$750.00 | \$750.00 | 100% | 0 | 0 | 0 | 0 |
| Misc business service | 1 | \$750.00 | \$750.00 | 0% | 100 | 0 | 0 | 0 |
| Short-trm busn credit | 1 | \$750.00 | \$750.00 | 50% | 50 | 0 | 0 | 0 |
| Natnl commercial bank | 1 | \$500.00 | \$500.00 | 100% | 0 | 0 | 0 | 0 |
| Whol electrical equip | 1 | \$500.00 | \$500.00 | 100% | 0 | 0 | 0 | 0 |
| Whol lumber/millwork | 1 | \$250.00 | \$250.00 | 100% | 0 | 0 | 0 | 0 |
| Employment agency | 1 | \$250.00 | \$250.00 | 100% | 0 | 0 | 0 | 0 |
| Whol service equip | 1 | \$250.00 | \$250.00 | 100% | 0 | 0 | 0 | 0 |
| Whol office equipment | 1 | \$50.00 | \$50.00 | 100% | 0 | 0 | 0 | 0 |
| Other Categories | | | | | | | | |
| Cash experiences | 11 | \$2,150 | \$1,000 | -- | -- | -- | -- | -- |
| Unknown | 0 | \$0 | \$0 | -- | -- | -- | -- | -- |
| Unfavorable comments | 0 | \$0 | \$0 | -- | -- | -- | -- | -- |
| Placed for collections with D&B: | 0 | \$0 | \$0 | -- | -- | -- | -- | -- |
| Other | 0 | N/A | \$0 | -- | -- | -- | -- | -- |
| Total in D&B's file | 61 | \$215,900 | \$40,000 | -- | -- | -- | -- | -- |
| The highest Now Owes on file is \$40,000 | | | | | | | | |
| The highest Past Due on file is \$5,000 | | | | | | | | |
| There are 61 payment experience(s) in D&Bs file for the most recent 24 months, with 41 experience(s) reported during the last | | | | | | | | |

three month period.

Payments Details

Total (Last 24 Months): 61

| Date | Paying Record | High Credit | Now Owes | Past Due | Selling Terms | Last sale w/f (Mo.) |
|---------|---------------|-------------|----------|----------|-----------------|----------------------|
| 08/2017 | Ppt | -- | \$250 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | -- | \$0 | \$0 | -- | 6-12 mos |
| 08/2017 | Ppt | \$15,000 | \$0 | \$0 | -- | 6-12 mos |
| 08/2017 | Ppt | \$15,000 | \$15,000 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | \$15,000 | \$15,000 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | \$10,000 | \$0 | \$0 | -- | 4-5 mos |
| 08/2017 | Ppt | \$10,000 | \$0 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | \$2,500 | \$0 | \$0 | -- | 4-5 mos |
| 08/2017 | Ppt | \$2,500 | \$100 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$1,000 | \$0 | \$0 | -- | 6-12 mos |
| 08/2017 | Ppt | \$1,000 | \$0 | \$0 | -- | 6-12 mos |
| 08/2017 | Ppt | \$750 | \$0 | \$0 | -- | 2-3 mos |
| 08/2017 | Ppt | \$500 | \$500 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$500 | \$100 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | \$500 | \$100 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$500 | \$500 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$500 | \$0 | \$0 | -- | 2-3 mos |
| 08/2017 | Ppt | \$250 | \$250 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$250 | \$250 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | \$250 | \$50 | \$0 | -- | 1 mo |
| 08/2017 | Ppt | \$250 | \$250 | \$0 | Lease Agreeemnt | 1 mo |
| 08/2017 | Ppt | \$250 | \$250 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$100 | \$100 | \$0 | N30 | 1 mo |
| 08/2017 | Ppt | \$50 | \$0 | \$0 | -- | 6-12 mos |
| 08/2017 | Ppt-Slow | \$1,000 | \$1,000 | -- | -- | 1 mo |
| 08/2017 | Ppt-Slow | \$1,000 | \$1,000 | -- | -- | 1 mo |
| 08/2017 | Ppt-Slow | \$100 | \$50 | -- | -- | 1 mo |
| 08/2017 | Ppt-Slow | \$100 | \$50 | -- | -- | 1 mo |
| 08/2017 | Ppt-Slow 30 | \$750 | \$750 | \$100 | -- | 1 mo |
| 08/2017 | Ppt-Slow 30 | \$500 | \$250 | \$0 | Lease Agreeemnt | 1 mo |
| 08/2017 | Ppt-Slow 30 | \$250 | \$0 | \$0 | -- | 4-5 mos |
| 08/2017 | Slow | \$250 | \$50 | -- | -- | 1 mo |
| 08/2017 | Slow 30 | \$750 | \$0 | \$0 | -- | 6-12 mos |
| 08/2017 | Slow 60 | \$100 | \$0 | \$0 | -- | 2-3 mos |
| 08/2017 | (035) | \$1,000 | \$1,000 | -- | -- | 6-12 mos |

| Date | Paying Record | High Credit | Now Owes | Past Due | Selling Terms | Last sale w/f (Mo.) |
|---------|---------------|-------------|----------|----------|---------------|----------------------|
| 08/2017 | (036) | \$250 | \$250 | -- | -- | 4-5 mos |
| 08/2017 | (037) | \$250 | \$250 | -- | -- | 4-5 mos |
| 08/2017 | (038) | \$100 | -- | -- | Cash account | 1 mo |
| 08/2017 | (039) | -- | \$0 | \$0 | Cash account | 1 mo |
| 07/2017 | (040) | \$250 | -- | -- | Cash account | 1 mo |
| 07/2017 | (041) | \$50 | -- | -- | Cash account | 1 mo |
| 03/2017 | Ppt | \$250 | \$0 | \$0 | -- | 6-12 mos |
| 03/2017 | Ppt-Slow 180 | \$5,000 | \$5,000 | \$5,000 | -- | 4-5 mos |
| 03/2017 | (044) | \$50 | -- | -- | Cash account | 1 mo |
| 02/2017 | Ppt | \$30,000 | \$0 | \$0 | N30 | 6-12 mos |
| 01/2017 | Ppt | \$250 | \$0 | \$0 | -- | 2-3 mos |
| 01/2017 | Ppt | -- | \$0 | \$0 | -- | 6-12 mos |
| 01/2017 | Ppt-Slow 60 | \$1,000 | \$500 | \$0 | -- | 1 mo |
| 11/2016 | Ppt | \$20,000 | \$5,000 | \$0 | N30 | 1 mo |
| 10/2016 | Ppt | \$2,500 | \$0 | \$0 | -- | 6-12 mos |
| 10/2016 | (051) | \$50 | -- | -- | Cash account | 1 mo |
| 09/2016 | Ppt | \$250 | \$0 | \$0 | -- | 6-12 mos |
| 09/2016 | Slow 30-60 | \$50 | \$0 | \$0 | N30 | 6-12 mos |
| 06/2016 | Ppt | \$40,000 | \$40,000 | \$0 | N30 | 1 mo |
| 06/2016 | Ppt | \$500 | -- | -- | -- | 1 mo |
| 03/2016 | (056) | \$50 | -- | -- | Cash account | 1 mo |
| 01/2016 | Ppt | \$30,000 | \$0 | \$0 | -- | 6-12 mos |
| 12/2015 | Ppt | \$1,000 | \$750 | \$0 | -- | 1 mo |
| 09/2015 | Ppt | \$250 | -- | -- | -- | 1 mo |
| 09/2015 | Ppt-Slow 60 | \$1,000 | \$0 | \$0 | -- | 1 mo |
| 09/2015 | (061) | \$100 | -- | -- | Cash account | 1 mo |

Payments Detail Key: ■ 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Banking and Finance

Statement Update

Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

- [This Company](#)

Key Financial Comparisons

| | (\$) | (\$) | (\$) |
|--------------------------------------------------------|------|------|------|
| This Company's Operating Results Year Over Year | | | |
| Net Sales | NA | NA | NA |
| Gross Profit | NA | NA | NA |
| Net Profit | NA | NA | NA |
| Dividends / Withdrawals | NA | NA | NA |
| Working Capital | NA | NA | NA |
| This Company's Assets Year Over Year | | | |
| Cash | NA | NA | NA |
| Accounts Receivable | NA | NA | NA |
| Notes Receivable | NA | NA | NA |
| Inventories | NA | NA | NA |
| Other Current | NA | NA | NA |
| Total Current | NA | NA | NA |
| Fixed Assets | NA | NA | NA |
| Other Non Current | NA | NA | NA |
| Total Assets | NA | NA | NA |
| This Company's Liabilities Year Over Year | | | |
| Accounts Payable | NA | NA | NA |
| Bank Loan | NA | NA | NA |
| Notes Payable | NA | NA | NA |
| Other Current Liabilities | NA | NA | NA |
| Total Current Liabilities | NA | NA | NA |
| Other Long Term and Short Term Liabilities | NA | NA | NA |
| Deferred Credit | NA | NA | NA |
| Net Worth | NA | NA | NA |
| Total Liabilities and Net Worth | NA | NA | NA |



We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.

Key Business Ratios

| | This Company | Industry Median | Industry Quartile |
|----------------------------------|--------------|-----------------|-------------------|
| Solvency | | | |
| Quick Ratio | NA | NA | NA |
| Current Ratio | NA | NA | NA |
| Current Liabilities to Net Worth | NA | NA | NA |
| Current Liabilities to Inventory | NA | NA | NA |
| Total Current | NA | NA | NA |
| Fixed Assets to Net Worth | NA | NA | NA |
| Efficiency | | | |
| Collection Period | NA | NA | NA |
| Inventory Turn Over | NA | NA | NA |
| Sales to NWC | NA | NA | NA |
| Acct Pay to Sales | NA | NA | NA |
| Profitability | | | |
| Return on Sales | NA | NA | NA |
| Return on Assets | NA | NA | NA |
| Return on NetWorth | NA | NA | NA |

Public Filings

Summary

The following data includes both open and closed filings found in D&B's database on this company.

| Record Type | # of Records | Most Recent Filing Date |
|------------------------|--------------|-------------------------|
| Bankruptcy Proceedings | 0 | - |
| Judgments | 0 | - |
| Liens | 0 | - |
| Suits | 0 | - |
| UCCs | 4 | 06/02/15 |

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Judgments

We currently don't have enough data to display this section

Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

Collateral: All Assets
Type: Original
Sec.Party: COLLIERS INTERNATIONAL GROUP INC., TORONTO
Debtor: COLLIERS INTERNATIONAL HOLDINGS (USA), INC.
Filing No.: 2015 2312923
Filed With: SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed: 06/01/15
Latest Info Received: 07/13/15

Type: Assignment
Sec.Party: COLLIERS INTERNATIONAL GROUP INC.
Assignee: THE TORONTO-DOMINION BANK, AS COLLATERAL AGENT,
CANADA
Debtor: COLLIERS INTERNATIONAL HOLDINGS (USA), INC.
Filing No.: 2015 2345113
Filed With: SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed: 06/02/15
Latest Info Received: 06/12/15
Original Filing No.: 2015 2312923
Original UCC Filed Date: 06/01/15

Collateral: All Assets
Type: Original
Sec.Party: THE TORONTO-DOMINION BANK, AS COLLATERAL AGENT,
TORONTO
Debtor: COLLIERS INTERNATIONAL USA, LLC
Filing No.: 2015 2145745
Filed With: SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed: 05/19/15
Latest Info Received: 06/23/15

Collateral: All Assets
Type: Original
Sec.Party: THE TORONTO-DOMINION BANK, AS COLLATERAL AGENT,
TORONTO
Debtor: COLLIERS INTERNATIONAL HOLDINGS (USA), INC.
Filing No.: 2015 2145083
Filed With: SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed: 05/19/15
Latest Info Received: 06/23/15

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Government Activity

Summary

Borrower (Dir/Guar): NO
Administrative Debt: NO
Contractor: NO
Grantee: NO
Party excluded from federal program(s): NO
 Possible Candidate:
Labor Surplus Area: N/A
Small Business: N/A
8(A) Firm: N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Special Events

10/10/2016

This business operates as previously reported.

Corporate Linkage

Parent

| Company Name | DUNS # | City, State |
|----------------------------------|-------------|------------------|
| COLLIERS INTERNATIONAL GROUP INC | 20-259-6169 | TORONTO, ONTARIO |

Headquarters (US)

| Company Name | DUNS # | City, State |
|--------------------------------------------------|-------------|-------------------------|
| COLLIERS INTERNATIONAL WA, LLC | 96-539-2264 | SEATTLE, WASHINGTON |
| COLLIERS INTERNATIONAL LI INC. | 10-309-2581 | NEW HYDE PARK, NEW YORK |
| C M & R, INC | 08-279-1906 | SACRAMENTO, CALIFORNIA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 61-453-6290 | SEATTLE, WASHINGTON |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 00-142-5669 | BOSTON, MASSACHUSETTS |

US Linkages

| Company Name | DUNS # | City, State |
|-------------------------------------------|-------------|---------------------------|
| Subsidiaries | | |
| COLLIERS INTERNATIONAL | 08-514-2388 | SAN FRANCISCO, CALIFORNIA |
| COLLIERS INTERNATIONAL NJ LLC | 08-714-2681 | PARSIPPANY, NEW JERSEY |
| COLLIERS INTERNATIONAL LI MANAGEMENT, LLC | 06-390-2180 | NEW HYDE PARK, NEW YORK |
| ADENA COMMERCIAL, LLC | 01-543-5365 | COLUMBUS, OHIO |
| EMERSONS COMMERCIAL MANAGEMENT US, LLC | 80-678-5981 | DALLAS, TEXAS |

| Company Name | DUNS # | City, State |
|---------------------------------------------------|-------------|----------------------------|
| Branches | | |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 03-231-6697 | SAN DIEGO, CALIFORNIA |
| C M & R, INC | 19-248-7056 | SACRAMENTO, CALIFORNIA |
| COLLIERS INTERNATIONAL USA, LLC | 07-984-0987 | DALLAS, TEXAS |
| COLLIERS INTERNATIONAL USA, LLC | 79-757-9005 | SAN MATEO, CALIFORNIA |
| COLLIERS INTERNATIONAL GREATER LOS ANGELES, LLC | 12-674-1529 | IRVINE, CALIFORNIA |
| COLLIERS INTERNATIONAL USA, LLC | 07-986-2791 | DALLAS, TEXAS |
| COLLIERS INTERNATIONAL USA, LLC | 07-986-2803 | MERRIFIELD, VIRGINIA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS, INC. | 07-966-7597 | PISMO BEACH, CALIFORNIA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 78-202-7783 | BOSTON, MASSACHUSETTS |
| C M & R, INC | 05-438-9995 | SAN FRANCISCO, CALIFORNIA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 78-242-2455 | BOSTON, MASSACHUSETTS |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 02-868-0451 | EVANSTON, ILLINOIS |
| COLLIERS INTERNATIONAL GREATER LOS ANGELES, INC. | 92-774-3120 | LOS ANGELES, CALIFORNIA |
| COLLIERS INTERNATIONAL USA, LLC | 07-996-0798 | SAINT PETERSBURG, FLORIDA |
| COLLIERS INTERNATIONAL USA, LLC | 07-996-0800 | PLANTATION, FLORIDA |
| COLLIERS INTERNATIONAL USA, LLC | 07-996-0831 | MIAMI, FLORIDA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 78-277-8070 | BOSTON, MASSACHUSETTS |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 04-766-0825 | DENVER, COLORADO |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 03-328-6554 | SOUTHAMPTON, PENNSYLVANIA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS, INC. | 07-981-5193 | MADISON, CONNECTICUT |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 05-314-6474 | SOUTHFIELD, MICHIGAN |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 96-284-9746 | PHILADELPHIA, PENNSYLVANIA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 03-548-3380 | VALENCIA, CALIFORNIA |
| COLLIERS INTERNATIONAL USA, LLC | 08-008-3102 | ATLANTA, GEORGIA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 01-346-4969 | TEMPE, ARIZONA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 96-347-2050 | PORTLAND, OREGON |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 05-353-0966 | SOUTHFIELD, MICHIGAN |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 05-358-7961 | SOUTHFIELD, MICHIGAN |
| COLLIERS INTERNATIONAL WA, LLC | 07-850-0354 | SEATTLE, WASHINGTON |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 00-508-3573 | CAMBRIDGE, MASSACHUSETTS |
| COLLIERS SEELEY INTERNATIONAL, INC. | 84-065-5690 | ENCINO, CALIFORNIA |
| COLLIERS INTERNATIONAL WA, LLC | 07-223-2217 | LAKEWOOD, COLORADO |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 05-488-0086 | SAINT LOUIS, MISSOURI |
| COLLIERS INTERNATIONAL WA, LLC | 08-602-5782 | ORLANDO, FLORIDA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 06-599-5785 | FORT MYERS, FLORIDA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 06-890-8803 | RICHMOND, VIRGINIA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 14-194-7353 | BELLEVUE, WASHINGTON |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 05-435-8864 | SCOTTSDALE, ARIZONA |

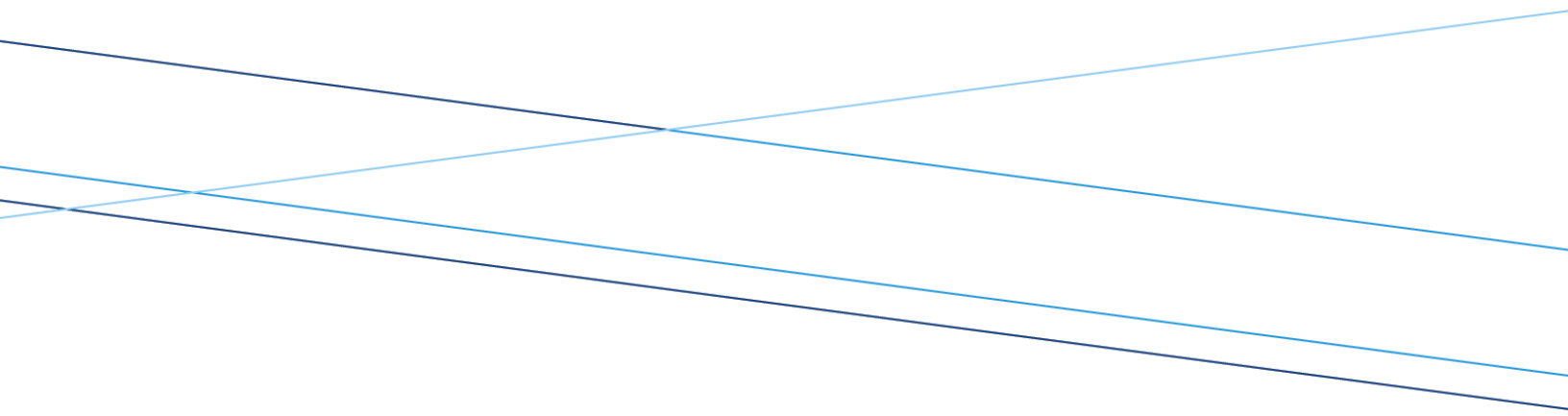
| Company Name | DUNS # | City, State |
|--------------------------------------------------|-------------|----------------------------|
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 06-239-4876 | BOSTON, MASSACHUSETTS |
| COLLIERS INTERNATIONAL GREATER LOS ANGELES, INC. | 03-738-5671 | IRVINE, CALIFORNIA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 02-678-8905 | GREENVILLE, SOUTH CAROLINA |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 04-922-9570 | DENVER, COLORADO |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 07-851-1577 | CHICAGO, ILLINOIS |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 05-477-4949 | CAROL STREAM, ILLINOIS |
| COLLIERS INTERNATIONAL PROPERTY CONSULTANTS INC. | 79-035-8837 | CARLSBAD, CALIFORNIA |
| COLLIERS INTERNATIONAL NEW ENGLAND, LLC | 06-737-5208 | KALAMAZOO, MICHIGAN |
| COLLIERS INTERNATIONAL USA, LLC | 08-030-4309 | NEW YORK, NEW YORK |

International Linkages

| Company Name | DUNS # | Country | City, State / Province |
|----------------------------------------------------|-------------|-------------|---------------------------------|
| Headquarters | | | |
| COLLIERS INTERNATIONAL ASSET MANAGEMENT BELGIUM SA | 37-688-8892 | BELGIUM | BRUXELLES, BRUXELLES-CAPITALE |
| JS (CITY) LIMITED | 98-610-0105 | IRELAND | DUBLIN, CO DUBLIN |
| FS (IRELAND) LIMITED | 21-829-6589 | ENGLAND | LONDON, LONDON |
| COLLIERS INTERNATIONAL GERMANY HOLDING GMBH | 34-275-9597 | GERMANY | STUTTGART, BADEN-WURTEMBERG |
| COLLIERS PROJECT LEADERS INC | 24-992-8151 | CANADA | OTTAWA, ONTARIO |
| COLLIERS INTERNATIONAL POLAND SP Z O O | 42-220-5500 | POLAND | WARSZAWA, MAZOWIECKIE |
| COLLIERS INTERNATIONAL GROUP INC | 20-259-6169 | CANADA | TORONTO, ONTARIO |
| COLLIERS INTERNATIONAL AUBER | 39-285-5792 | FRANCE | PARIS, PARIS |
| Subsidiaries | | | |
| COLLIERS INTERNATIONAL CORPORATE SOLUTIONS LIMITED | 21-697-2449 | ENGLAND | LONDON, LONDON |
| COLLIERS INTERNATIONAL REMS, S. R. O. | 36-148-2601 | SLOVAKIA | BRATISLAVA - MESTSKA CAST STAR, |
| COLLIERS INTERNATIONAL (QUEBEC) INC | 24-599-9792 | CANADA | MONTREAL, QUEBEC |
| ASTORP OCCUPIER SOLUTIONS SA | 48-792-2767 | SWITZERLAND | ETOY, VAUD |
| ANYA HOUSE LIMITED | 84-694-3202 | ENGLAND | STANMORE, MIDDLESEX |
| COLLIERS INTERNATIONAL FM SP Z O O | 42-666-3347 | POLAND | WARSZAWA, MAZOWIECKIE |
| COLLIERS INTERNATIONAL VALUATION GMBH | 50-720-1254 | GERMANY | MUNCHEN, BAYERN |
| SCI GREEN QUARTZ | 26-733-5577 | FRANCE | PARIS, PARIS |
| WHITE FUR RESORT MANAGEMENT EOOD | 50-376-2071 | BULGARIA | SOFIA, |
| COLLIERS SERVICIOS TECNICOS SL | 46-051-5503 | SPAIN | MADRID, MADRID |

| Company Name | DUNS # | Country | City, State / Province |
|----------------------------------------------------|-------------|---------|--------------------------------------|
| NEW SIDE | 26-750-5434 | FRANCE | PARIS, PARIS |
| SCI HABIMMO | 26-753-7029 | FRANCE | PARIS, PARIS |
| ROUX REAL ESTATE VALUATION | 39-296-2309 | FRANCE | BOULOGNE BILLANCOURT, HAUTS DE SEINE |
| RSS IMMO | 26-759-5832 | FRANCE | PARIS, PARIS |
| COLLIERS INTERNATIONAL BERLIN GMBH | 32-946-5103 | GERMANY | BERLIN, BERLIN |
| Branches | | | |
| COLLIERS PROJECT LEADERS INC | 24-048-8671 | CANADA | MONTREAL, QUEBEC |
| COLLIERS PROJECT LEADERS INC | 24-803-5409 | CANADA | SASKATOON, SASKATCHEWAN |
| COLLIERS INTERNATIONAL ASSET MANAGEMENT BELGIUM SA | 37-099-8406 | BELGIUM | BRUXELLES, BRUXELLES-CAPITALE |
| AOS GMBH | 31-289-3927 | GERMANY | BERLIN, BERLIN |
| AOS GMBH | 31-289-3929 | GERMANY | DUSSELDORF, NORDRHEIN-WESTFALEN |
| COLLIERS MACAULAY NICOLLS INC | 25-810-0051 | CANADA | SASKATOON, SASKATCHEWAN |
| COLLIERS PROJECT LEADERS INC | 24-847-7452 | CANADA | MISSISSAUGA, ONTARIO |
| AOS GMBH | 34-184-3429 | GERMANY | HAMBURG, HAMBURG |
| AOS GMBH | 34-184-3430 | GERMANY | FRANKFURT AM MAIN, HESSEN |
| COLLIERS INTERNATIONAL FRANCE | 26-918-1521 | FRANCE | MARSEILLE, BOUCHES DU RHONE |
| COLLIERS PROJECT LEADERS INC | 25-092-3021 | CANADA | ST. JOHN'S, NEWFOUNDLAND |
| COLLIERS PROJECT LEADERS INC | 25-093-4176 | CANADA | REGINA, SASKATCHEWAN |
| COLLIERS MACAULAY NICOLLS INC | 25-273-7911 | CANADA | NORTH YORK, ONTARIO |
| COLLIERS MACAULAY NICOLLS INC | 25-131-3362 | CANADA | EDMONTON, ALBERTA |
| COLLIERS INTERNATIONAL FRANCE | 26-931-4905 | FRANCE | TOULOUSE, HAUTE GARONNE |
| COLLIERS PROJECT LEADERS INC | 20-347-2782 | CANADA | KELOWNA, BRITISH COLUMBIA |
| COLLIERS MACAULAY NICOLLS INC | 20-347-2790 | CANADA | FORT MCMURRAY, ALBERTA |
| COLLIERS MACAULAY NICOLLS INC | 20-153-1931 | CANADA | RICHMOND, BRITISH COLUMBIA |
| COLLIERS PROJECT LEADERS INC | 25-521-2854 | CANADA | CALGARY, ALBERTA |
| COLLIERS INTERNATIONAL AUBER | 26-777-0985 | FRANCE | PUTEAUX, HAUTS DE SEINE |

Appendix I



CERTIFICATE OF INSURANCE 1



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/05/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| | | |
|--------------------------------------------------------------------------------------------------------------------|----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PRODUCER Integro (Canada) Ltd Suite 4800 199 Bay Street Toronto, Ontario M5L 1E8 | 1-416-619-8000 | CONTACT NAME: Vanessa Chapin PHONE (A/C, No, Ext): 604-608-6255 FAX (A/C, No): E-MAIL ADDRESS: vanessa.chapin@integrogroupp.com |
| INSURED Colliers International South Florida, LLC 4500 PGA Blvd. #110 Palm Beach, FL 33418 | | INSURER(S) AFFORDING COVERAGE INSURER A: Allianz Global Risks US Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F: |

COVERAGES

CERTIFICATE NUMBER: 51469227

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE | ADDL SUBR INSD WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS |
|----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|---------------------|-------------------------|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| | COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER: | | | | | EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$ |
| | AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS | | | | | COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ |
| | UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$ | | | | | EACH OCCURRENCE \$ AGGREGATE \$ \$ |
| | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y / N <input type="checkbox"/> N/A | | | | | PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$ |
| A | Professional Liability | | CAF00020717B | 12/01/17 | 12/01/18 | Primary Layer USD 1,000,000 |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

re: RFP No. 2018-07

Insured will continue to obtain Professional liability coverage for 3 years after completion of work.
Coverage written on claims-made basis and deductible is \$100,000 USD.

CERTIFICATE HOLDER

| | |
|-----------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Town of Palm Beach 951 Okeechobee Road West Palm Beach, FL 33401 USA | CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE |
|-----------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

ACORD 25 (2014/01)
achowjlt
51469227

The ACORD name and logo are registered marks of ACORD

© 1988-2014 ACORD CORPORATION. All rights reserved.

CERTIFICATE OF INSURANCE 2



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/05/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PRODUCER Integro (Canada) Ltd Suite 4800 199 Bay Street Toronto, Ontario M5L 1E8 INSURED Colliers International South Florida, LLC 4500 PGA Blvd. #110 Palm Beach, FL 33418 | CONTACT NAME: Vanessa Chapin PHONE (A/C, No, Ext): 604-608-6255 FAX (A/C, No): E-MAIL ADDRESS: vanessa.chapin@integrogroupp.com INSURER(S) AFFORDING COVERAGE INSURER A: Liberty Mutual Insurance Company INSURER B: Chubb Insurance Company of Canada INSURER C: INSURER D: INSURER E: INSURER F: |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

COVERAGES

CERTIFICATE NUMBER: 51469192

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE | ADDL SUBR INSD WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS |
|----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|---------------|-------------------------|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| A | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER: | | GLTOABEC5R017 | 12/01/17 | 12/01/18 | EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 |
| A | AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS | | GLTOABEC5R016 | 12/01/17 | 12/01/18 | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ |
| A | <input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$ | <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE | 1000279047-01 | 12/01/17 | 12/01/18 | EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 \$ |
| | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below | Y/N <input type="checkbox"/> N/A | | | | PER STATUTE E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$ |
| B | Crime | | 8132-4965 | 12/01/17 | 12/01/18 | 2,000,000 |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

re: RFP No. 2018-07 Auto liability policy will be primary where required under written contract and umbrella is follow form. Town of Palm Beach, including Police Department, all Officers, Employees, Elected and Appointed Committees, and Commissions to be included as additional insured on the GL policy and will be primary only in cases of insured's gross negligence and wilful misconduct relating to work completed/to be completed per written contract. Waiver of subrogation provided for the liability policies where required under written contract.

CERTIFICATE HOLDER

Town of Palm Beach
 951 Okeechobee Road
 West Palm Beach, FL 33401

USA

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

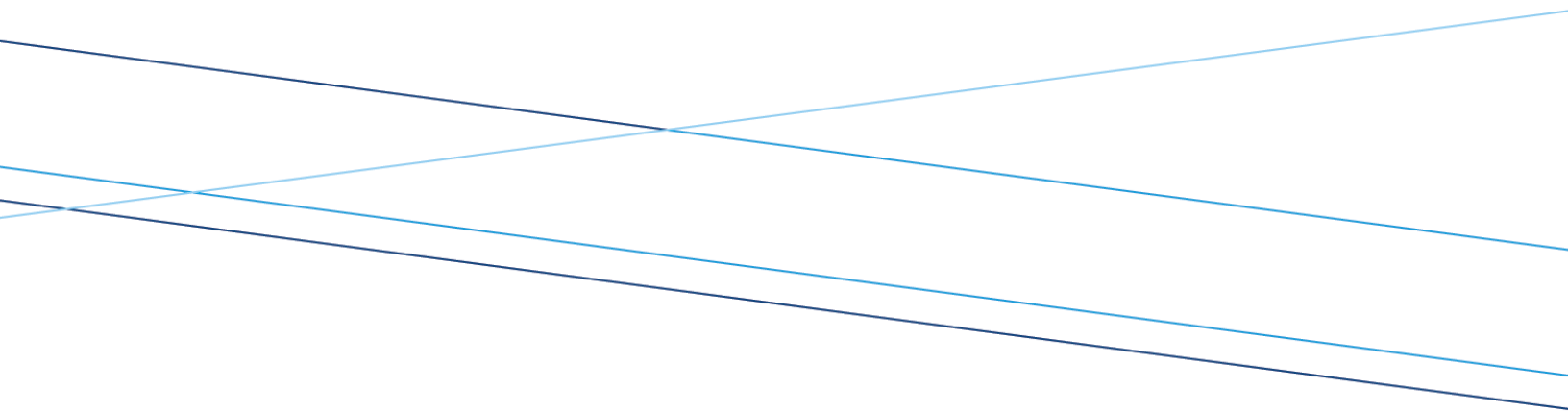
AUTHORIZED REPRESENTATIVE

© 1988-2014 ACORD CORPORATION. All rights reserved.

ACORD 25 (2014/01)
 achowjlt
 51469192

The ACORD name and logo are registered marks of ACORD

Appendix II



DIVISION OF CORPORATIONS INFORMATION



Detail by Entity Name

Foreign Limited Liability Company
COLLIERS INTERNATIONAL SOUTH FLORIDA, LLC

Filing Information

| | |
|-----------------------------|--------------|
| Document Number | M14000008487 |
| FEI/EIN Number | 41-2227433 |
| Date Filed | 11/25/2014 |
| State | DE |
| Status | ACTIVE |
| Last Event | LC AMENDMENT |
| Event Date Filed | 12/12/2014 |
| Event Effective Date | NONE |

Principal Address

801 Brickell Avenue
Suite 850
Miami, FL 33131

Changed: 06/02/2016

Mailing Address

601 UNION STREET STE 3320
SEATTLE, WA 98101

Changed: 04/27/2017

Registered Agent Name & Address

CORPORATION SERVICE COMPANY
1201 HAYS STREET

DIVISION OF CORPORATIONS INFORMATION



2017 FOREIGN LIMITED LIABILITY COMPANY ANNUAL REPORT

DOCUMENT# M14000008487

Entity Name: COLLIERS INTERNATIONAL SOUTH FLORIDA, LLC

Current Principal Place of Business:

801 BRICKELL AVENUE
SUITE 850
MIAMI, FL 33131

Current Mailing Address:

601 UNION STREET STE 3320
SEATTLE, WA 98101 US

FEI Number: 41-2227433

Certificate of Status Desired: No

Name and Address of Current Registered Agent:

CORPORATION SERVICE COMPANY
1201 HAYS STREET
TALLAHASSEE, FL 32301-2525 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE:

Electronic Signature of Registered Agent

Date

Authorized Person(s) Detail :

Title MGR, P
Name TAYLOR, DYLAN E
Address 601 UNION STREET STE 3320
City-State-Zip: SEATTLE WA 98101

Title MGR
Name SPIEGEL, DANIEL L.
Address 6250 N. RIVER RD, STE 11-100
City-State-Zip: ROSEMONT IL 60018

Title VP
Name KRASNOW, KENNETH M
Address 801 BRICKELL AVENUE, SUITE 850
City-State-Zip: MIAMI FL 33131

Title ASST. SEC
Name SCHWAB, GEORGE L IV
Address 666 FIFTH AVENUE
City-State-Zip: NEW YORK NY 10103

Title TREASURER
Name HEMMING, ROBERT
Address 200 GRANVILLE STREET, 19TH FLOOR
City-State-Zip: VANCOUVER BC V6C 2R6

Title MGR
Name HARBERT, JOSEPH
Address 666 FIFTH AVENUE, 4TH FLOOR
City-State-Zip: NEW YORK NY 10103

Title VP
Name STEPHEN, RUTCHIK
Address 801 BRICKELL AVENUE SUITE 850
City-State-Zip: MIAMI FL 33131

Title S
Name HAWKINS, MATTHEW
Address 1140 BAY STREET, SUITE 4000
City-State-Zip: TORONTO ON M5S 2B4

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: DYLAN E TAYLOR

MANAGER

04/27/2017

Electronic Signature of Signing Authorized Person(s) Detail

Date

DIVISION OF CORPORATIONS INFORMATION



Detail by Entity Name

Foreign Limited Liability Company
COLLIERS INTERNATIONAL USA, LLC

Filing Information

Document Number M12000006887
FEI/EIN Number 45-3704406
Date Filed 12/10/2012
State DE
Status ACTIVE

Principal Address

601 UNION STREET, STE. 3320
SEATTLE, WA 98101

Changed: 04/27/2017

Mailing Address

601 UNION STREET, STE. 3320
SEATTLE, WA 98101

Changed: 04/27/2017

Registered Agent Name & Address

CORPORATION SERVICE COMPANY
1201 HAYS STREET
TALLAHASSEE, FL 32301-2525

Authorized Person(s) Detail

Name & Address

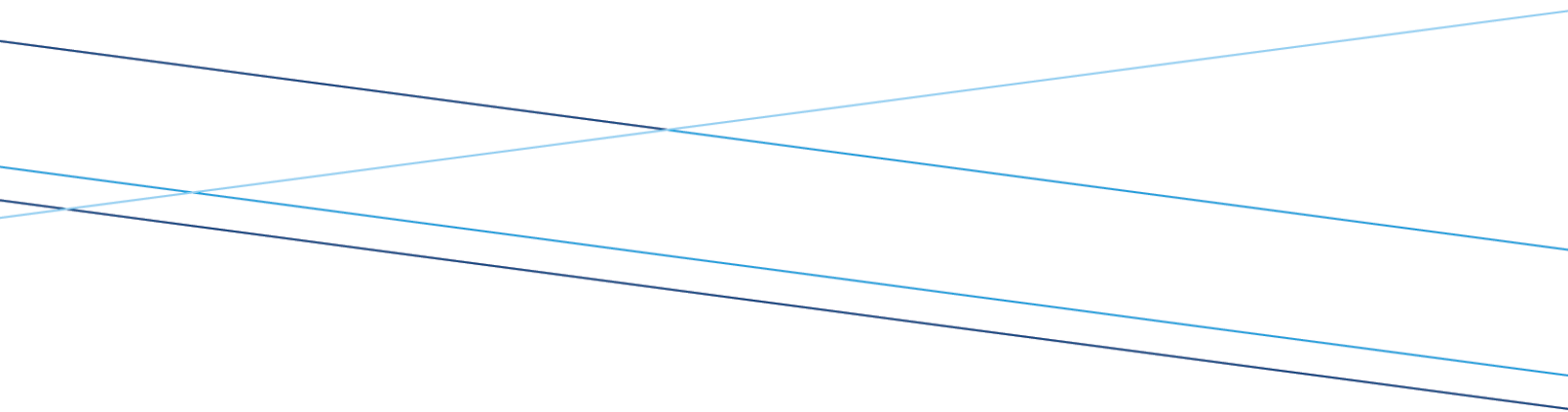
Title MGR, President

TAYLOR, DYLAN E
601 UNION STREET, STE. 3320
SEATTLE, WA 98101

Title MGR

SPIEGEL, DANIEL L
6250 N RIVER RD, STE. 11-100
ROSEMONT, IL 60018

Appendix III



Q3 2017 PALM BEACH COUNTY OFFICE MARKET REPORT



Research & Forecast Report

PALM BEACH COUNTY | OFFICE

Third Quarter 2017



Accelerating success.

Investors Are Not Losing Sight of Palm Beach County's Healthy Office Market

Executive Summary

Investment activity in Palm Beach County remains elevated relative to neighboring Broward County. Year-to-date approximately \$606 million traded in Palm Beach County, a significant 30 percent more trade activity than Broward County year-to-date (\$466 million). Demand for office product stems from a mix of all types of investors and many new groups actively seeking opportunities in Palm Beach County.

Market fundamentals strengthened this quarter as the market tightened. Net absorption in the third quarter was elevated to its strongest level year-to-date leading vacancy rates to drop 50 basis points quarter-over-quarter. Strong absorption combined with declining vacancy rates indicates a growing demand for new supply as availabilities become scarce. Nonetheless, most developers will delay construction until lease commitments have been secured.

Countywide gross rental rates increased by 100 basis points in the third quarter to \$29.07 per square foot while Class A office rent growth increased 160 basis points to \$33.86 per square foot. These increases are a result of landlords driving rents to cover the cost of capital improvements and upscaling coupled with a consistent tenant demand.

Market Highlights

- After months of flat vacancy rates, positive absorption caused vacancy rates to dip 50 basis points quarter-over-quarter to 11.5 percent.
- High net absorption exceeded new deliveries in the third quarter.
- Across the County, gross rental rates climbed by 100 basis points quarter-over-quarter.
- Limited construction activity countywide until developers can find enough tenants willing to pre-lease.
- Continued interest from investors in Palm Beach County as opportunity can be found in value-add properties through capital improvements and renovations.
- Some investors are turning their focus toward South Florida's growing and strengthening industrial market.

Summary Statistics

| Q3 2017 Office Market | Palm Beach County, FL |
|----------------------------------|-----------------------|
| Vacancy Rate | 12.0% |
| Change From Q2 2017 (Percent) | -0.5% |
| Absorption (Square Feet) | 251,162 |
| New Construction (Square Feet) | 51,550 |
| Under Construction (Square Feet) | 128,899 |

Asking Rent

| Per Square Foot Per Year | |
|--------------------------|---------|
| Overall | \$29.07 |
| Change From Q2 2017 | +1.0% |
| Class A | \$33.86 |
| Change From Q2 2017 | +1.6% |

Data Note: Colliers tracks all office buildings 10,000+ SF.

Market Indicators

| Relative to Prior Period | Q3 2017 | Q4 2017* |
|--------------------------|---------|----------|
| VACANCY | ↓ | ↔ |
| NET ABSORPTION | ↑ | ↑ |
| CONSTRUCTION | ↓ | ↑ |
| OVERALL RENTAL RATE | ↑ | ↑ |
| CLASS A RENTAL RATE | ↑ | ↑ |

Note: Construction is the change in Under Construction.
*Projected

Q3 2017 PALM BEACH COUNTY OFFICE MARKET REPORT



Market Activity

The Palm Beach County office market continues to strengthen as limited new office developments break ground and leasing activity remains high. Positive net absorption increased in the third quarter to 251,162 square feet, while only 51,550 square feet of new office supply delivered to the market. This marked the strongest quarter year-to-date for net absorption levels. These market conditions caused vacancy rates to dip this quarter after a year of hovering around the 12 percent level. For the first time since 2007, vacancy rate dipped below 12 percent to 11.5 percent in the third quarter.

New Development

A mixed-use development project, 4th and 5th Delray, broke ground this quarter and will feature a 497-seat iPic Theater, 7,487 square feet of retail, as well as 42,446 square feet of Class A office space including iPic's new global headquarters, and a new 326-space parking garage. This project is expected to deliver in 2018.

Also under construction in Palm Beach County is the Medical and Professional Offices at Wellington Parc. This is a 31,830 square foot, single story, office condo project with a 5/1,000 parking ratio expected to deliver in early 2018.

Earlier this year, Gardens Innovation Center, delivered to the Palm Beach Garden's office market. The office and technology complex has one two-story, 37,500 square foot building and one one-story, 26,000 square foot building built with innovative and cost-effective energy saving features. The building is expected to attract more professional office users, and technological, bioscience and life science firms to the County's growing biotech industry.

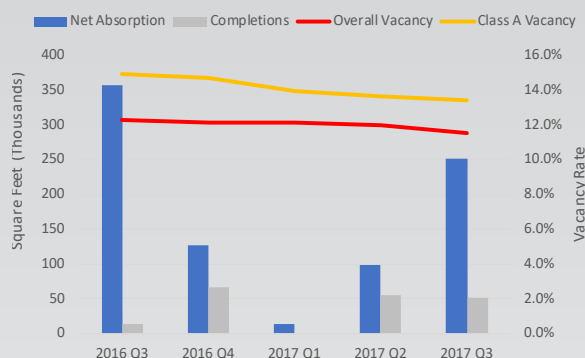
However, beyond these projects, office construction in Palm Beach County has been limited leading to increasing rents. Developers are looking for 50 percent preleasing before breaking ground on a new project.

Investment Sales

In the Palm Beach County office market, approximately \$317 million traded in the third quarter of 2017. Year to date, \$606 million has traded in 2017. By comparison, in 2016 \$709 million had traded in the same time frame showing that there is a continued interest in Palm Beach County. However, some investors are turning their focus toward South Florida's growing and strengthening industrial market.

Palm Beach County experienced a number of major office sales this quarter, the largest of which marks the biggest deal in terms of value in 2017. In an effort to reduce operating expenses, Office Depot buys its 625,000-square-foot, 29-acre Boca Raton headquarters for \$132 million or \$211 per square foot. As Office Depot faces fierce competition from e-commerce and declining sales in 2017, it is estimated that this purchase will cut expenses by approximately \$17 million that went toward annual rent. The seller, Equity Commonwealth, purchased the three-building office complex for \$171 million in 2011 and sold at a \$39 million loss in 2017.

Completions, Absorption and Vacancy Rates

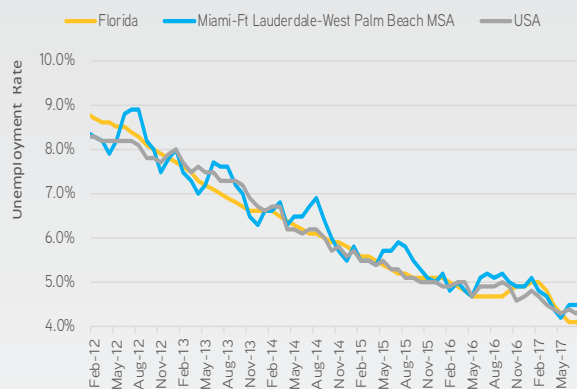


Vacancy rates dip in the Third Quarter

After months of flat vacancy rates, a high net absorption exceeding new deliveries caused vacancy rates to dip 50 basis points quarter-over-quarter to 11.5 percent.

Source: Colliers International, CoStar

Unemployment Trends



Unemployment rates decreased at the local, state, and national level. The Miami-Fort Lauderdale-West Palm Beach MSA unemployment rate posted 4.5 percent* in August 2017, representing a 0.6 percent decrease from January 2017. The state of Florida rate posted 4.0 percent* unemployment for August 2017, slightly below the national average at 4.4 percent.

*preliminary

Source: US Bureau of Labor Statistics

Q3 2017 PALM BEACH COUNTY RETAIL MARKET REPORT

Colliers
INTERNATIONAL



Palm Beach County Market Indicators are Solid as Landlords Find Opportunity in Changing Retail Landscape

Executive Summary

Market indicators in Palm Beach County continue to improve in the third quarter. Average retail rents have increased 780 basis points year-over-year to \$20.48 per square foot while vacancy rates continue to compress. A positive net absorption this quarter reflects the market ability to rapidly back-fill any vacated space with new tenants and absorb new inventory delivered to the market. Year-to-date, investor interest in retail property has been high in Palm Beach County, however, fewer deals were closed this quarter. Approximately \$430 million worth of retail trades closed in the first and second quarter of 2017. In the third quarter, just over \$66 million traded. Publix remains active and continues to pick up Publix-anchored plazas throughout South Florida.

Active Tenants

Furniture, health and beauty, fast-casual restaurants and fitness centers remain active in the third quarter of 2017. Landlords are getting creative and using the opportunity to sign new tenants in vacated spaces recognizing that tenants offering an entertainment option or a healthy dining concept help attract tenants to the centers. Leases signed in the third quarter by retail tenants include:

- › Posh Plum in Boca Raton
- › PureLife Fitness in Boca Raton
- › New Asian Market in Lake Worth
- › Venetian Nails in Boca Raton
- › Farmers Market in West Palm Beach

Market Activity

Vacancy rates in Palm Beach County compressed slightly to 4.4 percent in the third quarter, about 80 basis points higher than the Miami-Dade and Broward markets. The lowest vacancy rates continue to be found in the Boca Raton markets, each with vacancies less than 2.1 percent. These markets also capture some of the highest rents in the county with rates in Boca Raton East at \$27.67 per square foot, Boca Raton West at \$33.10 per square foot, and Boca Raton North at \$35.80 per square foot. Average rental rates in the County increased marginally this quarter to \$20.48 per square foot; an increase of 780 basis points year over year.

Summary Statistics

| Q3 2017 Retail Market | Palm Beach County, FL |
|----------------------------------|-----------------------|
| Vacancy Rate | 4.4% |
| Change From Q4 2016 (Percent) | -0.2% |
| Absorption (Square Feet) | 200,226 |
| New Construction (Square Feet) | 68,280 |
| Under Construction (Square Feet) | 656,767 |

Asking Rents

| Per Square Foot Per Year | |
|--------------------------|---------|
| Current Quarter | \$20.48 |
| Previous Quarter | \$20.43 |
| Year Ago | \$19.00 |

Market Indicators

| Relative to Prior Period | Q3 2017 | Q4 2017* |
|--------------------------|---------|----------|
| VACANCY | ↓ | ↓ |
| NET ABSORPTION | ↑ | ↑ |
| CONSTRUCTION | ↑ | ↑ |
| RENTAL RATE | ↑ | ↑ |

Note: Construction is the change in Under Construction.
*Projected

Q3 2017 PALM BEACH COUNTY RETAIL MARKET REPORT



Retail Trends

Online Shopping Challenges All Markets

Online shopping is the biggest challenge facing the retail industry of commercial real estate. E-retail continues to rise and now accounts for 13.6 percent of all total retail sales. In South Florida specifically, population growth is leading to greater demand and retail supply is limited because there was not much development during the decline of the economy. The South Florida markets - Miami-Dade, Broward, and Palm Beach County - have rose to the top because of a stronger demographic backdrop and less supply risk.

Retailers Must Adapt

As technology continues to evolve and customers' buying habits and patterns evolve, retailers must adapt. Retailers are now competing with Amazon Fresh, UberEATS and other delivery services online. Many retailers say more and more customers are looking for this on demand type service, like high touch home delivery, the ability to place orders online for delivery or in-store pickup. Class A malls and grocery-anchored strip centers remain strong at low vacancy rates and provide good visibility and a good mix of service oriented tenants. Class B & C malls are beginning to fill empty big box space and vacancies due to bankruptcy and downsizing with new-to-mall uses such as medical, entertainment, educational and religious facilities. Though physical stores will still exist, some retailers are downsizing space needs and requirements, keeping less inventory in store or in the case of food & beverage users, offering a smaller, more high touch experience.

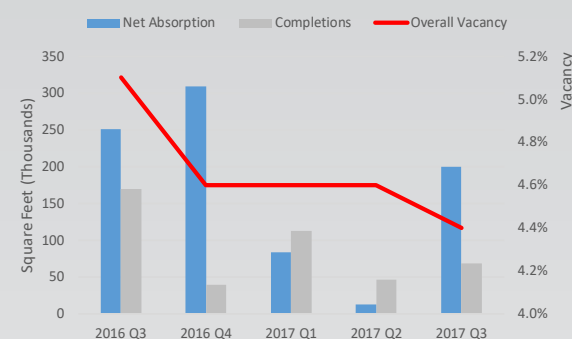
Mixed-Use Deliveries

Developers are targeting primary submarkets for major mixed-use deliveries. Deliveries are on the rise thanks to the growing focus on creating live/work/play environments in primary submarkets. Due to lack of developable land, development costs are increasing and rents are reflecting the higher costs. Mixed-use projects continue to be a major driver of construction currently as developers seek to capitalize on strong demographic trends in high-income, primary submarkets and are helping their own cause of attracting retail demand by combining shopping with residential development.

Strong Demographics Lead to Strong Leasing

At a time when many brick-and-mortar brands continue downsizing or disappearing altogether from the American retail landscape, South Florida commercial brokers are courting tenants with sales pitches that focus on the region's growing population and changing demographics. To land some tenants, brokers are working with landlords to revamp existing properties and configure new developments into experiential destinations. They are also giving start-up businesses and established brands short-term leases to test out empty storefronts. Retail leasing in South Florida remains strong enough and vacancy rates are low enough that brokers and landlords don't need to offer disproportionate concessions. Overall, retail real estate is performing better in South Florida than in many other parts of the country.

Completions, Absorption and Vacancy Rates

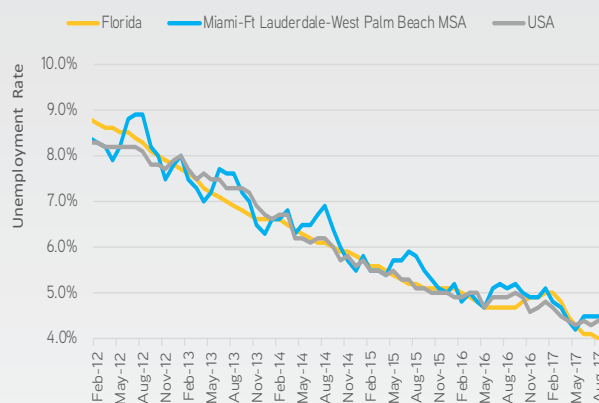


Strong Absorption and Declining Vacancies

Palm Beach County's retail vacancy rates declined by 20 bps to 4.4 percent quarter-over-quarter. Positive absorption as the market receives more new supply and absorbs vacant space.

Source: Colliers International, CoStar

Unemployment Trends



Unemployment rates decreased at the local, state, and national level. The Miami-Fort Lauderdale-West Palm Beach MSA unemployment rate posted 4.5 percent* in August 2017, representing a 0.6 percent decrease from January 2017. The state of Florida rate posted 4.0 percent* unemployment for August 2017, slightly below the national average at 4.4 percent.

*preliminary

Source: US Bureau of Labor Statistics

Q3 2017 PALM BEACH COUNTY INDUSTRIAL MARKET REPORT



Research & Forecast Report

PALM BEACH COUNTY | INDUSTRIAL

Third Quarter 2017



Accelerating success.

Vacancy Rates Plummet in the Palm Beach County Industrial Market

Executive Summary

The most prominent indicator of the strength of the Palm Beach industrial is the plummeting vacancy rate. Already at a ten-year low, vacancy rates declined a further 80 basis points in the third quarter of 2017 to 3 percent. Now the tightest market in South Florida and with limited development underway we can expect rental rates to continue increasing.

E-commerce, logistics, food and retail companies continue to drive absorption of industrial product as users seek distribution centers close to the end-consumer for faster delivery. Additionally, call centers, service firms and colleges/universities are opting for flex space over traditional office.

Steady investment flows in Palm Beach County bought \$52 million in sales activity in the third quarter, bringing the total trade activity to \$168 million year-to-date. Though there has been less trade activity year-to-date than in 2016 (\$226 million), it is one of the strongest years on record for Palm Beach County.

Market Highlights

- Year-to-date, 2017 has been one of the strongest years for investment in industrial product.
- Call centers, service firms and colleges/universities are opting for flex space over traditional office.
- Continued e-commerce growth as retailers shift their focus.
- Companies restructure supply chains to accommodate consumer demands.
- Vacancy rates plummeted 80 basis points quarter-over-quarter to record-low of 3.0 percent.
- Net absorption increases to 387,509 square feet over prior quarter as projects rapidly lease up.
- Zero new developments delivered in the third quarter and limited new development underway (244,607 square feet).

Summary Statistics

| Q3 2017 Industrial Market | Palm Beach County, FL |
|----------------------------------|-----------------------|
| Vacancy Rate | 3.0% |
| Change From Q2 2017 (Percent) | -0.8% |
| Absorption (Square Feet) | 387,509 |
| New Completions (Square Feet) | 0 |
| Under Construction (Square Feet) | 244,607 |

Warehouse/Distribution Asking Rents

| | |
|---------------------|--------|
| Current Quarter | \$8.70 |
| Previous Quarter | \$8.89 |
| Year Ago | \$8.28 |
| Change from Q3 2016 | +5.1% |

Market Indicators

| Relative to Prior Period | Q3 2017 | Q4 2017* |
|--------------------------|---------|----------|
| VACANCY | ↓ | ↓ |
| NET ABSORPTION | ↑ | ↑ |
| CONSTRUCTION | ↓ | ↑ |
| FLEX RENTAL RATE | ↑ | ↑ |
| INDUSTRIAL RENTAL RATE | ↑ | ↑ |

Note: Construction is the change in Under Construction.
*Projected.

Q3 2017 PALM BEACH COUNTY INDUSTRIAL MARKET REPORT



Market Activity

Vacancy rates took a plummet this quarter as zero new developments were delivered in Palm Beach County. Vacancies had stabilized at a ten-year low between 3.8 and 4.0 percent for the past three quarters but with the lack of new supply available and relentless demand for industrial product, vacancy rates plummeted 80 basis points quarter-over-quarter. Palm Beach County now has the lowest vacancy rate in South Florida at 3.0 percent, relative to Miami-Dade at 4.3 percent and Broward at 4.0 percent.

These market conditions lead to a positive net absorption of 387,509 square feet as supply delivered in prior quarters is quick to lease up. Relative to its neighbors to the South, there's limited construction underway in Palm Beach County despite an increase in tenants heading north in search of available space and more favorable lease terms.

Trends to Watch

Companies Restructure Supply Chains

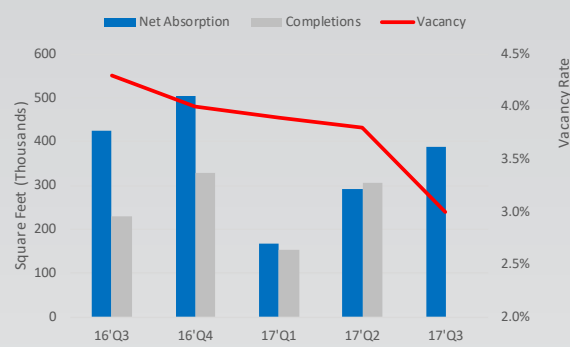
E-commerce is expected to keep demand going strong heading into 2018 as companies are strategically reconstructing their supply chains to accommodate consumer demands for faster delivery. These shifts in consumer purchasing behavior and the rise of e-commerce have strengthened the industrial markets across the nation as proximity becomes a priority for businesses. Industrial rents are climbing as online retailers seek out warehouse space to meet increasing demands for fast delivery.

Sustained Investor Interest in Industrial Property

A number of factors are driving extremely strong investor demand in all classes of industrial property, including but not limited to the following:

- Growing online shopping trends and need for last-mile delivery.
- Reduction in rates compared to early parts of 2017.
- Population growth that translates to a residential boom and an organic growth of industrial users.
- Traditional office tenants are shifting to flex space with higher parking ratios (such as call centers, service firms and colleges/ universities).

Completions, Absorption and Vacancy Rates

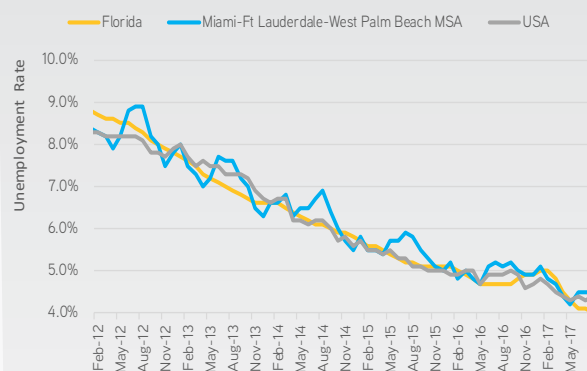


Source: Colliers International, CoStar

Vacancy rates plummet in the third quarter

Strong net absorption yet zero new deliveries this quarter drove vacancy rates down to a low of 3.0 percent.

Unemployment Trends

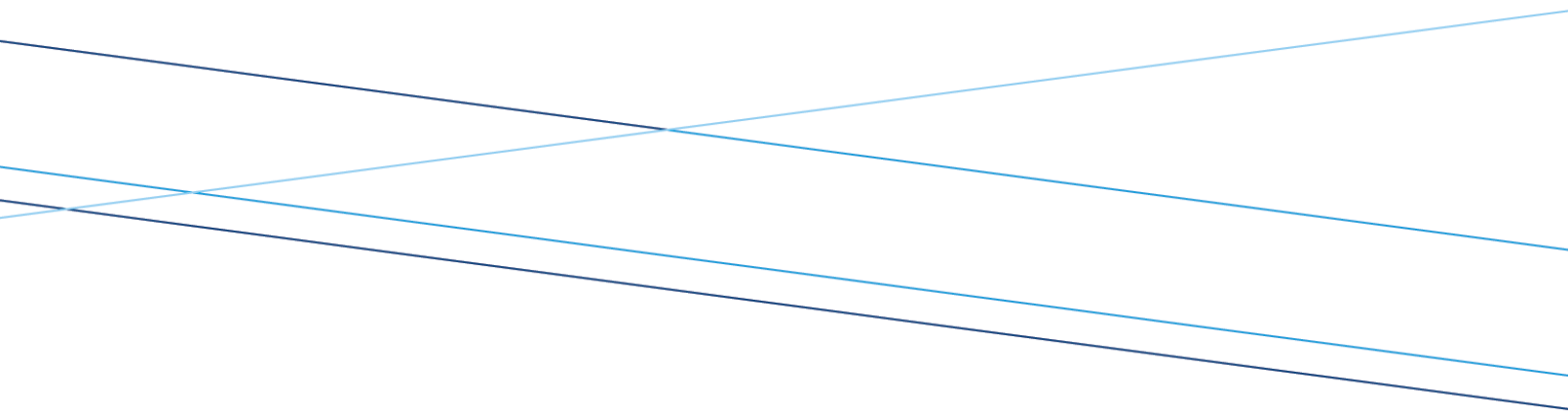


Unemployment rates decreased at the local, state, and national level. The Miami-Fort Lauderdale-West Palm Beach MSA unemployment rate posted 4.5 percent* in August 2017, representing a 0.6 percent decrease from January 2017. The state of Florida rate posted 4.0 percent* unemployment for August 2017, slightly below the national average at 4.4 percent.

*preliminary

Source: US Bureau of Labor Statistics

Appendix IV - Hoovers Report





Colliers International Group Inc Profile

1140 Bay St Suite 4000
Toronto M5S 2B4 ON Canada
Phone : +1-416-960-9500
Fax : +1-416-960-5333
<http://www.hennick.com>

WELCOME

Hoover's is the business information resource that delivers a unique combination of up-to-date data, broad coverage, and comprehensive information about companies, decision makers, and industries - along with powerful tools to put this information to work for your business. Hoover's offers everything you need to successfully:

- * Identify and evaluate potential sales leads, markets, and business partners
- * Deepen relationships with current customers
- * Assess competitive risks and eliminate threats
- * Build presentation-ready reports and customized lists of companies, industries, and decision makers

Unlike other business information providers, only Hoover's has a full-time, in-house editorial and research team dedicated wholly to investigating, pinpointing, authenticating, and analyzing data to provide the most comprehensive, up-to-date information available on companies, industries, and executives.

Table of Contents

| | |
|-----------------------------|-----------|
| Company Overview | 2 |
| Key Information | 2 |
| Key Financials | 2 |
| Company Rankings | 2 |
| Key People | 3 |
| Company Description | 4 |
| Industry Information | 5 |
| People | 6 |
| People | 7 |
| Board Members | 8 |
| Biographies | 8 |
| Jay S. Hennick | 9 |
| Peter F. Cohen | 9 |
| Dylan E. Taylor | 10 |
| John B. Friedrichsen | 10 |
| Christine Schultz | 11 |
| David Bowden | 11 |
| David Hand | 12 |
| John Kenny | 12 |
| Javier Lomelin | 13 |
| Chris McLernon | 14 |
| Craig M. Robinson | 15 |
| Competition | 16 |
| Competitors List | 16 |

Company Overview

1140 Bay St Suite 4000
Toronto M5S 2B4 ON Canada
Phone : +1-416-960-9500
Fax : +1-416-960-5333
<http://www.hennick.com>

Real estate agents and managers

Key Information

| | |
|---------------------------------------|--------------------------------------------------|
| DUNS Number | 202596169 |
| Location Type | Headquarters |
| Subsidiary Status | No |
| Manufacturer | No |
| Company Type | Public |
| Plant/Facility Size (sq. ft.) | 108,683.00 |
| Accountant | PricewaterhouseCoopers LLP |
| Total Employees | 10,035 |
| 1-Year Employee Growth | 0.00% |
| Employees At This Location | 0 |
| Year of Founding or Change in Control | 1999 |
| Primary Industry | 1840:Commercial Real Estate Brokerage & |
| Primary SIC Code | 65310104:Real estate agent, commercial |
| Primary NAICS Code | 531210:Offices of Real Estate Agents and Brokers |
| Latitude/Longitude | 43.66841 / -79.389019 |

Key Financials

| | |
|-----------------------|-------------|
| Fiscal Year-End | December |
| Annual Sales (Actual) | |
| Net Income | |
| Prescreen Score | Medium Risk |

Company Rankings

| |
|----------------|
| TSX Completion |
|----------------|

Key People

| Name | Title |
|--------------------------|-------------------------|
| Mr. Jay S. Hennick | Chairman and CEO |
| Mr. Peter F. Cohen | Vice Chairman |
| Mr. Dylan E. Taylor | President and COO |
| Mr. John B. Friedrichsen | CFO |
| Ms. Christine Schultz | Chief Marketing Officer |
| Mr. David Bowden | CEO, Canmada |
| David Hand | CEO, Asia-Pacific |

Name**Title**

Mr. John Kenny

CEO, Australia and New Zealand

Mr. Javier Lomelin

CEO, Latin America (LATAM)

Chris McLernon

CEP, Europe, Middle East and Africa (EMEA)

Company Description

Industry Information

Hoover's Industries


- > Real Estate 
- > Commercial Real Estate Brokerage & Management (primary) 

Primary SIC Code

65310104 : Real estate agent, commercial

Primary NAICS Code

531210 : Offices of Real Estate Agents and Brokers

 Denotes In-depth Industry Insight by Hoover's Editorial Staff

People

Employees

| Title | Name | Age | Salary | Bonus |
|--------------------------------------------|--------------------------|-----|--------|-------|
| Chairman and CEO | Mr. Jay S. Hennick | 60 | | |
| Vice Chairman | Mr. Peter F. Cohen | 64 | | |
| President and COO | Mr. Dylan E. Taylor | 46 | | |
| CFO | Mr. John B. Friedrichsen | 55 | | |
| Chief Marketing Officer | Ms. Christine Schultz | 49 | | |
| CEO, Canmada | Mr. David Bowden | | | |
| CEO, Asia-Pacific | David Hand | | | |
| CEO, Australia and New Zealand | Mr. John Kenny | | | |
| CEO, Latin America (LATAM) | Mr. Javier Lomelin | | | |
| CEP, Europe, Middle East and Africa (EMEA) | Chris McLernon | | | |
| President, USA | Craig M. Robinson | | | |

Board Members

| Title | Name | Age |
|------------------|--------------------|-----|
| Chairman and CEO | Mr. Jay S. Hennick | 60 |
| Vice Chairman | Mr. Peter F. Cohen | 64 |

Biographies

Jay S. Hennick, Age 60

Current Company Titles

Unknown - Present : Chairman and CEO

Other Company Affiliations

Chairman, FirstService Corporation

Biography

Jay Hennick is the Chairman and Chief Executive Officer and largest shareholder of Colliers International Group Inc. (NASDAQ -- CIGI and TSX -- CIG.TO). Colliers International is one of the worlds largest and fastest growing commercial real estate service firms operating from more than 200 offices in 41 countries. Jay is also the Founder, Chairman and largest shareholder of FirstService Corporation (NASDAQ -- FSV and TSX -- FSV.TO). FirstService Corporation is the largest manager of multi-family residential properties in North America and a leading provider of property services. In 1998, Jay received Canada's coveted Entrepreneur of the Year award and in 2001 was named Canada's CEO of the year by Canadian Business Magazine. Before establishing FirstService, Jay obtained a Bachelor of Arts degree from York University and a Doctorate of Law from the University of Ottawa before embarking on a successful career as a corporate lawyer. In 2011, Jay received an Honorary Doctorate from York University and in 2014 received an Honorary Doctorate from the University of Ottawa. Jay currently serves as the Chairman of Sinai Health System in Toronto and formerly was the Chair of Mount Sinai Hospital in Toronto. He and his wife Barbara have also established the Hennick Family Foundation to support causes in health care and education including: (i) The Hennick Family Wellness Gallery at The Mount Sinai Hospital; (ii) The Hennick Centre of Business and Law, a joint program of Osgoode Hall Law School and the Schulich School of Business in Toronto; and (iii) The Jay Hennick JD - MBA Program at the University of Ottawa.

Source : Company Web Site, 2016

Peter F. Cohen, Age 64

Title held since 2015 : Vice Chairman

Current Company Titles

2015 - Present : Vice Chairman

Biography

Mr. Cohen is a Chartered Accountant and a former partner in an audit practice of a public accounting firm. Mr. Cohen is the Vice Chair of the board of directors of the Company. Prior to June 1, 2015, Mr. Cohen served as Chair of the Board of FirstService Corporation. Mr. Cohen is the President and CEO of Dawsco Group, a private real estate and investment company owned by Mr. Cohen and his family. Mr. Cohen was a co-founder and Chairman and Chief Executive Officer of Centrefund Realty Corporation, a publicly traded shopping center investment company until August 2000 when control of the company was sold. Mr. Cohen serves as the Treasurer and a Director of the Sinai Health System and is the Co-Chair of the Resources Committee and Building and Development Committee.

Source : Company Web Site, 2016

Dylan E. Taylor, Age 46

Current Company Titles

Unknown - Present : President and COO

Biography

Dylan Taylor is the President and COO for Colliers International. In this role, Dylan oversees the operations of more than 16,300 professionals operating from 502 offices in 67 countries. Dylan's focus is on integrating operations across all services lines; enhancing client engagement strategies and cross-selling; fostering service excellence and an enterprising culture; and developing systems for supporting the strategic growth of Colliers worldwide. **BUSINESS BACKGROUND:** Before joining Colliers International, Dylan was president of Global Client Services for a competing real estate services firm, where he oversaw 15 separate business units comprising 4,000 employees and total revenues of nearly \$300 million. Before that, he spent more than five years as senior vice president of Corporate Solutions for Jones Lang LaSalle, and nearly seven years at SAIA Burgess, a global supplier of electronics based in Switzerland. Under Dylans leadership, Colliers was ranked the No. 1 brokerage firm in the United States (2011/2012) by Commercial Property Executive magazine, and The Lipsey Companys annual survey listed the Colliers brand as the second-most recognized in the world. The World Economic Forum named Dylan one of the top Young Global Leaders in the World for 2011 in recognition of his professional accomplishments, his commitment to society and his potential to impact the world through inspiring leadership. As a commercial real estate thought leader, Dylan has been named a Delphi Fellow for Big Think, a digital knowledge forum that has assembled the top thinkers from around the globe. Dylan is the only real estate industry professional to receive this distinction. **COMMUNITY INVOLVEMENT:** Dylans community service passions include health and children: he has been an avid supporter and board member for both the March of Dimes and the Kempe Foundation for the Prevention of Child Abuse and Neglect. **Education:** MBA, Finance & Strategy, University of Chicago Bachelor of Science, Engineering, with Honors, University of Arizona. **Affiliations & Memberships:** SIOR - Society of Industrial and Office Realtors, CoreNet Global, Urban Land Institute (ULI)

Source : Company Web Site, 2016

John B. Friedrichsen, Age 55

Current Company Titles

Unknown - Present : CFO

Biography

Mr. Friedrichsen serves as Chief Financial Officer of Colliers International Group Inc. Previously, Mr. Friedrichsen served as Senior Vice President & Chief Financial Officer of FirstService, beginning September 2002. Mr. Friedrichsen was responsible for the overall financial management of FirstService, including external and internal financial reporting, budgeting, treasury and procurement of capital, managing relationships with shareholders and lenders. He

was also closely involved in all corporate communications and capital allocation decisions. Mr. Friedrichsen joined FirstService as Vice President, Acquisitions in February 1998, a position that he held until May 2000 when he became Senior Vice President, Acquisitions. Prior to joining FirstService, Mr. Friedrichsen was a Vice President with Ernst & Young Corporate Finance Inc. in Toronto, where he was responsible for advising companies on a range of corporate finance matters, including the raising of capital and acquisitions. Mr. Friedrichsen is a Chartered Professional Accountant and began his career with a predecessor of the chartered professional accounting firm KPMG, based in Toronto. Mr. Friedrichsen holds a Bachelor of Commerce degree from the University of Windsor.

Source : Company Web Site, 2016

Christine Schultz, Age 49

Current Company Titles

Unknown - Present : Chief Marketing Officer

Biography

With a strong real estate industry background, both domestically and internationally, Christine heads global marketing and research. She is responsible for managing the brand and leading marketing and thought leadership strategies worldwide. Christine is focused on driving innovation and measurable results in supporting client engagement efforts globally. Christine played a central role in overseeing the national roll out of Colliers international's new brand identity in April 2010. Prior to joining Colliers International, Christine was the national marketing director for Cushman & Wakefield, where she was responsible for expanding the firm's market share by partnering with senior management and brokers to develop marketing strategies and deliverables for new business pursuits. Christine's professional experience also includes management level positions with Verso Technologies in Atlanta, and RW Beck Inc. and Dames and Moore in Sacramento. She is a veteran of the United States Air Force, serving during Operation Desert Shield/Desert Storm. Accomplishments: As a business development strategist, create and launch new service offerings and identify optional target markets for entry and expansion of professional services. Proven track record in exceeding sales projections and performance benchmarks while staying on budget and reducing overhead expenses. Experience leading national branding and positioning initiatives that result in business and brand equity growth. Education: MBA in Management, Golden Gate University, California Bachelor of Arts, Environmental Science & Economics, California State University, Sacramento, CA Affiliations & Memberships: American Marketing Association and Puget Sound Chapter, CREW, CSCMP, ICSC, Society of Marketing Professionals

Source : Company Web Site, 2016

David Bowden

Title held since 2016 : CEO, Canmada

Current Company Titles

2016 - Present : CEO, Canmada

Biography

As Chief Executive of Canadian business operations, David is responsible for executing the Colliers national business strategy while working in conjunction with Colliers' other regional leaders. Known for his innovative business perspective, David is committed to accelerating the success of Colliers International in Canada by advancing our competitiveness in all 17 markets which we serve. As a long standing executive with Colliers International, David has played an integral role in contributing to the business's success in Canada. He has held a number of senior positions within Colliers including leading the Canadian Corporate Solutions division and the Professional Development group. Accomplishments: David has been working in the industry for 30 years with a focus in process engineering, strategic planning, portfolio measurement standards, systems development and team deployment. His professional experience has involved both a wide geographical scope as well as a diverse cross section of real estate asset classes including office, industrial and manufacturing facilities. While working in the Corporate Solutions division, David was responsible for creating two key business tools. He developed multi-functional Resource Centers offering such services as strategic/financial planning, site selection/GIS mapping, portfolio administration, project management and design build. David was also responsible for creating a Web-based assignment tracking system complete with document archiving and cycle time analysis. David has been involved with developing strategic real estate plans for a number of Fortune 1000 companies. Education: Bachelor of Commerce Urban Land Economics University of British Columbia. Affiliations & Memberships: REALpac.

Source : Company Web Site, 2016

David Hand

Current Company Titles

Unknown - Present : CEO, Asia-Pacific

Biography

David joined Colliers International in 2015 as Chief Executive Officer for Asia Pacific. He is responsible for leading the client strategy and future growth for the region, with a focus on further integrating Colliers services across geographic markets and industry verticals. With more than 20 years of experience in the commercial real estate industry, David brings a depth of experience and an extensive background particularly in capital markets. He has built strong client relationships within the region and globally. David is well respected as an industry leader in Asia Pacific and is a recognised expert in China. He previously instructed on real estate at Harvard GSD and was course leader for a similar course at Georgetown SCS, as well as lecturing on Chinas property markets at Tsinghua University, Beijing. He is a member of the Royal Institution of Chartered Surveyors and is an advocate for gender diversity via mentorship. Education: London School of Economics and Political Science (LSE), London, U.K., University of Liverpool, U.K.

Source : Company Web Site, 2016

John Kenny

Current Company Titles

Unknown - Present : CEO, Australia and New Zealand

Biography

As Chief Executive Officer, Australia and New Zealand, I have led the diversification of the Colliers International business, developing new areas of expertise for the brand via organic growth and strategic acquisitions. I am also a member of both the Global and the Asia Pacific Executive at Colliers International, driving the strategy, client focus and culture of the company around the world. Having joined Colliers International in 1991, I have held various roles in commercial and industrial transactions, valuations and corporate real estate over the course of my property career. Accomplishments: In my role as Chief Executive Officer, Australia and New Zealand, I have led the business to be one of the top performing regions in the Colliers International global business. I have also been instrumental in a number of key acquisitions, including that of PRDNationwide in 2006, creating the largest and most comprehensive property services group in Australia. Education: Associate Diploma in Business (Valuation) Registered Real Estate Valuer (without limitation) Advanced Certificate in Property Agency Affiliations & Memberships: Australian Property Institute of Valuers Fellow (Val Econ), Royal Institute of Chartered Surveyors, National Board Member - Property Industry Foundation, National Board Member - Property Council Australia (2010 to 2014), Member - PCA Property Male Champions of Change

Source : Company Web Site, 2016

Javier Lomelin

Title held since 2016 : CEO, Latin America (LATAM)

Current Company Titles

2016 - Present : CEO, Latin America (LATAM)

Biography

Since 1986 Javier Lomelín began his real estate career in Lomelin Corporation Real Estate, one of the largest and most prestigious firms in Mexico since 1943. At 1991 Javier proactively participates in the creation of Colliers International Mexico, which born form the partnership between Lomelin Corporation Real Estate and Colliers International Property Consultants. In 1993 Colliers Mexico began operations under his direction. Javier always has been played a leading role in the consolidation and development of Colliers in Mexico and Latin America. Javier Lomelin currently has 25 years of Real Estate experience and was named Chief Executive of Latin America in 2009. As CEO, Javier is responsible for the business in Latin America as well as expanding the regions business through entry into new markets and through the creation of new service lines. He is focused on lead efforts to mantain and increase a high level of real estate services through the 22 offices with over more than 600 professionals distributed in Mexico, Colombia, Costa Rica, Perú, Brazil, Argentina, Chile, Panamá, Puerto Rico and Miami. COMMUNITY INVOLMENT Founder and President of the Board of "Corinca Kindergarten", a charitable institution that is focused since 2000 to serve mexican children between two and seven years, coming form low income families and those whose families can't access to a complete education. Promoter of community programs of Colliers International Mexico in support of charitable mexican institutions among which are: "Naturalia-

Cinturón Verde" (Mexico city), "Casa Simón de Betania" (Monterrey), "Estancia de la Senectud" (Guadalajara), "Libera un Tortuga" (Canun). Active promoter of the program EVERYONE GIVES of Colliers International, focused on helping more than 700 charitable institutions around the globe. Accomplishments: Opening and consolidation of Colliers Mexico's offices like: Mexico city, Monterrey, Guadalajara, Puebla, Queretaro, Cancun, Tijuana and Ciudad Juarez. Opening and consolidation of different offices in LATAM, among which are: Bogota (Colombia), Panama (Panama), San Jose (Costa Rica), Miami (USA) and San Juan (Puerto Rico). As a result of his outstanding leadership, in 2009 he was appointed as CEO of Colliers LATAM. Under his management the region has been consolidated showing an increase in the revenues level of more than 150% between 2009 and 2011. In his role as president of the Industrial and Commercial Institute in Mexico (ICEI), he encouraged and strengthened the creation of the certification for Commercial & Industrial Real Estate Professionals (PIC Commercial & Industrial) in collaboration with the Mexican Association of Real Estate Professionals (AMPI) in 2010. Clients: BBVA, Grupo Bimbo, Marhnos, ARA, La Madrileña, Publicidad Ferrer, Regus, Grupo Hotelero Santa Fe. Education: In 1990 obtained a degree in Law from the "Universidad Panamericana", Mexico City. During 1990 and 1991 he attended several required courses to get the License of Broker in the State of California in the Anthony School of San Diego, CA. and the Professional Certificate in Real Estate Developments in the University of California in San Diego. During his stay in California he attended to courses related to Administration and Total Quality also in the University of California in San Diego. In 1994-1995 he participated in the course Business Management Program D-1 by the "Instituto Panamericano de Alta Dirección de Empresas" (IPADE), one of the best business schools in the world, located in Mexico city. In 2003 he obtained the certification by the Mexican Association of Real Estate Professionals (AMPI) as Certificated Professional in Real Estate (PIC). In 2010 he obtained the certification by the Mexican Association of Real Estate Professionals (AMPI) in partnership with the Institute of Commercial and Industrial (ICEI), as a Certificated Professional in Real Estate Commercial & Industrial (PIC Commercial & Industrial). In 2011 he participated in the seminar Latin America leadership Seminar 2011" in Monterrey N.L. In 2011 was invited to participate in the World Economic Forum (WEF) in Puerto Vallarta, Mexico. In 2012 he obtained the certificate by The University of California, Los Angeles (UCLA) Anderson School of Management in partnership with Adolfo Ibañez Business School of Management, for having successfully completed the seminar "Latin America Leadership Miami 2012" in Miami Florida, US. Affiliations & Memberships: Young Presidents Organization Board, Instituto Comercial e Industrial (ICEI), ICSC, Asociacion Mexicana de Profesionales (AMPI)

Source : Company Web Site, 2016

Chris McLernon

Current Company Titles

Unknown - Present : CEP, Europe, Middle East and Africa (EMEA)

Biography

As Chief Executive Officer for Europe, Middle East and Africa, Chris is responsible for the growth and strategic direction of the business in the region. Bringing a depth of experience in building and growing businesses in mature and emerging markets, Chris has played an integral role in growing Colliers International into its current position as a top three global commercial

real estate services provider. Passionate about providing our clients with the highest level of service, Chris is committed to ensuring a seamless service experience across our complete range of services offered in the 40 countries in which we operate in the region. In addition to his role as CEO in the EMEA, Chris is also a member of the global senior executive team that sets the vision and strategy for Colliers International. Chris real estate career began in 1987 when he joined Colliers International as an office leasing advisor in Toronto. One of the most active top producers in Canada, he received awards for completing the most transactions in a single year in 1991, 1992 and 1993. In 1994, Chris relocated to Mexico City to build the Latin America business. In his five years there, he was lead principal on four major acquisitions in Mexico, Brazil, Peru and Columbia. In 1998, he was appointed CEO for the region. In 1999, Chris moved to Miami, home to over 500 Latin American headquarters, to set up the regional corporate solutions team. Chris returned to Toronto in 2002 and expanded his responsibility as CEO of EMEA, focusing on the growth of the emerging European markets and leading acquisitions in six countries in Southeast Europe, the UK, Ireland, Spain and the Netherlands. In 2008, he moved to London where he set up the EMEA headquarters. In 2012, Chris served as lead principal in the acquisition of the Colliers German affiliate, bringing five cities and 230 professionals into the fold. In 2014, he was lead principal in the acquisition of the AOS Group, the premier occupier-focused business in Europe, in a deal that added to the company 430 professionals across 10 countries in multiple service lines. Throughout his career, Chris has delivered exceptional service, fulfilling the real estate needs of major corporations such as Nortel Networks, Federal Express, Oracle Corporation, Cisco Systems, Compaq, Dun & Bradstreet, Ford Motor Land, Microsoft, Regus Business Centers and Silicon Graphics. Accomplishments: Facilitated the unification of Colliers International under a single name and brand. Implemented regional services including corporate solutions into the EMEA and Latin America regions, growing the Latin America corporate solutions business by 650% over eight years. Expanded Colliers International services into Central and Eastern Europe, growing the business by 2300% over six years. Initiated the companys growth into Latin America, growing the revenue 2600% between 1996 and 2007. Acted as the lead principal on 20+ acquisitions throughout the Americas and Europe. Transformed the Colliers EMEA Region from a network of affiliates into a unified, corporate-owned business unit. Education: Bachelor Degree in Economics from Queens University, Canada. Affiliations & Memberships: Young Presidents Organization.

Source : Company Web Site, 2016

Craig M. Robinson

Current Company Titles

Unknown - Present : President, USA

Biography

As President Craig Robinson leads the U.S. operations of Colliers International Group Inc., representing nearly \$1B in annual revenue and 5,000 real estate professionals. Hes responsible for managing all day-to-day aspects of the business including operations, strategic initiatives, mergers and acquisitions and business development. In this role, Craig leverages his considerable real estate experience from corporate and occupier services, to banking, equity real estate investment and capital markets. Accomplishments: Prior to joining Colliers, Craig

was President of Corporate Services at Cassidy Turley, with responsibility for business development, account operations and strategic planning. As a member of Cassidy Turleys executive committee, he focused on corporate M&A growth, capital and enterprise resource planning. He formerly served as Managing Director of Strategy and Consulting for CBREs Global Corporate Services. As head of the Northeast region, he was responsible for over \$140 million in global client accounts, business development, and the consulting service line. Craigs commercial real estate career also includes structuring and managing over \$350 million in equity real estate investments for AIG Global Real Estate. Prior to AIG, as a member of Trammell Crows leadership team, he co-led the launch of its Government and Public Sector practice group and provided strategic consulting services to an array of occupier clients. Before entering the commercial real estate field, he worked for Arthur Andersen Business Consulting in Europe and Goldman Sachs in New York. Robinson serves on a number of boards focused on global commercial real estate, economic development and disadvantaged youth. His current board affiliations include CoreNet Globals Board of Directors, which provides strategic oversight to a 9,000-member global CRE professional association. He also serves on the Harvard Real Estate Academic Initiative Alumni Advisory Board, Coro New York Leadership Center Board (Executive Committee) and, until recently, on the executive committee of Atlantas Historic District Development Corporation. Craig lives in New York with his wife, Dr. Modupe Akinola Robinson, a professor at Columbia Business School. Education: B.S., Massachusetts Institute of Technology M.B.A., Harvard Business School Affiliations & Memberships: CoreNet Global Board of Directors, Harvard Real Estate Academic Initiative Alumni Advisory Board, Coro New York Leadership Center Board

Source : Company Web Site, 2016

Competitors List

| Company | Gross Revenue | Net Profit Margin | Net Operating Cash Flow |
|-----------------------------|---------------|-------------------|-------------------------|
| CBRE Group (Top Competitor) | | 5.21% | |
| Cushman & Wakefield | | -- | |
| Jones Lang LaSalle | | 4.14% | |
| Newmark Knight Frank | | -- | |



CONTACT DETAILS

DIR +1 561 804 9678

FAX +1 561 655 5950

Colliers International
South Florida, LLC
4500 PGA Boulevard
Suite 110
Palm Beach Gardens, FL 33418

www.colliers.com/southflorida