



Plan. Act. Succeed.

ACTIO Corporate Asset Advisors

Client List

Agilent Technologies
Avon
BASF
Cenveo
Cerberus
Constellation Energy
Emmes Asset Management
FMC
Fruit of the Loom
Hero Beech Nut
La-Z-Boy
Lennox International
Louis Dreyfus Company
Newell Rubbermaid
Patriarch Partners
Scholastic
Schlumberger
Terex
Vanguard Properties
Warner Lambert
Wolverine Tube, Inc.

What Do We Do?

Actio Corporate Asset Advisors develop and implement creative solutions to help clients maximize the value of corporate real estate assets.

Who Do Our Solutions Help?

Actio helps corporate leaders and investors increase real estate driven earnings by synchronizing corporate strategy and real estate resources.

How Can We Help?

We offer comprehensive services and guidance in the following areas:

- Portfolio Review & Analysis
- Corporate Reporting & Accountability Standards
- Special Real Estate Projects
- Site Selection and Acquisition
- Transaction Oversight & Monitoring

Why Choose Us to Provide Critical Real Estate Guidance?

Experience:

Our multidisciplinary team has spent over 20 years delivering bottom line value and tangible results to some of the world's most prominent corporations.

Expertise:

We have consistently leveraged superior market intelligence for clients in 48 U.S. states, Canada, Mexico, South America and Europe.

Our success relies on a proactive and overall strategy. Actio is a critical advisory input to the corporate decision making process.

Actio's experienced professionals serve client needs to solve and turn around difficult problems to meet corporate objectives.

Services



Portfolio Review and Analysis

- Establish or enhance a corporate strategy for non-core assets
- Physical and market understanding
- Strategic direction
- Oversight

Special Real Estate Projects (Troubled, Unusual Assets)

- Overview of market, building and environmental conditions
- Potential reuse vision for the asset
- Prepare and implement exit strategy

Corporate Reporting and Accountability Standards

- Design and implement programs for corporate oversight of the real estate life cycle
- Create value and limit exposure for non-core business assets
- Control and review process for timely and informed reporting and accountability
- Establish goals and standards
- Project potential financial outcomes
- Designed to keep corporation in a position to create value and limit exposure for non-core business assets

Site Selection and Acquisition

- Establish standards
- Location evaluation, data collection, location visits
- Comparative location analysis
- Personnel impact and workforce requirements
- Preliminary economic analysis
- Site and building analysis
- Critical path modeling for new location

Transaction Oversight and Monitoring

- Business points/LOI
- Contract
- Due Diligence
- Cure/renegotiations
- Closing

Disposition

Property and real estate represent as much as a third of the assets in a typical balance sheet. A company can generate financial flexibility by addressing inefficiencies in the way it utilizes space, and monetizing underutilized real estate assets. Actio identifies opportunities to create value within a balance sheet by uncovering non-optimized or undervalued assets. Actio does this for the most complex corporate assets of all types. Typical services include selling excess land, gaining additional development rights or entitlements for larger campus properties, and repositioning assets for sale by changing the highest and best use.

Consultation

The real estate portfolio of a company is worth much more than the simple sum of underlying properties. Corporate real estate is a strategic resource that can either enhance or sometimes even detract from corporate performance. Actio helps companies find the hidden value of each real estate portfolio by synchronizing corporate strategy and real estate resources. This enhances liquidity and shareholder value. Scarce corporate capital is no longer dedicated to unproductive assets. Breakthrough performance gains, significant cost savings, and tangible value can be found across the entire real estate life-cycle. A portfolio improvement analysis is used to analyze real estate related costs and capital allocations. Based on the business conditions of a company, this analysis can help a company understand how efficiently capital is being used for land, plant, and equipment. This can lead to improving ROA and ROE, which can further unlock net income derived directly from the real estate portfolio.

Acquisition

Appropriate site selection has a direct impact on a corporation's operating budget. Transportation logistics, traffic patterns, local labor costs, and demographic data all contribute to the success of any corporate site. Actio assists their clients with this process by offering comprehensive services that include operational need assessment, proximity analysis, and labor force evaluation. The resulting information allows Actio to identify and analyze viable options, carry out building and land negotiations, as well as facility development and various types of property expansions. Actio's acquisition services range from standard site selection to turnkey build-to-suit facility process implementation and project oversight.

Ownership

Property ownership is a complex part of the corporate equation. Valuable time is spent maintaining the existing corporate real estate portfolio and keeping the company's network running efficiently. Actio provides consolidation or merger strategies, lease evaluation and management, and local market analysis that can assist corporations in keeping the network running smoothly for the best available rate. Actio has proven to be an invaluable resource to clients by assisting in cost savings strategies and strategic management evaluations. These strategies are often possible by utilizing green energy solutions, renegotiations, and various types of incentives to keep facility costs low and increasing net revenue at its most macroscopic level.

Meet Our Team



Michael A. Katz

Michael Katz is a principal of Actio with more than 20 years of experience in the repackaging and redevelopment of surplus corporate facilities. Michael is a former principal of Corporate Properties, LLC and Corporate Asset Advisors, LLC, where he worked with major corporations, such as Schlumberger Ltd., Fruit of the Loom, La-Z-Boy, Sunbeam, Johns Manville and Terex, generating over \$300 million from their surplus and underutilized land and plant assets. With particular expertise in turnaround and brownfield situations, Michael brings a corporate perspective as he recommends and implements solutions tailored to achieve our clients goals. With a Bachelor's Degree and Master's of Business Administration from Columbia University, Michael started his career at CBS Inc., where he managed foreign currency exposures and international capital structures. He continued at Price Waterhouse, where he redirected his corporate financial expertise to serve the real estate needs of its clients. Michael is active in community organizations. He serves on the Executive Board and chairs the Board of Education of the North Shore Hebrew Academy on Long Island.

Spiros V. Antoniadis

Spiros Antoniadis has more than 30 years of experience with the strategic planning and marketing of real estate assets for public and private sector clients. He has served as project director on a wide range of economic development and corporate real estate projects, including brownfield and superfund site redevelopment, site relocation, property disposition, real estate management structures and marketing strategies. He has created and executed a wide range of exit strategies for

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his corporate clients, including Amerada Hess, Chevron, Agilent Technologies, Cytec Industries, and International Paper. Spiros completed his Bachelor's Degree at the University of Colorado and performed Master of Arts and doctoral work at Miami University, in Oxford, OH.

Ken I. Sadinoff

With over 20 years of marketing and advertising experience in the Real Estate, Hospitality and Tourism industries, Ken Sadinoff has developed sophisticated marketing programs for major developers including Millennium Partners, Cappelli Enterprises, Ginsberg Development and The Sapir Organization. Past affiliations include the Grand Coral Rivera Maya, a \$1B master planned resort community in Playa Del Carmen, Mexico; six Ritz-Carlton properties in NY, Boston and Washington DC; and Four Seasons properties in Miami and San Francisco. Other corporate clients have included Avis, Mercedes-Benz, Bulova, Church and Dwight, Delta Dental, EuroHypo, Hyperion Software and Louis Vuitton. Ken brings to Actio an ability to see the big picture but focused attention on the small details necessary for the implementation of successful projects. Ken holds a B.A. in Political Science from Boston University.

Zachary S. Cherney

Zachary Cherney directs the asset management strategy for Actio's corporate clients, which includes analysis of existing asset performance and value creation opportunities. He previously worked at HRM Realty where he was actively involved in the acquisition, disposition, repositioning and asset management of a portfolio of multi-family properties in New York City. Prior to HRM, Zach worked at Douglas Elliman Development Marketing, where he collaborated with many of New York City's most active real estate owners and developers. In addition to his marketing and development work, Zach was responsible for developing comprehensive reports and analysis for his clients to facilitate the highest possible performance of each asset. Zach is a licensed real estate agent in New York State. He holds Bachelor of Science degrees in Public Policy and Criminal Justice from the University of Arizona and a Master's of Science in Real Estate from New York University.

Robert DePiero

Robert DePiero has more than 14-years of experience in commercial real estate and corporate consulting. Robert excels in acquisitions, underwriting, management and disposition of real estate assets with special strengths in financial analysis, marketing and management of brokerage relationships. He was the Vice President of Real Estate for Cenveo Corporation until 2017. Prior to joining Cenveo Robert was a Director at Corporate Properties, after spending two years at Marcus & Millichap as a commercial real estate broker focusing on investment sales. Robert also serves as a Managing Member of VanRock Properties, LLC and oversees build-to-suit, ground-up developments and adaptive reuse/redevelopment projects. Robert has a MS from the NYU's Shack Institute of Real Estate. He is a member of the Urban Land Institute (ULI), the International Council of Shopping Centers (ICSC) and the Industrial Asset Management Council (IAMC).

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Nick A. Sawka

Nick Sawka is a seasoned civil engineer and project manager in the site design, development, and construction realm, with experience ranging from survey services and construction management to earthwork analysis and water and sewer modeling. His expertise encompasses all aspects of commercial, residential, light industrial, medical office, and hospitality design. He is also fluent in local government policies, reviews, and procedures as they relate to real estate development, having worked to ensure the success of various projects on behalf of both the developer and the community. Before arriving at Actio, Nick oversaw a staff of 25 at a large engineering firm, running a development program for a large corporate retailer throughout the southeast. Program work included overseeing pre-development inspections, overseeing and designing projects, ensuring projects performed to expectations, reporting to client on project design and construction status, auditing contractors on work performed, and ensuring compliance with local and state agencies.

John M. Burns

John Burns was most recently the Director of Real Estate at Bimbo Bakeries USA, a position he held for 15 years. At Bimbo, he directed all real estate activities for this \$6 billion maker of such well-known brands as Arnold Breads, Entenmann's cakes and Thomas English Muffins. In that capacity, he managed a portfolio of over 1200 industrial, office and retail properties around the United States, developing and overseeing construction of numerous distribution centers and warehouse facilities. His professional "sweet-spot" is to extract value from obsolete surplus corporate assets by imagining their potential future uses and then repositioning them for redevelopment.

Earlier in his career, John gained extensive experience in disposing of environmentally challenged industrial properties for a national wood products manufacturer. He also has experience buying and selling timberlands.

John holds a bachelor's degree from Colgate University and a J.D. from Lewis and Clark School of Law where he focused on environmental law.

John is a member of the Urban Land Institute and a member of the Industrial Asset Management Council.



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