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COMMERCIAL REAL ESTATE ADVISORY SERVICES SINCE 1968



OUR STORY

On July 8th, 1968 in Cleveland, Ohio we started our business based on a simple promise:

Satisfying our clients with a high level of integrity is our number one priority.

A half century later, we are still delivering on that promise. Through a culture of entrepreneurial spirit that encourages dedication to our client's success, innovation that matters for our clients and our industry, and personal responsibility in everything we do, we are ready to tackle the challenges of the 21st century.

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LOYALTY. INTEGRITY. TRUST.

COMPETITIVE ADVANTAGE

Driven by loyalty, integrity and trust we strive to be a valuable strategic partner to our clients.

With expertise in real estate, finance, accounting and technology, we bring deep knowledge and resources to all areas of our client's businesses and manage client assets with a goal oriented approach and a commitment to client service.

COMMERCIAL REAL ESTATE ADVISORY SERVICES SINCE 1968

SERVICES



CORPORATE REPRESENTATION

Corporate Services and Strategies

CORPORATE REAL ESTATE

We partner with corporations to consult and assist with all of their real estate needs including strategic planning, selling, leasing, buying, lease administration, build-to-suits, sale/leaseback transactions and property evaluations.

REAL ESTATE AS A SERVICE

We can assist you in negotiating a real estate transaction, whether it's an acquisition, divestiture, lease renewal, extension or termination to achieve the most favorable terms and conditions.

PROPERTY BROKERAGE

We've been engaged in buying, selling and leasing office and industrial properties locally, nationally and internationally. Our understanding of transaction management, market trends, pricing, property management and investment returns enables us to provide you with the information to make the right real estate decisions.



PRIVATE EQUITY SERVICES

Unparalleled Expertise. Unmatched Performance.

GOALS BASED SOLUTIONS

By reviewing your real estate assets to identify cost-saving and cash generating opportunities, we work with you to develop and execute a real estate program that increases enterprise value.

INCREASED OPERATIONAL EFFICIENCY

We have saved our private equity clients millions by executing sophisticated real estate strategies.

NO FEE ASSESSMENT

WWM will perform a no fee assessment of your owned and leased facilities to identify opportunities to maximize the value of your real estate portfolio.



INVESTMENT REAL ESTATE

Tailored Commercial Real Estate Investment Strategies

AN OWNERSHIP APPROACH

With an early background in developing and owning over 800,000 SF of office and industrial real estate, we bring an ownership approach to the table.

LOCAL PRESENCE, GLOBAL REACH

Whether investing at home or abroad, WWM has worked with numerous clients throughout Ohio and across North America.

SALE LEASEBACK EXPERTISE

Our extensive experience in structuring and selling sale leaseback investments has lead to innovative solutions to help our clients grow their business. WWM is recognized as an industry leader in structuring and executing sale leaseback initiatives throughout North America.

TESTIMONIALS



KEY BANK

"Weber Wood Medinger has been an integral part of our branch expansion and relocation efforts for the past several years. Their understanding of our principal needs regarding site selection, deal economics and customer focus, combined with their creative approach to finding and assembling the best sites in a trade area have been instrumental in our success. Weber Wood Medinger is definitely a valuable and trusted partner to KeyBank."

ANCORA®

ANCORA ADVISORS

"WWM spent countless hours assisting us in a way that goes, in my mind, above and beyond what normally goes into a search. We appreciate all your support along the way. We could not have done this without you and we are grateful for the collaboration."



MCDONALD HOPKINS

"When we began the process to renew our lease or relocate our headquarters, we wanted to work with a partner we could trust. We felt that, with a half century of experience and a sterling reputation, WWM was the right choice. Their proven process, strategic approach and expertise allowed McDonald Hopkins to position itself successfully for the future."



INVACARE

"...having your firm in our corner during negotiations greatly enhanced our negotiating strength and saved money for Invacare. Your approach to developing options for our consideration created a competitive real estate environment where one was not present before."



KIRTLAND CAPITAL PARTNERS

"Weber Wood Medinger has been an integral part of managing the real estate initiatives and activities for several of our portfolio companies throughout the years. We value their expertise in the due diligence process and maximizing the return potential of our investments. WWM is very responsive and delivered positive results to our firm."



RESILIENCE CAPITAL

"We have worked with Weber Wood Medinger for over 10 years on real estate projects involving several of our portfolio companies. Whether it is a sale leaseback, facility disposition or due diligence on a potential acquisition, WWM has consistently added value to our process."



TRW AUTOMOTIVE

"Weber Wood Medinger has supported TRW Automotive for several years and continues to prove their ability to adapt to the ever changing strategic requirements of our Company. Your analysis and counsel is important in each transaction we conduct. We are pleased to have you as part of our team."



AUSTIN POWDER COMPANY

"Your knowledge of the overall industry and economic climate in real estate clearly worked to our advantage in our negotiations. As you know, lowering administrative overhead is absolutely essential in order for companies such as Austin to continue to prosper in these turbulent times. Because of your fine efforts, Austin was able to secure a new lease at terms significantly better than under our prior lease."

MEET THE TEAM

Alan W. Wood

Partner



Alan specializes in corporate consulting with specific emphasis on strategic planning. He has extensive local and national experience in construction supervision and development, traditional sales and leasing, as well as in disposition marketing, tenant representation, land assemblage, site selection, and lease analysis. Before the

formation of WWM, he spent seven years with several major real estate brokerage firms in the Cleveland area. Alan is an associate member of the Urban Land Institute and attended the University of Colorado.

Sale & Leaseback Specialist

As a main focus of his business, Alan has spent the majority of his career successfully creating and executing sale & leasebacks for clients.

Hall of Fame

For the many accomplishments Alan has achieved in his career, he has been recognized as a proud member of the Midwest Real Estate Hall of Fame.

Founding Partner

Alan is a founding partner of Weber Wood Medinger.

Gerald B. Medinger, SIOR

Partner



Jerry represents corporate clients on a local, national and international basis. In addition to strategic planning, his transaction activities include acquisitions, dispositions and lease negotiations for office, R&D and industrial properties. Preceding his partnership at WWM, Jerry developed his real estate and sales skills at

Osborn Manufacturing Company, 3M Company, and Jordan, Newell & Company. He served on the Cleveland Area Board of Realtor's Ethics Committee, the Board of Trustees of Health Hill Hospital, and is an alumnus of Leadership Cleveland. Jerry received his Bachelor of Arts degree from Denison University and has been a member of the Society of Industrial and Office Realtors (SIOR) since 1982.

Giving Back

Jerry has given back to the community by serving as the president of the Ed Keating Center's Board of Trustees for 13 years.

Hall of Fame

For the many accomplishments Jerry has achieved in his career, he has been recognized as a proud member of the Midwest Real Estate Hall of Fame.

Founding Partner

Jerry is a founding partner of Weber Wood Medinger.

James E. Klements, CPA, SIOR

Partner & CFO



Jim is a partner and the firm's chief financial officer. He has significant experience managing national account relationships in multiple North American markets including site selection, lease vs. purchase/develop analysis, build-to-suit projects and property dispositions. Jim is particularly adept at managing complex transaction assignments and to the benefit of

his clients, skilled at identifying and vetting outside brokers for collaboration on joint transactions. As a broker, he specializes in office and industrial leasing, development and construction supervision, property management, and financial analysis. Before joining WWM in 1980, Jim was with Ernst & Young, Certified Public Accountants for more than five years. He is a member of the Society of Industrial and Office Realtors (SIOR), CORENET Global and the American Institute of Certified Public Accountants. Jim received his Bachelor of Science degree from Miami University in 1975 and became a CPA in 1976.

Certified Public Accountant

Jim brings a wealth of financial knowledge to WWM as a Certified Public Accountant (CPA).

Memberships

Jim is a proud member of the Society of Office and Industrial Realtors and CORFAC International.

Global Presence

Jim has represented both local and international clients in multiple capacities.

Blair V. Wood, SIOR

Partner



Blair specializes in corporate services with a focus on strategic analysis implementation of value generating real estate initiatives on his client's owned and leased facilities in the US, Canada and Mexico.

Blair begins each client engagement with a thorough planning and due diligence process designed to suit

the client's short-term and long-range business objectives. He has extensive experience in lease negotiations, sale leaseback transactions, site selection, acquisition, lease terminations/dispositions development including entitlement work with raw land and parcel assemblage for redevelopment of urban locations.

Blair has managed redevelopment projects, been a project manager in build-to-suits and has successfully completed numerous disposition marketing assignments and sale leaseback transactions. Prior to joining WWM, Blair was a real estate sales associate for six years in Colorado. He attended the University of Colorado at Boulder.

Private Equity & Sale Leaseback Specialist

As a main focus of his business, Blair has spent the majority of his career successfully finding ways to increase enterprise value for his private equity clients.

Memberships

Blair is a proud member of the Society of Office and Industrial Realtors and CORFAC International.

Corporate HQ

Blair has worked with large corporations across North America with their corporate HQ relocations.

Denise Hahn



Denise represents tenants and property owners throughout Ohio with particular market expertise in Cleveland's west side, east side, south side and Central Business District. Since 1994, she has performed analysis and leasing transaction management for clients in office, industrial and retail sectors. In addition, Denise has been involved in dozens of sales transactions representing

both sellers and buyers of land and commercial buildings. Known for repeat business, Denise has helped many businesses expand as they have grown. Denise's clients benefit from her insightful market knowledge and understanding the degrees of flexibility between local ownership groups and institutional investors when negotiating a purchase or lease agreement. Two of her greatest strengths are quick response time to client requests and the ability to focus 100% of her efforts on the task at hand. Denise graduated with a Bachelor of Arts degree in sociology from Miami University in 1992.

Listing Specialist

Denise handles the majority of WWM's listings. She has extensive experience with commercial and land listings.

Local Expertise

Since 1994, Denise has help clients on Cleveland's west side, east side, south side and Central Business District.

Repeat Business

By delivering outstanding client satisfaction Denise has an impressive track record for repeat business.

Kevin G. Joseph



Kevin's tech-savvy background provides a forward-looking, competitive advantage to clients of WWM. His knowledge of industry disruptive technologies and their potential impact on the commercial real estate sector will help guide business owners in their decision making. Before joining WWM, Kevin worked as a Cybersecurity Strategist for

IBM Security where he leveraged his skills and strong network to provide strategic guidance to Fortune 500 C-Suite executives. Kevin's ability to earn the confidence of corporate executives and advise them of the advantages and risks of a situation have enhanced his role as a trusted business advisor. Kevin graduated with a Bachelor of Science degree in business administration from the University of Dayton in 2014.

Thought Leader

Kevin has been recognized as a cybersecurity thought leader on securityintelligence.com, powered by IBM.

Fortune 500 Experience

Kevin has strategized with and advised chief executives from several of the worlds largest companies.

21st Century Real Estate

Kevin's knowledge of industry disruptive technologies and their potential impact on the commercial real estate sector help guide his clients in their decision making.



WEBER | WOOD | MEDINGER

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The logo features a stylized red and blue circular graphic to the left of the text 'CORFAC International' in a bold, sans-serif font.

CORFAC
International