



INTERCHANGE 2025

THE CUSHMAN & WAKEFIELD INDUSTRIAL CONFERENCE & EXPO

Better never settles

TABLE OF CONTENTS

<u>Agenda</u>	<u>03</u>
<u>Mobile App</u>	<u>06</u>
<u>Conference Map</u>	<u>08</u>
<u>Sponsors</u>	<u>12</u>
<u>Speakers</u>	<u>14</u>
<u>Attendees</u>	<u>34</u>

INTERCHANGE 2025

THE CUSHMAN & WAKEFIELD INDUSTRIAL CONFERENCE & EXPO



CUSHMAN &
WAKEFIELD

AGENDA

SCHEDULE OF EVENTS

Monday, May 5, 2025

12:00 – 5:00 p.m.	Registration - Sponsored by Ryan Companies
12:00 – 1:30 p.m.	Welcome Lunch - Sponsored by PNK Group
2:00 – 5:00 p.m.	General Session - Sponsored By Link Logistics Kick off your conference experience with our General Session, featuring a dynamic mix of panel discussions, conversations, and presentations on the key topics shaping the industrial real estate industry.
5:30 – 6:30 p.m.	Happy Hour - Hosted by Link Logistics
7:00 – 9:00 p.m.	Welcome Reception - Hosted By Cushman & Wakefield & Prologis

Tuesday, May 6, 2025

7:30 – 9:00 a.m.	Rise & Shine Breakfast - Sponsored by NPSG Global
7:30 – 9:00 a.m.	Women's Breakfast - Sponsored by Ares Industrial Management
9:00 a.m. – 3:00 p.m.	The Industrial Park - Sponsored by Prologis Step into our interactive Industrial Park, a dynamic hub of activity featuring live content and sponsor booths, including: <ul style="list-style-type: none">• The Trend Talks Theater - Sponsored by PNK Group• Regional Breakouts - Sponsored by VanTrust• Information Warehouse
11:30 a.m. – 1:00 p.m.	Networking Lunch - Sponsored by PNK Group
3:00 – 4:00 p.m.	NextGen Happy Hour - Sponsored by IDI Logistics
5:00 – 7:00 p.m.	Closing Reception - Hosted By Cushman & Wakefield
7:00 p.m.	Sponsor Receptions or Dinner on Own

Wednesday, May 7, 2025

7:45 – 10:45 a.m.	Port Houston Tour - Pre-Registration Required
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AGENDA

Monday, May 5, 2025

12:00 – 5:00 p.m. **Registration** Sponsored by Ryan Companies – Texas Foyer

12:00 – 1:30 p.m. **Welcome Lunch** Sponsored by PNK Group – Texas Ballroom Salon A–C

2:00 – 5:00 p.m. **GENERAL SESSION** Sponsored By Link Logistics – Texas Ballroom

Welcome to INTERCHANGE!

- Victoria Malkin, *President, Americas Markets, Cushman & Wakefield*
- Jason Tolliver, *President of Americas Logistics & Industrial Services, Cushman & Wakefield*

Partnering for Impact: A Conversation with Link Logistics

- Jack Hennessey, *Senior Managing Director, Central Region, Link Logistics*
- Jason Tolliver, *President of Americas Logistics & Industrial Services, Cushman & Wakefield*

Go With the Flow: The Impact of Capital Flows on the Real Estate Investment Cycle

- Jim Carpenter, *Vice Chair, Cushman & Wakefield*
- Abby Corbett, *Senior Economist, Global Head of Investor Insights, Cushman & Wakefield*
- James Chapman, *International Partner, Cushman & Wakefield*
- Grant Matthews, *Senior Vice President, Investments, Texas, Link Logistics*
- Kelsey Perrin, *Vice President, Acquisitions & Dispositions, Prologis*

BREAK

The Future of Warehousing & Distribution: Trends Shaping the Developments of Tomorrow

- Ben Harris, *Head of Industrial Consulting, Cushman & Wakefield*
- Rick McDonald, *CEO of Rick McDonald Supply Chain Advisory LLC & Former Chief Supply Chain Officer of The Clorox Company*

Data Center Demand: Impacts on Industrial Development

- JC Witt, *Senior Vice President & Investment Officer, Data Centers, Prologis*

Rethinking Retail Logistics: Adapting Real Estate to Supply Chain Shifts

- Barrie Scardina, *President of Americas Retail Services, Cushman & Wakefield*
- Barrett McGoldrick, *Chief Operating Officer, Ariela & Associates International*
- Nathan Cray, *President of Crayore Consulting & Former Chief Supply Chain Officer of Claire's*

Navigating the Unknown: Strategy & Resilience in Industrial Real Estate

- Miles Treaster, *President of Americas Capital Markets, Cushman & Wakefield*
- Adon Panattoni, *CEO, Panattoni Development Company*

The Power of Partnership

- Marla Maloney, *Co-Chief Executive, Americas, Cushman & Wakefield*
- Brad Krieger, *Co-Chief Executive, Americas, Cushman & Wakefield*

5:30 – 6:30 p.m. **Happy Hour** Hosted by Link Logistics – Texas Foyer

7:00 – 9:00 p.m. **WELCOME RECEPTION** Hosted By Cushman & Wakefield & Prologis – Altitude Pool Deck

AGENDA

Tuesday, May 6, 2025

7:30 – 9:00 a.m. **Rise & Shine Breakfast** Sponsored by NPSG Global – Altitude Pool Deck

7:30 – 9:00 a.m. **Women’s Breakfast** Sponsored by Ares Industrial Management – David Mitzner Room

9:00 a.m. – 3:00 p.m. **THE INDUSTRIAL PARK** Sponsored by Prologis – Texas Foyer
Includes Sponsor Lounges & Information Warehouse

9:00 - 9:30 a.m.	REGIONAL BREAKOUT Northeast	TREND TALK Trade, Tariffs & Trends: Managing Uncertainty, Finding Opportunity
9:30 - 10:00 a.m.	Texas Ballroom Salon F (9:00-9:45 a.m.)	TREND TALK The Power of Automation: Reducing Labor Market Dependence with Early Warehouse Planning
10:00 - 10:30 a.m.	REGIONAL BREAKOUT Southeast / Florida	TREND TALK Uncovering Trends: How Occupier Behaviors Shape Industrial Real Estate
10:30-11:00 a.m.	Texas Ballroom Salon F (10:00-10:45 a.m.)	TREND TALK Navigating Development Challenges: The How, Where and Who of Dealmaking in Today’s Market
11:00 - 11:30 a.m.	REGIONAL BREAKOUT Central / Midwest / Texas	TREND TALK Maximizing Asset Value: Meeting Occupier Needs with Sustainable Building Practices
11:30 a.m. – 12:00 p.m.	Texas Ballroom Salon F (11:00-11:45 a.m.)	

11:30 a.m. – 1:00 p.m. **Networking Lunch** Sponsored by PNK Group – Texas Ballroom Salon D-E

1:00 - 1:30 p.m.	REGIONAL BREAKOUT Mountain West	TREND TALK Built for Now: Meeting Construction Demand with Build-to-Suit Solutions
1:30 - 2:00 p.m.	Texas Ballroom Salon F (1:00-1:45pm)	TREND TALK Data-Driven Site Selection: Mitigating Risk Through Market Intelligence
2:00 - 2:30 p.m.	REGIONAL BREAKOUT West	TREND TALK AI in Action: Technology Advancements in CRE
2:30 - 3:00 p.m.	Texas Ballroom Salon F (2:00-2:45pm)	TREND TALK Achieving High Performance: The Role of Personal Wellness in Workplace Success

9:00 a.m. – 3:00 p.m. **Sponsor Lounges** – Texas Foyer

9:00 a.m. – 3:00 p.m. **Information Warehouse** – Texas Foyer

3:00 – 4:00 p.m. **NextGen Happy Hour** Sponsored by IDI Logistics – David Mitzner Room

5:00 p.m. – 7:00 p.m. **Closing Reception** Hosted by Cushman & Wakefield –
[Chapman & Kirby | 2118 Lamar Street, Houston, TX 77003](https://www.cushmanwakefield.com/en/usa/locations/chapman-kirby/2118-lamar-street-houston-tx-77003)

7:00 p.m. Sponsor Receptions or Dinner on Own

Wednesday, May 7, 2025

7:45 – 10:45 a.m. **Port Houston Tour** *Pre-Registration Required*

DOWNLOAD OUR MOBILE APP

for access to the conference agenda,
attendee list, important reminders & more.



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8. Enter your login and password.

Login: Registration email address

Password: Cushman (case sensitive)



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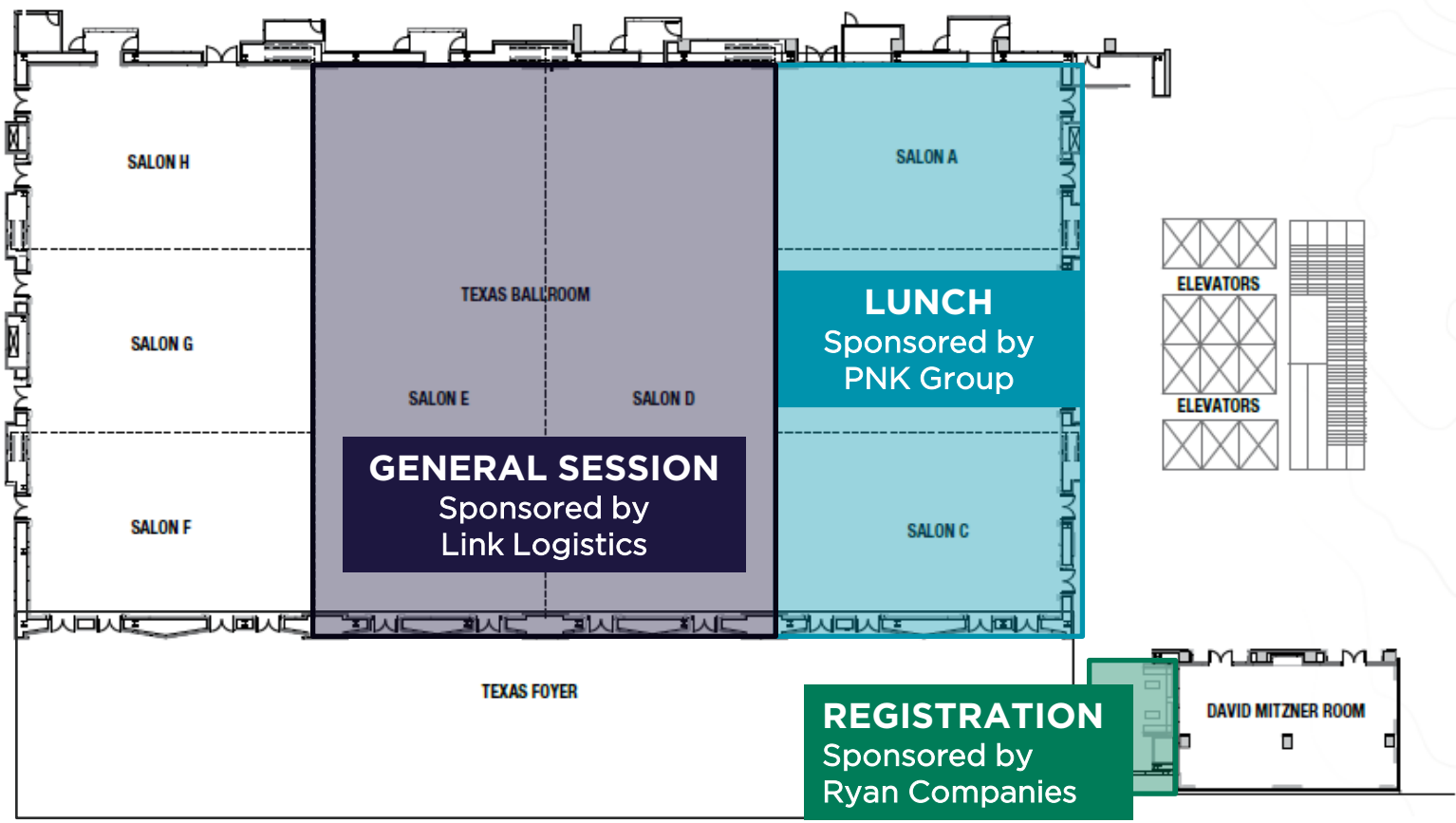
THE CUSHMAN & WAKEFIELD INDUSTRIAL CONFERENCE & EXPO



**CUSHMAN &
WAKEFIELD**

CONFERENCE MAP

MONDAY, MAY 5
LEVEL 4

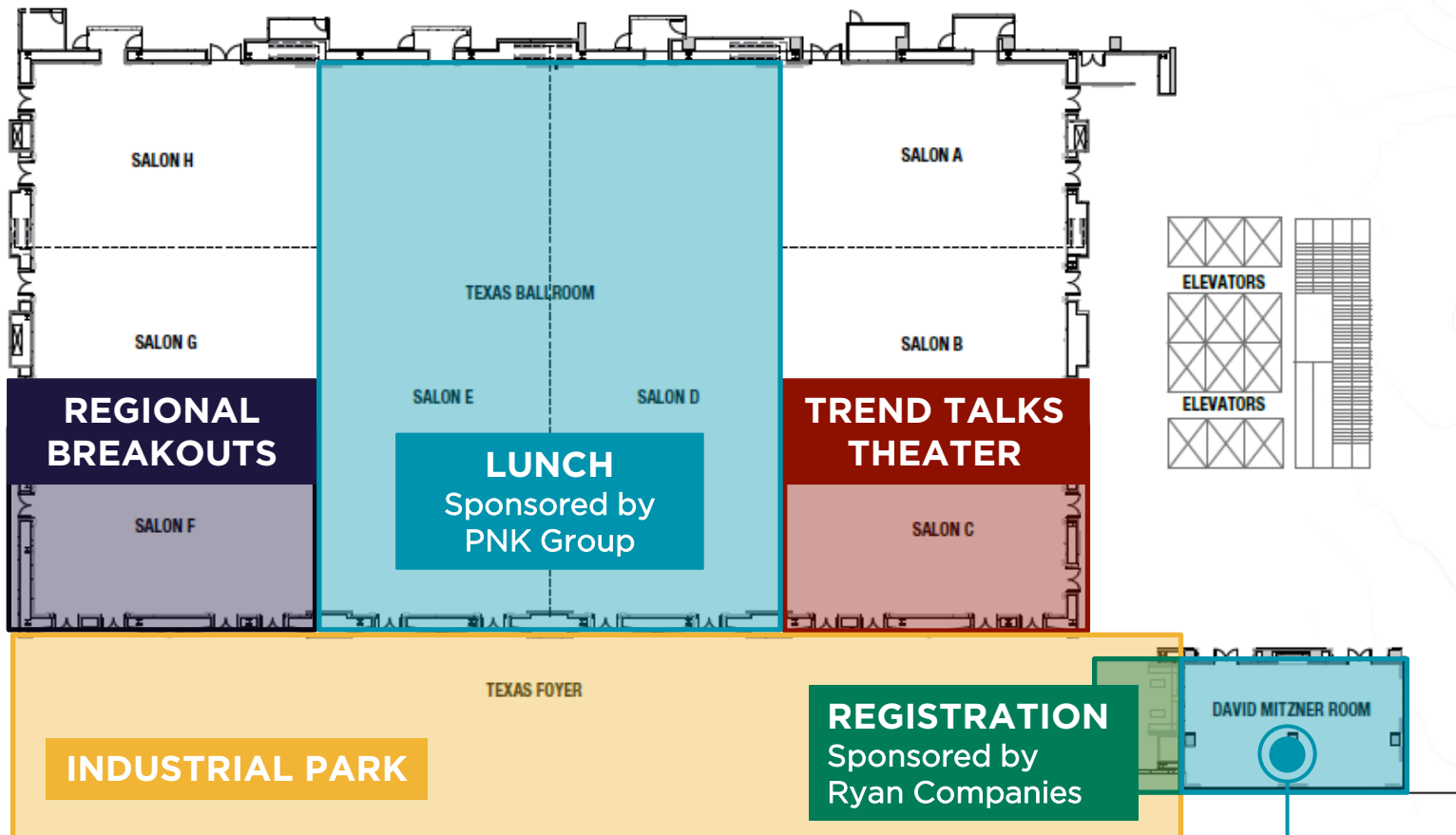


WELCOME RECEPTION:
Level 6 | Altitude Pool Deck
Hosted by Cushman & Wakefield and Prologis

CONFERENCE MAP

TUESDAY, MAY 6

LEVEL 4



INDUSTRIAL PARK

Sponsored by Prologis

Connect, collaborate, and explore the future of industrial in this dynamic expo space.

REGIONAL BREAKOUTS

Sponsored by VanTrust

Discuss market insights across the U.S.

TREND TALKS THEATER

Sponsored by PNK Group

Bite-sized sessions on emerging industrial trends.

WOMEN'S BREAKFAST

Sponsored by Ares Industrial Management

NEXTGEN HAPPY HOUR

Sponsored by IDI Logistics

BREAKFAST: Level 6 | Altitude Pool Deck

CLOSING RECEPTION:

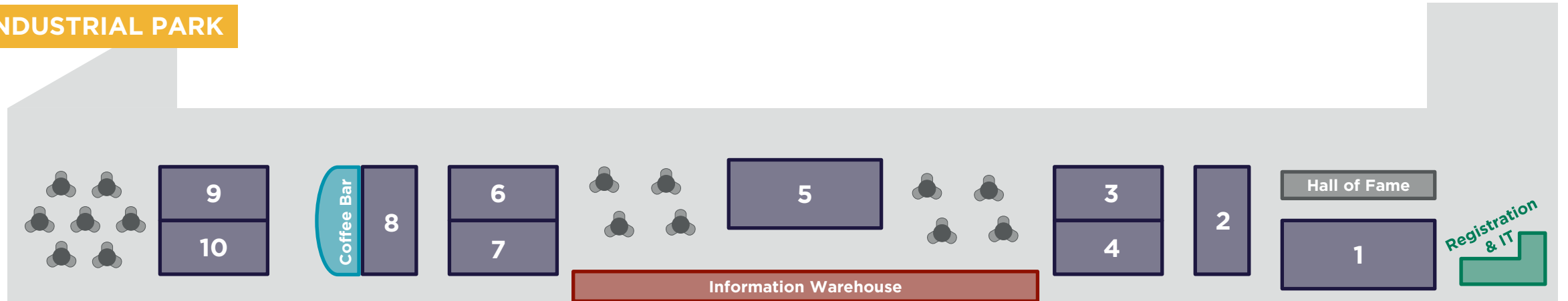
OFF SITE | Chapman & Kirby

Hosted by Cushman & Wakefield

[Click Here for Directions >](#)

CONFERENCE MAP

INDUSTRIAL PARK



SPONSOR BOOTHS

1. Cushman & Wakefield
2. PNK Group
3. Scannell Properties
4. Ryan Companies
5. Prologis
6. Military & Veterans Program
7. Lovett Industrial
8. Link Logistics
9. VanTrust Real Estate
10. NPSG Global

INFORMATION WAREHOUSE

Meet with Cushman & Wakefield's experts to unpack your real estate challenges and explore smarter solutions.

- Industrial Consulting
- Technology & Data Solutions
- Asset Services
- Sustainability Services
- Project & Development Services
- Valuation & Advisory
- Property Marketing Center of Excellence

CONFERENCE MAP

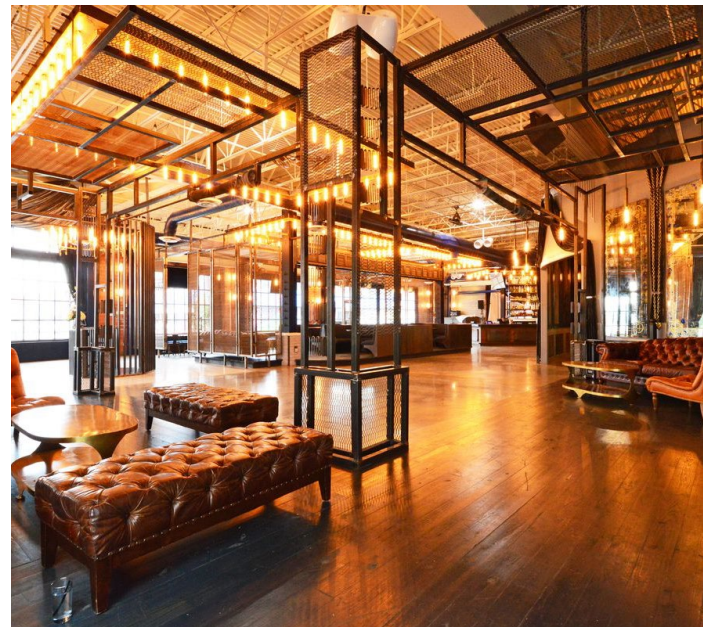
TUESDAY, MAY 6

CLOSING RECEPTION

Chapman & Kirby | 2118 Lamar Street, Houston, TX 77003



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Regional Breakout Sponsor



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Registration Sponsor



Rise & Shine Breakfast Sponsor



Sustainability Sponsor



Lanyard Sponsor



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Women's Breakfast Sponsor



NextGen Happy Hour Sponsor



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Logo Sponsors



Wonderful logistics center.

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FOR YOUR SUPPORT!

GENERAL SESSION SPEAKERS

INTERCHANGE 2025

THE CUSHMAN & WAKEFIELD INDUSTRIAL CONFERENCE & EXPO



CUSHMAN &
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GENERAL SESSION SPEAKERS

Welcome to INTERCHANGE!



Victoria Malkin
President, Americas Markets
Cushman & Wakefield

As President, Americas Markets, Victoria Malkin oversees in-market strategies and leads local markets across the Americas, including driving revenue growth, managing strategic planning, guiding talent development, and optimizing operational performance.

Previously, she served as Regional President, Central, and oversaw business in local markets, including Chicago, Detroit, Indianapolis, Kansas City, Minneapolis, Ohio, St. Louis, Texas and Canada, and was responsible for growth planning, client care, brokerage talent development and performance management. Victoria joined the firm in 2016 and has held multiple leadership positions, including SVP of Marketing & Research for the Americas where she was responsible for driving growth in the region through thought leadership, business development, lead generation and reputational strategy. Prior to that, she was VP of East Region Marketing & Communications. Before Cushman & Wakefield, Victoria worked at JLL and JMB Realty in a variety of marketing roles.



Jason Tolliver
President, Americas
Logistics & Industrial
Cushman & Wakefield

Jason Tolliver serves as President of Logistics & Industrial for the Americas at Cushman & Wakefield. He is responsible for driving the overall direction, strategy and growth of our Americas Industrial platform. Jason brings deep expertise and focus on our Investor business gleaned from over two decades of experience in regional, national, and international economic development, law, and economic analysis.

Before moving into his current role, Jason was the Global Head of Industrial Research at Cushman & Wakefield. In this position, he worked collaboratively with his global counterparts in the Americas, Europe and Asia Pacific to provide clients global, forward-looking advice on macroeconomic trends affecting business and commercial real estate.

Jason is a frequent conference speaker and contributor to radio, television, and print media where he discusses factors impacting the supply-demand fundamentals of industrial real estate. He has written numerous articles on topics related to the economy and property markets and is a recurrent guest on business networks where he shares his perspective on the market and provides his forecast on trends to watch.

GENERAL SESSION SPEAKERS

Partnering for Impact: A Conversation with Link Logistics



Jack Hennessey
Senior Managing Director,
Central Region
Link Logistics

Jack is Link Logistics' senior managing director for the Central Region, responsible for operating performance including leasing, property operations and construction for a portfolio spanning approximately 179 million square feet.

Previously, Jack served as senior vice president, East Region, at Blackstone-backed Gateway Industrial Properties. At Gateway, he oversaw asset management and acquisition integration for the eastern half of the United States, as well as two operating joint ventures. In 2011, he joined Blackstone's previous industrial real estate platform, IndCor Properties, where he served in multiple roles until IndCor's sale to GLP in 2015. He then became senior vice president in charge of GLP's Midwest Region. Prior to his tenure at IndCor, he held roles at Prologis and PwC.



Jason Tolliver
President, Americas
Logistics & Industrial
Cushman & Wakefield

Jason Tolliver serves as President of Logistics & Industrial for the Americas at Cushman & Wakefield. He is responsible for driving the overall direction, strategy and growth of our Americas Industrial platform. Jason brings deep expertise and focus on our Investor business gleaned from over two decades of experience in regional, national, and international economic development, law, and economic analysis.

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GENERAL SESSION SPEAKERS

Go With the Flow:

The Impact of Capital Flows on the Real Estate Investment Cycle



Jim Carpenter
Vice Chair
Cushman & Wakefield

Jim Carpenter serves as a Vice Chair and Leader of the National Industrial Advisory Group (IAG), Cushman & Wakefield's US institutional industrial capital markets platform with an annual transaction volume exceeding \$10 billion. Throughout his 30+ years of experience in the commercial real estate industry, Jim has established himself as a prominent leader and expert in the field, successfully completing transactions encompassing over 400 million square feet of property with total consideration exceeding \$30 billion. His market insight and demonstrated track record have earned him the trust of clients worldwide, who rely on his expertise to maximize investment opportunities.

In addition to his role as Leader, Jim leads regional transaction teams in Dallas and Chicago, assuming oversight of operations in 15 markets throughout the central US and Texas. His innate leadership skills and industry knowledge drive creative solutions, outstanding results and exceptional service to clients.



Abby Corbett
Senior Economist,
Global Head of Investor Insights
Cushman & Wakefield

Abby currently serves as Senior Economist, Global Head of Investor Insights where she acts as the chief spokesperson and Research-lead for Cushman & Wakefield's Global Investor & Capital Markets business on all topics related to investor research.

Prior to joining Cushman & Wakefield, Abby spent 15 years building and leading real estate investment strategy platforms at large CRE research institutions, prominent analytics/technology firms and several institutional private equity firms.

Abby has a Master's in Economics with a specialization in Mathematical Economics from the University of Wisconsin Milwaukee with further Master's level education in real estate finance, construction and development from The University of Denver (DU) and Massachusetts Institute of Technology (MIT).

GENERAL SESSION SPEAKERS



James Chapman
International Partner
Cushman & Wakefield

James is an International Partner and Head of EMEA Capital Markets. He has worked in a number of Cushman & Wakefield's European offices and is currently based in London.

James is responsible for leading the 400-strong Capital Markets platform at Cushman & Wakefield across EMEA. He has 20 years experience working with a wide variety of international clients, helping existing and new global capital sources to access the European markets. His experience is across all sectors with a specialism in the logistics sector.



Grant Matthews
Senior Vice President,
Investments, Texas
Link Logistics

Grant is Link Logistics' senior vice president of investments for Texas, leading a Dallas-based team that deploys capital across an array of industrial real estate assets throughout the region. He and his team source and execute investments ranging from stabilized facilities to land for development with a focus on infill sites in the state's major markets.

Grant joined Link in 2021 from Stag Industrial, where he served as the company's vice president of acquisitions. He opened Stag's Dallas office and led acquisitions for a territory stretching west through Texas, New Mexico, Arizona, Nevada and Southern California. Prior to that, Grant spent four years as a director covering Texas capital markets for JLL and worked for a boutique brokerage firm in the Dallas-Fort Worth metroplex. Before transitioning to real estate, he worked as a lawyer in private practice.

Grant earned Bachelor of Arts, Master of Business Administration and Juris Doctor degrees from Texas Tech University.

GENERAL SESSION SPEAKERS



Kelsey Perrin
Vice President,
Acquisitions & Dispositions
Prologis

Kelsey is VP, Acquisitions and Dispositions at Prologis. In her role, she focuses on M&A and multi-market acquisitions and national dispositions, with a primary focus in the West Region. Prior to joining the Acquisitions and Dispositions team, Kelsey was an Investment Officer in the Central Region for Prologis focused on monetizing the company's strategic land holdings in addition to growing and executing on the acquisitions and development pipeline in Chicago and Cincinnati.

Prior to Prologis, Kelsey spent nine years at Heitman in the North American Acquisitions group where she was responsible for originating, negotiating, executing, analyzing, and valuing potential investments in direct equity real estate within the United States. Throughout her career, Kelsey has been involved in acquiring and developing properties valued at over \$4.4 billion.

Kelsey received a BBA in Real Estate and Urban Land Economics and Accounting from the Wisconsin School of Business at the University of Wisconsin-Madison. She currently serves on the NAIOP Board for the Chicago Chapter and is a member of the Industrial Acquisitions 3 NAIOP National Forum.

GENERAL SESSION SPEAKERS

The Future of Warehousing & Distribution: Trends Shaping the Developments of Tomorrow



Ben Harris

Head of Industrial Consulting
Cushman & Wakefield

Ben Harris leads Cushman & Wakefield's Industrial Consulting practice, aligning clients' business objectives with strategic real estate solutions. With deep expertise in supply chain and logistics, network optimization, site selection, and workforce analytics—and by leveraging powerful data on labor, location, incentives, and utilities—Ben enables clients to make holistic, well-informed real estate decisions that optimize their industrial real estate footprint, improve operational efficiency, and enhance their bottom line.

Additionally, Ben leads Cushman & Wakefield's Supply Chain & Logistics Advisory (SCLA) team in the Americas, focusing on developing and implementing solutions that reduce operational expenses and enhance service delivery. He also oversees the Industrial Labor Analytics team, guiding clients to strategic locations that align with their workforce needs.



Rick McDonald

CEO of Rick McDonald Supply Chain Advisory LLC & Former Chief Supply Chain Officer of The Clorox Company

Rick McDonald heads up his own Supply Chain Advisory and Consulting company and serves as a Board Member, Keynote Speaker, Mentor and Trusted Advisor. Prior to this new chapter, he was the Chief Supply Chain Officer for Clorox, a \$7.1B+ global consumer packaged goods company. In this role he was responsible for 6000 of the company's 9000 people, operating in 27 countries. His remit included Procurement through to the Customer, ~4000 suppliers, 37 manufacturing plants and 145 contract manufacturers. Rick has spent his career traversing the Supply Chain at Frito Lay and Clorox including multiple roles with P&L responsibility. It is this experience that makes him a valuable advisor across industry verticals.

Rick was most recently named one of the Top 100 Supply Chain Leaders in 2024 by On Partners and by Alcott Global Partners. Previously he was tapped as a Top 10 Chief Supply Chain Officer by Logistics Tech. And the Clorox Supply Chain was named a Supply Chain to Admire in 2023 by Supply Chain Insights. He is a member of the Advisory Board of the Georgia Tech Scheller College of Business and the Executive Advisory Boards of Cleo and PopCapacity.com. He is the Chairman of the EAB for ketteQ.com. Rick holds a Bachelor of Science degree in Industrial Management from the Georgia Institute of Technology, where he played on Georgia Tech's baseball team.

GENERAL SESSION SPEAKERS

Rethinking Retail Logistics:

Adapting Real Estate to Supply Chain Shifts



Barrie Scardina
President,
Americas Retail Services
Cushman & Wakefield

Barrie Scardina joined Cushman & Wakefield, a global real estate solutions firm, as Executive Managing Director and Head of Retail Services for the Americas in November 2019. In this role, she led brokerage teams in delivering exceptional solutions for retailer brands and landlords. In 2022, she advanced to Regional President for the Northeast, overseeing brokerage and services across all lines. In 2023, Barrie embraced the challenge of becoming President of Americas Retail Services, Agency Leasing, and Alliances, collaborating across office, industrial, and retail sectors to deliver tailored client solutions.

Barrie's commitment to clients is evident as she acts as a trusted advisor, aligning her strategies with their objectives and leveraging data and analytics to achieve positive outcomes. Her distinctive relationship-building approach ensures that Cushman & Wakefield meets clients' long-term goals effectively. A results-oriented leader, Barrie aims to transform the real estate landscape through strategic revenue generation, operational efficiency, and enhanced profitability.



Nathan Cray
President of Crayore
Consulting & Former Chief
Supply Chain Officer of
Claire's

Nathan Cray is an accomplished supply chain executive with extensive experience leading complex global operations across multiple retail channels. With progressive roles at Claire's, Tecovas, and the Aldo Group, Nathan has demonstrated expertise in developing end-to-end supply chain strategies that drive growth and profitability. His core strengths include logistics and distribution management, global sourcing, inventory management, and network optimization - managing operations that span North America, Europe, and Asia-Pacific regions.

Nathan holds an MBA from the University of California at Berkeley's Haas School of Business and a Mechanical Engineering degree from Texas A&M University.

GENERAL SESSION SPEAKERS



Barrett McGoldrick
Chief Operating Officer
Ariela & Associates International

Barrett McGoldrick is the Chief Operating Officer at Ariela & Associates International, a New York-based global manufacturer and retailer of apparel with a focus on women's intimates. With over 25 years of experience in supply chain and supply chain technology, he brings deep operational expertise and a strategic mindset to his leadership role.

Barrett's career spans both consulting and in-house operations, with extensive consulting experience at leading firms such as Manhattan Associates, IBM, Columbus Consulting, and St. Onge Company where he has lead supply chain initiatives for companies such as Nordstrom, Starbucks, ANN INC, and Walmart.

He has also held leadership roles in technology and supply chain at companies such as The Children's Place, Tory Burch, Nordstrom, and G-III Apparel Group prior to joining AAI. Barrett's extensive experience and proven leadership continue to drive operational excellence and strategic growth at AAI.

GENERAL SESSION SPEAKERS

Navigating the Unknown: Strategy & Resilience in Industrial Real Estate



Miles Treaster
President of Americas
Capital Markets
Cushman & Wakefield

Miles Treaster is President of Capital Markets for the Americas at Cushman & Wakefield. Leading the Capital Markets business, he oversees all operations across North and South America. His focus is to strategically drive growth and deliver innovative solutions to investor clients.

Miles brings over 20 years of experience in real estate capital markets, spanning debt, equity, acquisitions, structured finance, and asset management. Prior to this, he co-founded Five Horizons Partners, where he managed investments for high-net-worth individuals and institutional clients. He has also held leadership roles at Westbrook Partners and DRA Advisors. Early in his career, Miles was part of Cushman & Wakefield's investment sales team in San Francisco.



Adon Panattoni
Chief Executive Officer
Panattoni Development
Company

Adon Panattoni serves as the Chief Executive Officer of Panattoni Development Company. He oversees all aspects of daily operations and development for the company's 30 offices located throughout North America. Adon also serves on Panattoni's Board, Executive and Investment Committees.

In 2022, Adon oversaw the expansion into India and the Nordic market with the opening of a new office in Stockholm, Sweden. Panattoni was able to expand into the Middle East with the opening of an office in Riyadh, Saudi Arabia in 2024.

Prior to becoming CEO, Adon held the position of Regional Director for the company's development operations in Southern California. Prior to that, Adon was the Southern California Retail Partner where he was responsible for all facets of development for retail projects in the area including business procurement, site selection, development management and contract negotiation.

GENERAL SESSION SPEAKERS

The Power of Partnership



Marla Maloney
Co-Chief Executive, Americas
Cushman & Wakefield

As Co-Chief Executive, Americas, Marla Maloney oversees the firm's Americas Investor Services teams by helping clients make informed decisions and maximize returns across the life cycle of an asset. She has responsibility for Capital Markets, Asset Services, Agency Leasing, Valuation & Advisory, and Project & Development Services businesses.

Marla is a key member of Cushman & Wakefield's Global Management Team, reporting directly to the firm's global President. She also serves on Cushman & Wakefield's Americas Executive Committee. Marla has been with Cushman & Wakefield for more than 20 years. She holds a Certified Property Manager (CPM) designation and specializes in property management, agency leasing, asset management and client accounting. She was recognized as one of Real Estate Forum's Women of Influence in 2010, 2017, 2018 and 2020, and made Connect Media's Women in Real Estate list in 2018.



Brad Kreiger
Co-Chief Executive, Americas
Cushman & Wakefield

Brad Kreiger has more than 25 years of experience managing transformative growth initiatives across the commercial real estate and financial services industries. As Cushman & Wakefield's Co-Chief Executive, Americas, Brad is responsible for overseeing the go-to-market approach of its Advisory services to occupier clients, with oversight of the Americas local market delivery and sales operations.

Previously, Brad served as Chief Marketing Officer where he was responsible for global brand and reputation; demand generation, marketing technology and digital platforms; regional and service line business development activities; and research and thought leadership.

Prior to Cushman & Wakefield, Brad co-founded a technology startup, Hard Hat Hub, to create a digital talent marketplace in the construction and facilities management industries. Before that, he spent a decade with global real estate services firm JLL through a period of expansion through acquisitions. Previously, he also served in marketing roles with ABN AMRO and Graycor Construction.

TREND TALKS SPEAKERS

INTERCHANGE 2025

THE CUSHMAN & WAKEFIELD INDUSTRIAL CONFERENCE & EXPO



CUSHMAN &
WAKEFIELD

TREND TALKS SPEAKERS

Trade, Tariffs & Trends:

Managing Uncertainty, Finding Opportunity



James Bohnaker
Senior Economist,
Global Think Tank
Cushman & Wakefield

James Bohnaker is a Senior Economist within Cushman & Wakefield's Global Think Tank. He provides thought leadership, economic outlook presentations, and forecasting support to the firm's leadership for a variety of property types and stakeholders.

James has an extensive background as a global macroeconomist and has provided strategic consulting for many of the world's largest investment banks and corporations during his previous roles at Moody's Analytics and S&P Global. He also worked at CBRE, where he was a leading member of the firm's economic and real estate forecasting platform. James' expertise has been featured in leading news publications, including *The Wall Street Journal*, *The New York Times*, *The Washington Post*, and NPR's "Marketplace."

TREND TALKS SPEAKERS

The Power of Automation:

Reducing Labor Market Dependence with Early Warehouse Planning



Bryan Knott
Chief Commercial Officer
NPSG Global

Bryan Knott is a seasoned leader in warehouse automation and industrial technology integration and the Chief Commercial Officer at NPSG Global. He spearheads the design and implementation of cutting-edge automation solutions for e-fulfillment and warehouse operators across North America. His expertise encompasses robotics, material handling, and system integration, enabling clients to enhance operational efficiency and reduce reliance on labor-intensive processes.

At the Interchange Conference, Bryan will share insights on how incorporating potential warehouse automation due diligence during the site selection process can expand potential market locations, reduce labor dependencies, and impact total costs. His presentation will highlight what to look for within customers' operations and offer practical strategies for industrial brokers to leverage automation in optimizing supply chain solutions.

TREND TALKS SPEAKERS

Uncovering Trends:

How Occupier Behaviors Shape Industrial Real Estate



Jason Price

Senior Director, Americas
Head of Logistics & Industrial
Research, Global Think Tank
Cushman & Wakefield

After 20+ years primarily focusing on local and regional research initiatives, Jason took on the role of Senior Director of Research for the United States Industrial sector. In this role, Jason works closely with the Americas Head of Industrial Research on initiatives such as thought leadership pieces, quarterly research deliverables, and client-facing webinars and meetings. He also frequently collaborates with the industrial leadership team and Global Think Tank on research initiatives to help drive business.

Jason has been quoted in and has had special reports published in various periodicals such as Globest.com, the Bergen Record, NJBiz, Bisnow, and Real Estate NJ. Jason has developed specialized reports for the Life Sciences sector in NJ, the US Ports, the Port of NY/NJ, and a variety of other industrial and logistics topics.



David Smith

Head of Americas Insights,
Global Think Tank
Cushman & Wakefield

David C. Smith is the Global Head of Occupier Insights for Cushman & Wakefield. David's work is focused on how economics, demographics, technology and space usage trends impact the future of commercial real estate for occupiers and investors. He produces reports, analysis and thought leadership that serve clients and internal Cushman & Wakefield service lines, including Global Occupier Services, Commercial Tenant Representation, Flexible Office / Coworking, Total Workplace, Consulting, Agency Leasing and Investor Services.

In addition to advising clients, David frequently participates at industry events and on speaker panels. He has been a presenter at CoreNet Global's North American Summit and a keynote / main stage speaker at the NHMC Annual Conference, The Office Tenant Week - Latin America, and BOMA China's Annual Conference. At Cushman & Wakefield, he leads the development and authorship of industry reports co-branded with CoreNet Global.

TREND TALKS SPEAKERS

Navigating Development Challenges:

The How, Where and Who of Dealmaking in Today's Market



Gerry Blinebury
Executive Vice Chair
Cushman & Wakefield

Gerard J. Blinebury, Jr., joined Cushman & Wakefield in 2001 and currently serves as Executive Vice Chairman of the Industrial Brokerage Group and Partner in Cushman & Wakefield's Industrial Advisory Group (IAG), specializing in the Industrial Asset Class throughout Eastern Pennsylvania. Mr. Blinebury has a broad range of experience working with institutional owners and corporate users throughout the I-81 and I-78 corridors as well as the Suburban Philadelphia Industrial Markets. This experience includes agency leasing, building sales, land sales, tenant/ buyer representation and the marketing of investment grade industrial buildings and industrial parks. Prior to joining Cushman & Wakefield, Mr. Blinebury was associated with Kissinger, Bigatel & Brower, a full-service real estate firm in State College, Pennsylvania.



Art Makris
Head of Customer Led
Development, Americas
Prologis

As Head of Customer Led Development (CLD), Americas, Art uses his vast development and build-to-suit experience to provide the fastest-growing multi-market customers with development solutions in every market our customers want to be in. Art is assembling a skilled and diverse team dedicated to these customers. Additionally, Art is developing a just-in-time land bank that our customers can utilize to expand their network across North and South America.

Before joining Prologis, Art was Executive Vice President of the northeast Region for Hillwood Industrial. Before joining Hillwood, Art was with Duke Realty for 25 years; his most recent position was Regional President of the Northeast Region.

Art has a Bachelor of Business Administration, Accounting, and Finance from Miami University (Oxford, Ohio). Art is an Ohio and Kentucky Real Estate Broker.

TREND TALKS SPEAKERS

Maximizing Asset Value:

Meeting Occupier Needs with Sustainable Building Practices



Jason D'Orlando

Executive Managing Director,
Project & Development Services
Cushman & Wakefield

Based in Raleigh, NC, Jason D'Orlando is the Executive Managing Director and North American Lead for Cushman & Wakefield's Industrial, Life Sciences, and Mission-Critical project management platforms across the United States, Canada and Mexico. As a strategic architect of multidisciplinary teams, he merges centralized program development with regional execution—ensuring clients benefit from consistent processes, local market insight and seamless collaboration at every stage.

With 25 years of experience, Jason has forged enduring partnerships with Fortune 500 owners, leading pharmaceutical manufacturers, large-scale developers and public infrastructure agencies—generating more than half of his platform's annual revenue through repeat engagements. His client-first approach spans API, biologics and cell & gene therapy facilities, as well as industrial, data center and aviation sectors.



Jessica Francisco

Chief Sustainability Officer
Cushman & Wakefield

Jessica currently serves as the Chief Sustainability Officer for Cushman & Wakefield. In this role, she collaboratively develops and implements firmwide sustainability strategies and goals, embeds best practices across all business units, and ensures we deliver impactful results for the firm and our clients. Additionally, she partners with leaders across our firm to generate value for our investor and occupier clients by integrating sustainability into our core real estate services and providing value-added sustainability advisory services.

With over two decades of experience in sustainability, Jessica specializes in designing strategies at the asset, portfolio, and enterprise levels for global organizations. She works closely with clients to achieve ambitious environmental, social, and governance goals by implementing innovative solutions throughout the real estate lifecycle. Jessica's expertise extends to engaging internal and external stakeholders to maximize the value of sustainability programs and initiatives.

As a thought leader, Jessica frequently shares insights on sustainability trends and strategies at conferences, workshops, and webinars. She provides valuable perspectives on the evolving sustainability landscape and its impact on real estate clients.

TREND TALKS SPEAKERS

Data-Driven Site Selection: Mitigating Risk Through Market Intelligence



Michael Carson
Partner, Head of Supply Chain
& Logistics Advisory, EMEA
Cushman & Wakefield

Michael Carson is Head of Supply Chain & Logistics Advisory for EMEA, working within Global Occupier Services (GOS) – our service line focused on the world’s largest occupiers.

Michael brings over 10 years supply chain experience and has led supply chains as an occupier whilst also provided advisory support through his time in consulting. As a result, he brings a balanced perspective and wide range of industry experience to the work he carries out.

Passionate about supply chain, Michael brings strategic thinking and thrives on turning strategy into action. Michael believes collaboration is the key to unlocking true supply chain effectiveness with real estate at the heart of this.



Matt Niehoff
Consultant,
Logistics & Industrial
Cushman & Wakefield

Matt Niehoff is an accomplished Consultant with Cushman & Wakefield’s Industrial Location & Labor Analytics Consulting group. With a passion for solving complex problems, he has been instrumental in leading various prominent Logistics & Industrial projects involving location strategy, site selection, supply chain optimization, and labor market analytics. Matt’s extensive experience and expertise in applying analytical and visual methodologies to both quantitative and qualitative data enable him to develop unique solutions that effectively mitigate critical risk factors and produce successful outcomes. In addition to leading projects, Matt supports the improvement of the team’s data, process, and technology through a variety of research and development responsibilities, ensuring that his team stays at the forefront of the industry.

Prior to joining the Location & Labor Analytics practice at Cushman & Wakefield, Matt led the research services division in Indianapolis, providing comprehensive market analysis support to the brokerage, asset services, and capital markets divisions for all asset types. His extensive experience and unique problem-solving skills have earned him a reputation for delivering innovative solutions that drive business success.

TREND TALKS SPEAKERS

AI in Action: Technology Advancements in CRE



Ross Hodges
Global Head of Emerging
Technology & AI Program Lead
Cushman & Wakefield

Ross Hodges is the Head of Emerging Technology at Cushman & Wakefield, where he leads the development and implementation of innovative technology solutions globally. With nearly two decades of experience in the PropTech industry, Ross has a proven track record of delivering successful projects that address business challenges and capitalize on market opportunities. Before joining Cushman & Wakefield, Ross held key positions at Walgreens Boots Alliance and JLL.

Ross's extensive knowledge of the commercial real estate sector and emerging technologies has made him a pivotal figure in driving technological advancements within the industry.

Ross's leadership at Cushman & Wakefield is characterized by his strategic vision and ability to integrate cutting-edge technologies to enhance operational efficiency and client satisfaction. His role is instrumental in positioning Cushman & Wakefield as a leader in the adoption of emerging technologies, ensuring the company remains at the forefront of innovation in the real estate market.

TREND TALKS SPEAKERS

Achieving High Performance: The Role of Personal Wellness in Workplace Success



Kemp Conrad
Vice Chairman & Principal
Cushman & Wakefield |
Commercial Advisors

Kemp Conrad is a seasoned commercial real estate professional with deep expertise in the industrial sector, advising occupiers, investors, data center and compute adjacent uses, and developers on site selection, acquisitions, and leasing strategies across the Midsouth and beyond. Leveraging his extensive transaction history, market knowledge, and strategic approach, he plays a key role in navigating the rapidly evolving data center landscape, helping clients optimize their real estate decisions in a competitive and high-growth industry.

As a collaborator internally, Kemp serves on the Cushman & Wakefield Industrial & Supply Chain Executive Committee. The committee serves as the Board of Directors for the North American industrial platform. He has been recognized as a Cushman & Wakefield Industrial Top 20 producer multiple years and was awarded the Culture of Oneness Collaboration award in 2010 & 2018 for service to the platform-the only professional to be recognized twice.



Helen Cauthen
Director
Cushman & Wakefield

Helen White Cauthen is a Director with Cushman & Wakefield's Logistics & Industrial Services Group, providing her clients with strategic site selection, financial analysis, market research and transactional services including leasing and purchasing new space, subleasing or selling excess space. Her expertise helps create value for industrial occupiers and investors. Ms. Cauthen is part of a team along with James Phillipott and Connor Larkin, which specializes in assisting clients that have a multi-market presence and portfolio services needs. Additionally, she is the co-lead for the firm's national Industrial Emerging Brokers group and a member of the Industrial Advisory Board.

Prior to joining Cushman & Wakefield, Ms. Cauthen worked for U.S. Senator Johnny Isakson, in both his Washington, D.C. and Atlanta offices, serving as the Constituent Services and Communications Liaison. She also served as the Communications Specialist for The University of Alabama School of Law, handling all external communications.

WHO'S ATTENDING INTERCHANGE?

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INTERCHANGE 2025

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Questions? Contact us at
americasevents@cushwake.com.

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