

## MWBE UTILIZATION PLAN

### INSTRUCTIONS:

Contractors must submit a utilization plan for achieving both the minority-owned business enterprise (MBE) and women-owned business enterprise (WBE) participation goals established on a contract (collectively, the "MWBE participation goals") with their bid or proposal. Upon execution of a contract, UNDC will post the utilization plan submitted by the winning bidder and other information regarding the contract on its website. If a contractor changes its utilization plan after submission, it must notify UNDC in writing.

Please complete parts I – IV below. If the contractor is a minority- or women-owned business enterprise (MWBE), provide the information requested in Part II. If the contractor intends to subcontract with MWBEs to perform any component of the contract, submit the information requested in Part III. If the contractor is a joint venture<sup>1</sup>, teaming agreement<sup>2</sup>, or other similar arrangement that includes an MWBE, submit the information requested in Part IV. Attach additional pages as necessary.

Submit completed forms to: United Nations Development Corporation, Two U.N. Plaza, 27th Floor, New York, NY 10017.

### PART I - PROJECT INFORMATION

Project name:  
Property Management Services for One, Two and Three United Nations Plaza

### PART II - CONTRACTOR INFORMATION

Contractor's name, address, and telephone number:

Cushman & Wakefield, Inc.  
1290 Avenue of the Americas  
New York, NY 10104-6178  
212.841.7500

Contractor's Federal Identification Number:

13-2625361

Preparer's name, title and email address:

Brian McCann, Managing Director, Corporate Occupier and Investor Services  
brian.mccann@cushwake.com

Preparer's signature and date:

 3/31/11

Has the contractor been approved by the New York State Division of Minority and Women's Business Development (DMWBD) for minority- or woman-owned business enterprise status:  Yes  No

If yes, attach proof of certification. If the contractor is a dual certification business, indicate whether participation should be counted towards the MBE goal or the WBE goal.

### PART III - SUBCONTRACTOR/SUPPLIER INFORMATION

Does the contractor intend to subcontract with certified MWBEs to achieve the MWBE participation goals established on this contract:  Yes  No

If yes, provide the following information regarding each certified MWBE the contractor intends to subcontract with. Indicate whether the MWBE is certified as an MBE, a WBE, or both. If an enterprise is certified as both, indicate whether participation should be counted towards the MBE goal or the WBE goal. Attach proof of certification for each enterprise.

Certified MWBE name, address, and Federal I.D. Number:	Scope of work to be performed by MWBE:	Amount to be paid to MWBE:	Dates of work to be performed by MWBE:
JRT Realty Group, Inc. -- WBE 780 Third Avenue New York, NY 10017 212.445.1200 EIN 13-3875412	Provide accounting, financial and reporting responsibilities under the contract.	Fees paid to subcontractor will not be less than \$12,975.36 per year.	Full term of contract.
Gilbert International, Inc. -- MBE 1001 Avenue of the Americas New York, NY 10018 212.628.5305 EIN 13-3792817	Provide oversight of the engineering staff and services under the contract.	Fees paid to subcontractor will not be less than \$14,582.40 per year.	Full term of contract.

**PART IV – JOINT VENTURE INFORMATION**

Is the contractor a joint venture, teaming agreement, or other similar arrangement that includes a certified MWBE:  Yes  No

If yes, provide the following information. If a partner or party to the agreement is a certified enterprise, attach proof of certification. If the party is a dual certification business, indicate whether participation should be counted towards the MBE goal or the WBE goal.

1. The name, address, telephone number, and federal identification of each partner or party to the agreement;

JRT Realty Group, Inc. -- WBE  
780 Third Avenue  
New York, NY 10017  
212.445.1200  
EIN 13-3875412

2. The federal identification number of the joint venture or entity established to respond to the solicitation, if applicable;  
N/A -- Pre-existing Agreement in effect since 2003

3. A detailed summary of the joint venture, teaming agreement, or other similar arrangement, which describes the percentage of interest owned by each party to the agreement and the value added by each party;

Established in 1996, JRT Realty Group, Inc. is the nation's largest, fully certified woman-owned commercial real estate services firm with 100% ownership interest by a woman. In 2003, Cushman & Wakefield and JRT formed a unique, first-of-its-kind strategic alliance between a woman-owned business enterprise (WBE) and a global real estate services provider.

The C&W/JRT alliance was forged to successfully address supplier diversity initiatives on behalf of Fortune 500 companies, government entities and non-profit organizations within the commercial real estate sector. Through a cooperative team approach, JRT Realty and C&W provide an unrivaled depth and breadth of expertise in satisfying Tier-1 and Tier-2 diversity spending programs.

The success of the C&W/JRT relationship is highlighted by multiple assignments from TIAA-CREF, which required collaboration from both firms to provide management and leasing services for a portfolio of more than 10 million square feet throughout the U.S. This successful arrangement enabled TIAA-CREF to meet its diversity goals, which were monitored through quarterly compliance reports.

Today, the C&W/JRT joint portfolio of leasing and property management assignments includes office, industrial and residential buildings in key urban and suburban markets nationwide. Customized client services include strategic planning, corporate real estate portfolio management, tenant representation, leasing and property marketing, financing and investment sales.

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Since the inception of the C&W/JRT alliance, the combined portfolio has increased by more than 400%. Past and current clients include America Online (AOL), Federal Deposit and Insurance Commission (FDIC), New York Life Insurance Company, New York Property Insurance Underwriting Association, Principal Life Insurance Co., Prudential, Ernst & Young, AT & T, United Nations Federal Credit Union (UNFCU) and Wachovia Bank. Currently, JRT is working with C&W on leasing One World Trade Center which will be the tallest building in the United States when it is completed in 2013.

PAGE 3 OF 5

4. If applicable, and not described in the joint venture, teaming agreement, or other similar arrangement, a detailed summary of the mentor-protégé

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If yes, provide the following information. If a partner or party to the agreement is a certified enterprise, attach proof of certification. If the party is a dual certification business, indicate whether participation should be counted towards the MBE goal or the WBE goal.

1. The name, address, telephone number, and federal identification of each partner or party to the agreement;  
Gilbert International, Inc. -- MBE  
1001 Avenue of the Americas  
New York, NY 10018  
212.628.5305  
EIN 13-3792817

2. The federal identification number of the joint venture or entity established to respond to the solicitation, if applicable;  
N/A– Pre-existing Agreement in effect since 2000

3. A detailed summary of the joint venture, teaming agreement, or other similar arrangement, which describes the percentage of interest owned by each party to the agreement and the value added by each party;

Gilbert International Inc. (Gilbert) is a minority certified entity that has been providing engineering, janitorial and property management services since 1995. Back in 2000, a very successful partnership was created between C&W and Gilbert when JPMorgan-Chase Bank sought to increase their supplier diversity objectives. C&W was familiar with the work that Gilbert was successfully performing for JPMorgan-Chase and subsequently formed an alliance to provide Local 94 IUOE engineers and Local 32B-J staffing. C&W/Gilbert are two very professional firms, working with the same goal of fulfilling the client's needs. Eleven years later, we are together servicing over 1,000 JPMorgan-Chase bank branches in three states.

For the purpose of this contract, Gilbert will provide the Local 94 IUOE engineering staff to operate the buildings and provide oversight and support for this staff.

C&W/Gilbert have also partnered together in other major Manhattan properties. Separately, Gilbert also performs building management services for state-related entities, currently managing the Buffalo and Syracuse District Offices and Manhattan Headquarters for the New York State Insurance Fund.

4. If applicable, and not described in the joint venture, teaming agreement, or other similar arrangement, a detailed summary of the mentor-protégé agreement between parties.  
N/A – Pre-existing Agreement in effect since 2000

5. A detailed summary of the mentor-protégé agreement<sup>iv</sup> between the parties, if applicable, and if not described in the joint venture, teaming agreement, or other similar arrangement.  
N/A

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<sup>i</sup> Joint venture. A contractual agreement joining together two or more business enterprises, one of which is a certified minority- or woman-owned business enterprise, for the purpose of working on a State contract to which each party provides a percentage of value added services representing that party's equitable interest in the joint venture. All parties agree to share in the profits and losses of the business endeavor according to the same percentages.

<sup>ii</sup> Teaming Agreement. An arrangement between two or more parties, one of which is a certified minority- or women-owned business enterprise, to perform on a specific contract. The team itself may be designated to act as the prime contractor, or one of the team members may be designated to act as the prime contractor, and the other member(s) designated to act as subcontractors.

<sup>iii</sup> Mentor-Protégé agreement. A contract between a prime contractor, the "Mentor," and a minority- or women-owned business enterprise, the "Protégé," in which there is a transfer of knowledge, technology, or other resources, which promotes the economic growth of the minority- or women-owned business enterprise or fosters the establishment of a long term business relationship between the parties.

<sup>iv</sup> Mentor-Protégé agreement. A contract between a prime contractor, the "Mentor," and a minority- or women-owned business enterprise, the "Protégé," in which there is a transfer of knowledge, technology, or other resources, which promotes the economic growth of the minority- or women-owned business enterprise or fosters the establishment of a long term business relationship between the parties.