

# LINK SPOTLIGHT

Welcome and thank you for participating in Link's Customer Advisory Council! As part of our mission to redefine the landlord/tenant relationship, we want to deeply understand the things that matter most to you — so we can discover more ways to deliver what your business needs to grow. We look forward to learning together.



As Link's chief executive officer, Luke is responsible for the company's overall strategic direction with a particular focus on driving profitability and building a winning corporate culture.

## LUKE PETHERBRIDGE

CHIEF EXECUTIVE OFFICER

## NICHOLAS PELL

PRESIDENT AND CHIEF INVESTMENT OFFICER

Nicholas ("Nick") is responsible for portfolio management, including all capital deployment and disposition activities with a focus on ensuring the company has the best portfolio to service the needs of its customers.



Sonya is Link's chief administrative officer, responsible for ensuring operational excellence across the company's nationwide portfolio of real estate assets.

## SONYA HUFFMAN

CHIEF ADMINISTRATIVE OFFICER

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# LINK ATTENDEES



Brandon is Link's executive vice president, head of Leasing, responsible for all leasing functions for the company.

## BRANDON PAGE

EXECUTIVE VICE PRESIDENT,  
HEAD OF LEASING



Bud is Link's senior managing director, West Region, responsible for operating performance, including leasing, property operations and construction for 138+ million square feet of logistics real estate.

## BUD PHARRIS

SENIOR MANAGING DIRECTOR,  
WEST REGION



Aaron uses his strong industrial real estate and finance background to help build relationships and identify key partnership opportunities with many of Link's multi-market national occupiers.

## AARON JACOBS

VICE PRESIDENT,  
CUSTOMER SOLUTIONS



Jennalyn serves as relationship manager for key customers and ensures a consistent customer experience. She is experienced in building trusted partnerships with large multi-market customers and prospects through strategic account management.

## JENNALYN MACARAEG

VICE PRESIDENT,  
CUSTOMER SOLUTIONS

Jack is Link's senior managing director, Central Region, responsible for operating performance, including leasing, property operations and construction for a 186+ million square-foot portfolio.

## JACK HENNESSEY

SENIOR MANAGING DIRECTOR,  
CENTRAL REGION



Dave brings deep experience in supply chain and logistics to help the company better understand its customers' needs and goals through a combination of big-picture data analysis and one-to-one connections.

## DAVE TUTTLE

VICE PRESIDENT,  
SUPPLY CHAIN RESEARCH



Peter is Vice President of Customer Solutions, working with Link's largest customers to ensure operational effectiveness, leasing support and cultivating growth as strategic partners.

## PETER KITCHIN

VICE PRESIDENT,  
CUSTOMER SOLUTIONS



Taylor is Vice President of Customer Solutions at Link, working with key customers across the portfolio on space solutions.

## TAYLOR MALFITANO

VICE PRESIDENT,  
CUSTOMER SOLUTIONS



CUSTOMER  
ATTENDEES

Augusto is responsible for real estate transactions across the entire Americas Region as well as corporate real estate operations in Latin America and the Caribbean.

**AUGUSTO ALIZO**

VICE PRESIDENT,  
COMMERCIAL AMERICAS & REAL ESTATE  
LEAD FOR LATAM; DHL

With 25 years of industry experience, Brent is responsible for North American real estate strategy, acquisitions and dispositions, project management and real estate management for Schneider's global M&A activity.

**BRENT BROWN**

DIRECTOR, GLOBAL REAL ESTATE;  
SCHNEIDER ELECTRIC

With extensive experience in industrial, retail and office real estate, Michael oversees all acquisitions and dispositions of real estate in the U.S. and U.K.

**MICHAEL CONNORS**

SENIOR VICE PRESIDENT OF REAL ESTATE;  
CORT BUSINESS SERVICES

Chuck has over 20 years of experience spanning roles and responsibilities in operations, supply chain, procurement and logistics.

**CHUCK MILLER**

VICE PRESIDENT OPERATIONS AND OPS  
SUPPORT; GXO LOGISTICS



Drawing on his varied background in corporate real estate, Jerry's current role includes managing strategy, planning, acquisitions, dispositions, construction and facility management for industrial, office and infrastructure properties.

**JERRY BERNIE**

SENIOR VICE PRESIDENT, CORPORATE  
PROPERTIES; ROSS STORES, INC.



Ray has over 25 years of leadership experience, with an emphasis in optimizing corporate and retail portfolios through strategic planning and transaction management.

**RAY COLL**

MANAGER OF REAL ESTATE;  
HD SUPPLY



Gary manages all aspects of real estate and assists with strategic planning for the largest non-retail distributor in North America.

**GARY HALEY**

SENIOR MANAGER OF REAL ESTATE;  
VERITIV CORPORATION

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CUSTOMER  
ATTENDEES

Samantha has been with WESCO for over 11 years and has extensive experience in business functions including corporate governance, finance, leasing and legal administration.

**SAMANTHA O'DONOGHUE**

DIRECTOR, REAL ESTATE NA AND SA;  
WESCO DISTRIBUTION



Mark is an accomplished leader with over 20 years of global experience in construction, development, acquisitions, dispositions and facilities management.

**MARK RICHARDS,**

MCR – HEAD OF GLOBAL REAL ESTATE,  
FACILITIES AND CONSTRUCTION;  
WHIRLPOOL CORPORATION

Bob is a skilled corporate/commercial real estate professional with over 20 years of experience in investments, corporate asset management, leasing and analysis.

**BOB SCHNEIDERS**

VICE PRESIDENT, TRANSACTIONS AND  
GLOBAL LEASE ADMINISTRATION;  
IRON MOUNTAIN

Betsy has broad experience in the real estate and corporate worlds, having previously held positions at Starbucks, CBRE and Fischer & Company before joining PepsiCo in 2016.

**BETSY POWER**

DIRECTOR, PEPSICO GLOBAL REAL ESTATE;  
PEPSICO



Marcus possesses multi-faceted knowledge of the commercial real estate industry, having spent time at CBRE and JLL prior to joining NFI in 2019.

**MARCUS ROSE**

CORPORATE REAL ESTATE  
MANAGER; NFI

Steve has been with UPS since 2008 and possesses broad experience in logistics real estate, particularly with regard to the rapid growth of e-commerce over the past several years.

**STEVE SLIFER**

VICE PRESIDENT,  
GLOBAL REAL ESTATE; UPS