



ROD SUGAI (S) Vice President
Investment – Industrial Services group
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INVESTMENT AND INDUSTRIAL SERVICES GROUP

ROD SUGAI SERVES AS AN INDUSTRIAL LEASING AND INVESTMENT SPECIALIST WITH GRUBB & ELLIS WHO'S AREA OF FOCUS IS WAREHOUSE LEASING AND COMMERCIAL PROPERTY INVESTMENTS.

CAREER SUMMARY

PRIOR TO GRUBB & ELLIS, ROD WAS A SMALL BUSINESS ENTREPRENEUR IN THE HOSPITALITY AND RETAIL SECTOR. NEGOTIATING LEASES AS A TENANT WITH MAJOR LANDOWNERS AS WELL AS BEING A LESSOR HAS GIVEN HIM A UNIQUE AND INVALUABLE PERSPECTIVE INTO THE COMMERCIAL REAL ESTATE BUSINESS. ROD'S EXPERIENCE ENCOMPASSES INDUSTRIAL, OFFICE, RETAIL, MULTI-TENANT APARTMENTS AND INVESTMENT PROPERTIES IN BOTH SALES AND LEASING, HAVING REPRESENTED BUYERS, SELLERS, LANDLORDS AND TENANTS OVER THE YEARS.

MAJOR CLIENTS REPRESENTED

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| ▪ AmerisourceBergen | Associated Steel Workers |
| ▪ Bargreen-Ellingson | Building Industry Association of Hawaii |
| ▪ Fowler Property Acquisitions | GECH Holdings |
| ▪ W.W. Grainger, Inc. | Hakuyosha International Inc. |
| ▪ Kobayashi Development Group | Queen Emma Foundation |
| ▪ First Hawaiian Bank | Ingersoll Rand Corporation |
| ▪ Voit Development Partners | Waterhouse Properties |

PROFFESIONAL AFFILIATIONS (Past & Present)

- National Association of Industrial & Office Properties
- Central YMCA (Honolulu)
- Honolulu Japanese Chamber of Commerce
- Hawaii Restaurant Association
- National Association of Catering Executives