



## JEFF MINEA

PRINCIPAL

MINNEAPOLIS, MN

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### PARTIAL CLIENT LIST

- ▶ Lund Industries
- ▶ ADO Products
- ▶ International Paper
- ▶ Gyrus Medical
- ▶ Schneiderman's Furniture
- ▶ Northcross Partners
- ▶ GLS Companies

### PROFILE

Jeff Minea, Principal with Lee & Associates, got his start in the commercial real estate business at Welsh Companies, where he worked for 22 years. He initially managed a large portfolio of office, industrial and retail properties and eventually transitioned to brokerage, where he quickly earned the position of vice president. Jeff has represented landlords in marketing industrial space for lease throughout the Twin Cities and played the leading role on several major business park listing assignments with square footage from 250,000 to 1,000,000+ of industrial space. Jeff also successfully lead the development and marketing of a 2-building multi-tenant industrial property (124,000 SF), managing all aspects of hiring, budgeting and design, all municipal approvals, construction, and progress payments. Jeff went on to serve as senior director with Cushman & Wakefield for five years, exclusively representing industrial, med-tech and office companies in their search and selection of property for lease and sale. Jeff routinely achieved lease savings of 15-22% for his clients, while earning a top 5 producer award in 2010. He was a member of the team hired to market the former Delta Airlines headquarters office building and campus, and led the effort to sub-divide land parcels.

### Notable Recent Transactions Include:

- Plymouth Business Center - 900,000 SF Business Park Lead role
- Plymouth Business Center - 124,000 SF Lead Development/Leasing
- Lund Industries, Anoka - 331,000 SF/Sale
- Graybow Daniels - 210,000 SF/Lease
- International Paper - 128,000 SF/Lease
- Gyrus Medical - 115,000 SF/Lease
- Schneiderman's Furniture - 106,000 SF/Lease
- Northcross Partners - 38 Acre/Sale

### Notable Awards Include:

- 2007 Voted Top 5 Twin Cities Industrial Brokers award
- 2010 Voted Top 5 Minneapolis Cushman & Wakefield producer

### COMMUNITY INVOLVEMENT

- Minnesota Commercial Association of Realtors (MNCAR) Board of Directors
- National Association for Industrial and Office Parks (NAIOP) 2x Expert Speaker Twin Cities Annual Industrial Update
- Youth hockey and soccer coach