

Laurie Tomaino

National Director - Advisory

CHARTER.
KECK CRAMER



Laurie Tomaino joined Charter Keck Cramer in 2008 as a Director of the Corporate Real Estate Business Unit. With a career spanning 25 years, Laurie has particular skills in Corporate Advisory, Valuation, Estate Agency, Economic and Market Feasibility Analysis, Property Acquisition and Disposal Strategies, Due Diligence Investigation, Rental Dispute Resolutions, Lease Negotiation, Development Management, Superannuation Funds Advisory and Asset Management.

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PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Associate Diploma of Valuations, RMIT University
- » Certificate of Business Studies (Real Estate), Prahran TAFE
- » Certified Practising Valuer
- » Licensed Real Estate Agent
- » Associate - Australian Property Institute
- » Affiliate - Real Estate Institute of Victoria
- » Corporate Real Estate Committee Member - Property Council of Australia

INDUSTRY EXPERIENCE

- » For a range of property classes, responsible for the provision of strategic corporate real estate advisory relating to investment, divestment, procurement and accommodation solutions, development management, feasibility studies, lease and purchase negotiations, transaction management, due diligence, etc.
- » Advisor to groups such as ABC, South East Water, Australia Post, Major Projects Victoria, Grocon, Telstra, Department of Health, Department of Foreign Affairs and Trade (DFAT), Department of Planning and Community Development, Victoria University, Sigma, Border Express, Great Ocean Road Coast Committee, Blake Dawson, Maddocks, Incolink (Redundancy Payment Central Fund Ltd.), Bowens Timber, Christchurch Grammar School, VicTrack, VicUrban, VicRoads, Heritage Victoria, Superannuation Funds and various Commonwealth, State and Local Government agencies and councils.
- » Recently involved in managing the bid process; including appointing the design team, for major development opportunities (e.g. Government Service Offices and Civic Offices).
- » Involved in advisory for a number of major super fund mandates (e.g. Host Plus, Vision Super, Health Super, VFMC, Qantas Super and LUCRF) with a diverse investment in wholesale direct property funds in all the major asset classes (office, industrial, and retail sectors) across Australia contained within core, value-add and opportunistic products. Also recently involved in a major “workout” strategy to divest Superfund’s interest in a direct property development fund.
- » Transaction management and strategic advice for the implementation of various divestment programs for all major asset classes (retail, office and industrial) including ESSS \$400 million divestment program transitioning out of direct property investment into managed unlisted vehicle investments; \$50 million “Freshwater Place” Southbank site for Australia Post, Swiss Re’s 31 Queen Street - \$40 million, \$200 million G.S.O. portfolio including 35 Spring Street and 555 - 589 Collins Street (including vacant land and carpark), and several disposal programs for the State Health Care Networks and Local Government.
- » Appointed by private and institutional sector clients to develop investment mandates and source appropriate investment opportunities for portfolios across a diverse asset category nationally (including commercial, retail and industrial assets).
- » Negotiated major “A” Grade leases in the CBD commercial office market (1,000 - 5,000 sq.m. space category) for a number of tenants (e.g. Sustainability Victoria, Health Super, Vision Super, Screen Australia, Frontier Consulting, AsiaSpace, National Express, Audit Victoria). These roles provide an invaluable insight as to what type of buildings motivate a prospective tenant’s accommodation aspirations.
- » Recently involved in advising the Department of Foreign Affairs and Trade (DFAT) in Canberra on its 47,000 sq.m. tenancy headquartered at R.G. Casey.
- » Appointed to advise South East Water on its leased offices of approximately 8,000 sq.m. headquartered in Moorabbin including a workplace strategy and identifying relocation options.
- » Acting on behalf of private investment companies in the development and asset management of substantial real estate investment portfolios. For example, this has included the negotiation of some major pre-committed or lease industrial warehouse distribution facilities including Nintendo (15,000 sq.m.), Penguin Books (20,000 sq.m.) at Scoresby Industry Park, and Sigma Ltd (20,000 sq.m.) at the McMillan Estate, Rowville.

- » Appointments from the Australian Property Institute to undertake rental determinations for different categories of leasehold accommodation as part of the independent dispute resolution process under any lease governing the landlord and tenant parties.
- » Prior to Pinnacle, Laurie was employed in a management position by K L Dowling and Co. (broad based CBD Real Estate Agency) for 13 years and was ultimately responsible, after graduating from a cadetship, for heading the valuation and consultancy area of the practice, as well as having involvement in the commercial agency and management. Major valuation assignments including \$50 million Greenwood Office Park, \$100 million plus World Congress Centre, \$10 million leasehold valuation of the former Daimaru department store, \$50 million plus integrated pulp, paper and wood manufacturing plant, landmark "Email" rental determination case, together with other diverse and complex valuations in commercial, retail and industrial property. Prior to this role, Laurie was employed at O'Connor & Beveridge (cadastral land surveyors) in Leongatha for 2-3 years.

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