



## 2009 Award Nomination for:

### **Broker Transaction of the Year - Downtown Office**

(1 of 8 in this category)

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#### **Property Information**

**BP at 10/20/30 S. Wacker Drive** *On behalf of BP, the Jones Lang LaSalle team negotiated \$32 million in incentives on a lease with a total economic value of \$100 million. BP's new office at 10/20/30 S. Wacker Drive spans buildings that consist of two 40-story trophy towers connected by the Chicago Mercantile Exchange and offer an abundance of on-site amenities. Tishman Speyer is redefining one of Chicago's premier addresses with its redevelopment of the block-long complex totaling over 2 million s.f., some with dramatic Chicago River views.*

**Transaction Value:** \$100,000,000

**Square Footage:** 240,000 s.f.

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#### **Developer / Broker Information**

<i>Tenant/Buyer's</i> <b>Mike Thomas</b> Jones Lang LaSalle	<i>Tenant/Buyer's</i> <b>Matt Carolan</b> Jones Lang LaSalle	<i>Tenant/Buyer's</i> <b>Elaine Melonides</b> Jones Lang LaSalle	<i>Landlord/Seller</i> <b>Eric Myers</b> Tishman Speyer
<i>Landlord/Seller</i> <b>Todd Rich</b> Tishman Speyer	<i>Landlord/Seller</i> <b>Victoria Noonan</b> Tishman Speyer		



## 2009 Award Nomination for:

### **Broker Transaction of the Year - Downtown Office**

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#### **Property Information**

**DRW at 540 W. Madison**  
540 W. Madison  
Chicago, IL

*DRW was a rapidly growing proprietary trading firm located at 10 S. Riverside Plaza, the building could not handle the long term business plan that Steinco developed to handle future growth. Even though the lease did not expire well into 2014 Steinco and DRW implemented a strategy that would utilize the current development of new construction buildings like 155 N. Wacker and 353 N Clark. After an exhausted search and entering into a letter of intent with 155 N Wacker, Steinco uncovered and created a unique opportunity at 540 W. Madison, a building that never leased space to an outside tenant given that the building was built for a single tenant LaSalle National Bank. After LaSalle was sold to Bank of America (BOA) Steinco pressed BOA to learn of their space situation at 540 W. Madison. BOA was not ready to make any decisions with regards to this building since they had over 1 million s.f. to worry about and 540 was not on their radar. Once we showed them our interest level and committed to 125,000 r.s.f., BOA looked at the opportunity. The most difficult part of the transaction was splitting the mechanical equipment to make a multi Tenant building. Based on the DRW transaction, BOA can now market more space at 540 W. Madison if they choose to do so, The total value of the 15 year transaction is estimated at over \$103 million.*

**Transaction Value:** \$103,000,000

**Square Footage:** 125,000 s.f.

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#### **Developer / Broker Information**

*Tenant/Buyer's*

**David Stein**

Steinco Corporate Real Estate Advisors

*Landlord/Seller*

**Steve Smith**

Jones Lang LaSalle



**2009 Award Nomination for:**

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**Property Information**

**Ernst & Young at 155 N. Wacker Drive**  
155 N. Wacker Drive  
Chicago, IL 60606

*On behalf of Ernst & Young, the Jones Lang LaSalle team negotiated a \$120 million lease with unique expansion and contraction options at 155 N. Wacker Drive, a contemporary, Class A+ office building, designed by Goettsch Partners, with a grand two-story lobby clad in marble, and on-site, state-of-the-art conference and fitness centers. The project has been pre-certified LEED®-CS Silver (Leadership in Energy and Environmental Design) by the U.S. Green Building Council. 155 N. Wacker Drive is owned by a joint-venture of the JBC Opportunity Funds II & III, Morgan Stanley's Prime Property Fund and Brijus Properties. The general contractor is Bovis.*

**Transaction Value:** \$120,000,000

**Square Footage:** 203,618 s.f.

**Developer / Broker Information**

<i>Tenant/Buyer's</i> <b>Meredith O'Connor</b> Jones Lang LaSalle	<i>Tenant/Buyer's</i> <b>Dan McCarthy</b> Jones Lang LaSalle	<i>Tenant/Buyer's</i> <b>Bill Rogers</b> Jones Lang LaSalle	<i>Tenant/Buyer's</i> <b>Elaine Melonides</b> Jones Lang LaSalle
<i>Landlord/Seller</i> <b>Bill Truskowski</b> The John Buck Company	<i>Landlord/Seller</i> <b>Drew Nieman</b> The John Buck Company		



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#### **Property Information**

**FTI at Franklin Center at 227 W. Monroe & 222 W. Adams**  
227 W. Monroe & 222 W. Adams  
Chicago, IL 60606

*Tenant representation assignment; client is FTI Corporation; relocation to Franklin Center; FTI Corporation had an option to terminate existing lease in 2010; new lease for 91,265 r.s.f. with an additional 100,000 r.s.f. of growth space over the lease term provided in the new project.*

**Transaction Value:** \$58,578,305  
**Square Footage:** 91,265 s.f.

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#### **Developer / Broker Information**

*Tenant/Buyer's*  
**Sam Murik**  
Cushman & Wakefield, Inc.

*Tenant/Buyer's*  
**David Findling**  
Cushman & Wakefield of IL, Inc.

*Landlord/Seller's*  
**Ellen May**  
Tishman Speyer



**2009 Award Nomination for:**

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**Property Information**

**KPMG at AON Center at 200 E. Randolph**  
200 E. Randolph Street  
Chicago, IL 60601

*In the CBD's largest office lease in four quarters, CB Richard Ellis represented KPMG in a 261,000 s.f. relocation of its Chicago office to AON Center. CB Richard Ellis mitigated risk for KPMG by exploring all options in the market, but ultimately negotiating for an existing building, as market conditions extinguished viability of new construction projects. Jones Lang LaSalle, which represented ownership, Piedmont Office Realty Trust, significantly mitigated the building's exposure caused by the departure of Kirkland & Ellis. The transaction was hailed as a positive impact to KPMG's long term business plan and a big boost to the East Loop.*

**Transaction Value:** \$170,000,000

**Square Footage:** 261,000 s.f.

**Developer / Broker Information**

*Tenant/Buyer's*  
**Todd Lippman**  
CB Richard Ellis, Inc.

*Tenant/Buyer's*  
**Lisa Konieczka**  
CB Richard Ellis, Inc.

*Tenant/Buyer's*  
**Kyle Kamin**  
CB Richard Ellis, Inc.

*Landlord/Seller's*  
**Steve Smith**  
Jones Lang LaSalle

*Landlord/Seller*  
**Michael Curran**  
Jones Lang LaSalle



## 2009 Award Nomination for:

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#### **Property Information**

**MillerCoors at 250 S. Wacker**  
250 S. Wacker  
Chicago, IL

*Following an intense debate over which is the ideal HQ city-Chicago or Dallas-and operating on a timeframe of less than one year, MillerCoors, represented by Jones Lang LaSalle, signed a 130,000 s.f. lease for its new US headquarters at 250 S. Wacker which is represented by CB Richard Ellis. MillerCoors, who is bringing over 400 new jobs with them, received over \$24 million in subsidies from the State of Illinois and the City of Chicago, and is the buildings anchor tenant. The transaction brought a high profile civic-conscious corporation to Chicago, and reinvigorated a once-vacant property.*

**Transaction Value:** \$90,060,000

**Square Footage:** 130,000 s.f.

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#### **Developer / Broker Information**

*Tenant/Buyer's*  
**Hugh Murphy**  
Jones Lang LaSalle

*Tenant/Buyer's*  
**Joel Jaffe**  
Core Project Management, formerly with Jones Lang LaSalle

*Tenant/Buyer's*  
**Dan Maslauski**  
Jones Lang LaSalle

*Tenant/Buyer's*  
**Jock Howland**  
Jones Lang LaSalle

*Tenant/Buyer's*  
**Craig McKesson**  
Jones Lang LaSalle

*Tenant/Buyer's*  
**Michael Sessa**  
Jones Lang LaSalle

*Landlord/Seller's*  
**John Dempsey**  
CB Richard Ellis, Inc.

*Landlord/Seller's*  
**Bob Gillespie**  
CB Richard Ellis, Inc.



**2009 Award Nomination for:**

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**Property Information**

**Schiff Hardin LP at Sears Tower**

233 S. Wacker Drive  
Chicago, IL 60606

*Bob Chodos, Principal, and Steve Levitas, Executive Vice President with Colliers, Bennett & Kahnweiler, Inc. represented Schiff Hardin LP in a search for market alternatives that resulted in a 16-year, 217,410 s.f. renewal lease restructure and expansion at The Sears Tower, 233 S. Wacker Drive. The transaction is valued at more than \$126,000,000. Chodos and Levitas prepared thorough analytical models that evaluated the true all-in cost of staying at the current location and renovating versus relocating and building new space. The lease transaction provided Schiff Hardin LP with an unprecedented opportunity to complete a comprehensive re-stack renovation of its space while maintaining the flexibility and cost effective structure of its lease at the Sears Tower. Perkins & Will provided architectural services for Schiff Hardin LP.*

**Transaction Value:** \$126,000,000

**Square Footage:** 217,410 s.f.

**Developer / Broker Information**

*Tenant/Buyer's*

**Steve Levitas**

Colliers, Bennett & Kahnweiler, Inc.

*Tenant/Buyer's*

**Bob Chodos**

Colliers, Bennett & Kahnweiler, Inc.

*Landlord/Seller's*

**Derek Rolison**

U.S. Equities Realty

*Landlord/Seller's*

**Mike Kazmierczak**

U.S. Equities Realty



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#### **Property Information**

**Willis Insurance at Willis Tower formerly known as Sears Tower at 233 S. Wacker Drive**  
233 S. Wacker Drive  
Chicago, IL 60606

*Following several Midwest acquisitions, and with nearly 500 employees in five separate locations, Willis Insurance engaged Cushman & Wakefield to provide strategic and financial advice for its Chicago real estate needs. After evaluating options, and in keeping with a Willis objective to increase brand recognition across North America, Cushman & Wakefield was able to execute a monumental deal that not only satisfied Willis real estate and branding requirements, but also will result in significant real estate cost savings. Cushman & Wakefield was able to obtain naming rights, and the related rebranding program for the iconic Sears Tower, culminating with the renaming to Willis Tower.*

**Transaction Value:** \$80,000,000

**Square Footage:** 141,010 s.f.

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#### **Developer / Broker Information**

*Tenant/Buyer's*

**Kent Ilhardt**

Cushman & Wakefield of IL, Inc.

*Tenant/Buyer's*

**Jeff Samaras**

Cushman & Wakefield of IL, Inc.

*Tenant/Buyer's*

**Josh Kuriloff**

Cushman & Wakefield, Inc.

*Landlord/Seller*

**Mike Kazmierczak**

U.S. Equities Realty

*Landlord/Seller*

**Derek Rolison**

U.S. Equities Realty

