



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(1 of 7 in this category)

---

#### ***Property Information***

##### **11 Industrial Building Portfolio in Chicago**

11 Buildings in Itasca, Addison, St. Charles and Batavia, IL, one building in Memphis, TN

*CB Richard Ellis represented TIAA in the sale of an industrial portfolio consisting of 11 institutional quality bulk distribution and light industrial properties in the Chicago area totaling 541,266 s.f., and one building located in Memphis, Tennessee. Cabot Properties purchased the portfolio, which was a total size of 676,898 s.f., and was 98% leased at the time of sale, for \$37.2 million. Despite the capital markets collapse that occurred during the fall of 2008, this portfolio closed in November 2008 and was the largest industrial sale to occur in the Chicago area during the final two quarters of the year.*

**Transaction Value:** \$37,200,000

**Square Footage:** 676,898 s.f.

---

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

*Broker*

**Stephanie Park**

CB Richard Ellis, Inc.

*Broker*

**Ted Staszak**

CB Richard Ellis, Inc.

*Broker*

**Michael Caprile**

CB Richard Ellis, Inc.



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(2 of 7 in this category)

---

#### ***Property Information***

**1800 W. Central Road**      *Cushman & Wakefield represented the seller, Golub/Commonfund, in the disposition of this 637,566 s.f. industrial property to Colony Realty Partners.*  
1800 W. Central Road      *The property was 82% leased to two tenants at the time of sale.*  
Mount Prospect, IL 60056

**Transaction Value:** \$39,700,000

**Square Footage:** 637,566 s.f.

---

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

*Broker*

**Kenneth Szady**

Cushman & Wakefield of IL, Inc.

*Broker*

**James Carpenter**

Cushman & Wakefield of IL, Inc.



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(3 of 7 in this category)

---

#### ***Property Information***

**DuPage/Lake/Southeast Wisconsin Portfolio** *Colliers, Bennett and Kahnweiler, Inc.'s team of Jeff Devine, Steve Disse, Jeff Kahan and David Egan represented an anonymous seller in the unique sale of a 1,243,662 s.f. 3-building portfolio. Completed in a turbulent market, this \$42.4 million transaction presented an opportunity to the seller to meet its business needs and the buyer to acquire core plus, second generation industrial buildings in less than six months at an attractive price per s.f. At the time of sale, all three buildings were 100% occupied with an average lease term of 6.5 years.*

**Transaction Value:** \$42,375,000

**Square Footage:** 1,243,662 s.f.

---

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

*Broker*

**Jeff Kahan**

Colliers, Bennett & Kahnweiler, Inc.

*Broker*

**Jeff Devine**

Colliers, Bennett & Kahnweiler, Inc.

*Broker*

**David Egan**

Colliers, Bennett & Kahnweiler, Inc.

*Broker*

**Steven Disse**

Colliers, Bennett & Kahnweiler, Inc.



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(4 of 7 in this category)

---

#### ***Property Information***

**Federal Signal Portfolio** *CenterPoint Properties purchased a 674,209 s.f. industrial building portfolio from Federal Signal Corporation (Elgin Sweeper Company and Safety and Security Systems Group). This \$37.4 million, complex transaction presented a prime opportunity for the buyer to generate excellent cash flow on a long-term basis. The sale consisted of two buildings fully leased to Federal Signal for 15 years, and was completed in under three months. Both CenterPoint Properties and Federal Signal were represented by Bruce Westwood-Booth of Jones Lang LaSalle.*

**Transaction Value:** \$37,400,000

**Square Footage:** 674,209 s.f.

---

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

*Broker*

**Bruce Westwood-Booth**

Jones Lang LaSalle

*Broker*

**Michael Curran**

Jones Lang LaSalle



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(5 of 7 in this category)

---

#### ***Property Information***

**Michaels Chicago  
Distribution Center**  
2400 W. Haven Avenue  
New Lenox, IL 60451

*In the thick of the global economic downturn and credit crisis, Colliers, Bennett & Kahnweiler's Investment Services Group represented ING Clarion in the sale of this 693,185 s.f. single tenant distribution center that was leased to Michaels Stores for 16 years. The team procured several offers from institutional and private investors. With a sub-investment grade retail tenant income stream, lender interest was minimal. Based upon prior knowledge, Colliers, Bennett & Kahnweiler identified Molto Capital as an extremely well-capitalized, private group that had extensive background with Michaels Stores. Despite a sale climate growing increasingly uncertain by the day, Molto closed the \$29,600,000 deal all cash in November 2008 at a cap rate of 7.15%.*

**Transaction Value:** \$29,600,000

**Square Footage:** 693,185 s.f.

---

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

*Broker*

**Jeff Kahan**  
Colliers, Bennett & Kahnweiler, Inc.

*Broker*

**Steve Disse**  
Colliers, Bennett & Kahnweiler, Inc.

*Broker*

**Jeff Devine**  
Colliers, Bennett & Kahnweiler, Inc.

*Broker*

**David Egan**  
Colliers, Bennett & Kahnweiler, Inc.



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(6 of 7 in this category)

---

#### ***Property Information***

**Stampede Meat Facility**  
7351 S. 78th Avenue  
Bridgeview, IL  
60455-1185

*During the summer of 2008, Stampede Meat, Inc. was on the verge of insolvency--overleveraged, underfunded and nearly crippled by the economy. The Jones Lang LaSalle team of Matt Gilbert and Maggie Coleman engineered the \$14 million sale-leaseback of the company's headquarters and principal processing and distribution facility--a critical component to the entire recapitalization of Stampede's balance sheet. The extremely complex transaction involved multiple parties and an extremely tight closing schedule, and culminated with a higher than expected sales price that put a business back on its feet.*

**Transaction Value:** \$14,000,000

**Square Footage:** 137,700 s.f.

---

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

*Broker*

**Maggie Coleman**

Jones Lang LaSalle

*Broker*

**Matt Gilbert**

Jones Lang LaSalle



## 2009 Award Nomination for:

### *Broker Transaction of the Year - Industrial Investment*

(7 of 7 in this category)

---

#### ***Property Information***

##### **The Cinram Distribution Center**

948 Meridian Lake Drive  
Aurora, IL 60504

*Cushman & Wakefield represented Cinram International, Inc., in the disposition of its 595,000 s.f. distribution center in Aurora's Meridian Business Campus. The purchaser of this eight-year sale/leaseback was USAA. The property featured an additional 12 acres of developable land. This represents the largest single building investment sale in the Chicago industrial market through June 2009.*

**Transaction Value:** \$23,400,000

**Square Footage:** 595,000 s.f.

---

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

*Broker*

**Kenneth Szady**

Cushman & Wakefield of IL, Inc.

*Broker*

**James Carpenter**

Cushman & Wakefield of IL, Inc.

