

**NAIOP Chicago
2019 Awards for Excellence**

**Broker Transaction of the Year – Downton Office
Finalists**

BMO Tower at Union Station, BMO Financial Group, US Headquarters
310 S. Canal, Chicago, IL

Tenant/Buyer Broker: Jeff Liljeberg and Steve Stratton, JLL

Total Square Footage: 500,000 s.f.

Total Project Cost: Confidential

In 2022, BMO Tower will join Chicago's skyline, marking an exciting new chapter for the City's largest locally-rooted bank. Nearly 3,600 employees will occupy 500,000 square feet, or 14 floors, of the new 50-story, 1.3 million-square-foot tower adjacent to Union Station. Although a fantastic opportunity, constructing a new trophy tower isn't for the faint of heart. JLL and Riverside navigated numerous complexities—multiple lease expirations, zoning issues and many stakeholders, including Amtrak—to reach a successful resolution. The new tower will be a landmark in the West Loop, and significant investment into the future of BMO Harris.

Salesforce Tower

333 West Wolf Point Plaza Drive, Chicago, IL

Landlord/Seller Broker: Brian Atkinson, Greg van Schaack, and Jim Walsh, Hines

Tenant/Buyer Broker: Mark Cassata, Paul Reaumont, and Brad Serot, CBRE

Total Square Footage: 502,000 s.f.

Total Project Cost: \$650,000,000

Late last year, CBRE represented Salesforce in a massive 502,000-square-foot lease, marking the largest downtown Chicago office lease of 2018. The move launched the new Salesforce Tower, a 57-story, 1.2-million-square foot development from Hines. Located on the superlative site of Wolf Point, where three branches of the Chicago River converge, the tower will break ground at the end of 2019 and Salesforce will occupy its space in late 2023, adding 1,000 new employees and doubling its Chicago workforce. The project was faced with a tight deadline, as the tower had to be designed and constructed within five years, but CBRE and Hines worked diligently to keep everything on track. When complete, this will be one of the most iconic buildings in Chicago.

Uber at The Old Post Office

433 W. Van Buren Street, Chicago, IL

Landlord/Seller Broker: Ian Murphy and Paul Reaumont, CBRE

Tenant/Buyer Broker: Jamey Dix, Daniel Heckman, and Steve Smith, The Telos Group

Total Square Footage: 462,000 s.f.

Total Project Cost: \$226,533,667

Bringing more than 2,000 jobs and over \$200,000,000 dollars in work force and real estate investment to the City, Uber has committed to a 10 year lease where Uber Freight will be headquartered. It is the companies' second largest office in the country. The Old Post Office's strategic location with un-paralleled access to public transportation, wide-ranging amenity set and large floor plates prime for collaboration, is a match made in heaven for the growing company looking to recruit the next generation of talent.

USG Corporation – Global Headquarters

550 W. Adams, Chicago, IL

Landlord/Seller Broker: Emily Marquardt, The Telos Group

Tenant/Buyer Broker: Brian Duffy, David Stafancic, and Chris Wood, Cushman & Wakefield

Total Square Footage: 220,000 s.f.

Total Project Cost: \$160,000,000

After an in-depth office space search, C&W brokered a 10-year lease renewal keeping USG—the global building materials manufacturer who has been based in Chicago for over 100 years—at 550 W. Adams. Midway through the review process it was announced that USG would be acquired by Knauf, a German-based global building materials company. This required C&W's project team to be nimble and ensure both USG and Knauf senior executives were in support of the final headquarters decision. With the lease, USG secured immediate rent savings and concessions for remodeling, helping off-set the remaining liability of two previously sublet floors.