

**NAIOP Chicago
2019 Awards for Excellence**

**Broker Transaction of the Year – Industrial
Finalists**

Diageo at 143rd & Steiner Road
143rd and Steiner Road, Plainfield, IL

Tenant/Buyer Broker: Kris Bjorson, Charlie Kenning, and Dan McGillicuddy, JLL

Total Square Footage: 1,500,000 s.f.
Total Project Cost: Confidential

Diageo is one of the world's largest producers of alcoholic beverages with an outstanding collection of brands across spirits and beer. In 2018, the company tapped JLL to kick off a search for a new distribution center but knew it wanted to expand in Plainfield, a place they had called home for 52 years and today employ more than 600 workers. JLL successfully navigated the market and found a site conveniently located just 1.5 miles away from Diageo's current factory. It's the perfect linkage from its existing production plant to its new storage and warehouse facility expected to open Q2 2020.

Dollar General at Midwest Trade Center

6500 S. US Hwy 421, Westville, IN

Landlord/Seller Broker: Tom Condon, Lee & Associates of Illinois

Total Square Footage: 282,695 s.f.

Total Project Cost: \$24,415,673.16

After brokering the sale of a 632,000-square-foot food grade distribution facility from Super Food Services, Inc. to NorthPoint Development, Tom Condon negotiated a lease on 282,695 square feet to Dollar General on behalf of the new owner. The property was built in 1980 and renovated/expanded in 2000 and 2004 by Tippman Construction/Paragon Architects.

First Logistics at Marina Crossings

2075 W. 43rd Street, Chicago, IL

Landlord/Seller Broker: Matt Cowie, Larry Goldwasser, SIOR, Colin Green, Michelle Maguire, and Jason West, Cushman & Wakefield

Tenant/Buyer Broker: Larry Hanley, Midwest Commercial Real Estate

Total Square Footage: 331,059 s.f.

Total Project Cost: \$10,924,947

Cushman & Wakefield represented landlord Marina Crossings Owner, LLC, a joint venture between MAT Limited Partnership and institutional investors advised by J.P. Morgan Asset Management, in securing its first tenant at the City of Chicago's largest speculative industrial building since 1905. First Logistics, an Illinois-based 3PL, expanded from its facility in Alsip to occupy 331,059 sf of the 633,057-sf facility. The lease to First Logistics is the largest lease transaction on Chicago's south side in a decade. Marina Crossings provides First Logistics an ideal real estate solution based on its access to Chicago's labor pool and vast population of customers.

LTD Commodities at 1000 Bilter Road

1000 Bilter Road, Aurora, IL

Landlord/Seller Broker: Matt Neumann, Liberty Property Trust

Tenant/Buyer Broker: Chris Cummins and Jason West, Cushman & Wakefield

Total Square Footage: 694,000 s.f.

Total Project Cost: \$30,000,000

Representing the tenant LTD Commodities, LLC, one of the country's premier catalog and online merchandisers, Cushman & Wakefield brokered a 10-year lease renewal of their 694,000 SF distribution facility, making it one of the largest industrial deals in the Chicago area this year. The property is ideally located for delivery of product, within two miles of I-88, and features 78 dock-high doors and 196 parking trailers. The long-term lease extension resulted from a mutually beneficial relationship between the landlord and LTD Commodities and the landlord's willingness to upgrade the existing warehouse infrastructure to help address any changing future company needs.

S&S Activewear at Prologis Park 355

16427 Prologis Parkway, Lockport, IL

Landlord/Seller Broker: Traci Buckingham Payette, Jeffrey Kapcheck, and Stephanie Park, CBRE
Tenant/Buyer Broker: Britt Casey, Cushman & Wakefield

Total Square Footage: 750,000 s.f.

Total Project Cost: \$31,163,511

In 2018 Prologis, purchased a 206-acre property in Lockport to develop Prologis Park 355, a five-building industrial park, accommodating 1.9 million square feet. The firm hired CBRE to market the park and attract large build-to-suit projects. At the time, S&S Activewear, a tenant for Prologis in its nearby Bolingbrook park, needed to expand from its 400,000-square-foot space. The firm worked with Cushman and Wakefield to find locations in the area to maintain access to the 355 corridor. CBRE and Cushman were able to arrange a 750,000-square-foot build-to-suit at Park 355 for the firm. This was a major win for all involved - S&S will nearly double its distribution capabilities, Prologis accommodated an existing tenant, and, the new park is 40 percent occupied with one tenant.