



COMMON GROUND

CONOR COMMERCIAL REAL ESTATE



Northwest Pointe III
Elgin, IL



A Note from Our New CEO

It is truly an honor to serve as the new Chief Executive Officer of The McShane Companies. This transition has been several years in the making, and it's exciting to see it come to fruition.

I look forward to growing our organization with new product types and expanding into new markets. At Conor, we are currently increasing our presence in the multi-family space, beginning in Texas before expanding nationally. As we work toward this growth, I'm grateful to have a strong team of development professionals throughout the country who work together to transform strategy into execution.

I am also appreciative of the support I have received from others in our industry, and I am eager to continue working with our brokers and financial partners, whose relationships are very important to me.

For nearly 20 years, I have watched the organization evolve, and I feel very privileged to lead such an esteemed group of professionals. I am committed to upholding the principles of ethics and service that have gotten us to where we are today.

Molly McShane
Chief Executive Officer

What's Inside
FALL 2020

FEATURE

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FEATURED ARTICLE

Navigating the Challenges of Infill Development



Sven Tustin
Executive Vice President

Infill development is accelerating in our industry. With the boom in e-commerce necessitating closer proximity

to customers as well as labor, developers are turning to infill for their industrial deals. This adds a level of complexity to a project that some developers aren't capable of undertaking. It's essential to work with an experienced developer that embraces these challenging infill sites.

These land parcels have often experienced several uses over the years. They typically require rezoning and some level of demolition, abandonment of utilities and/or underground systems, abatement, or environmental remediation. Transforming these contaminated sites into revenue-generating properties is challenging and costly, but the upside for our stakeholders can be exponential. By investing in robust environmental investigations early on and collaborating with our general contractor and environmental experts, we develop a risk-mitigated solution and avoid costly surprises.

We've also been creative with our new developments. On Airport 40, a current undertaking in Phoenix, we worked with three different property owners to assemble 19 parcels, paving the way for a speculative industrial park in a competitive, fully built-out submarket. This is one of

many infill opportunities we've undertaken. Over 70% of our current developments are infill and each one comes with its own unique challenges.

What makes a good infill site? Transportation and demographics are key. We target areas with high population growth, skilled labor and a deep consumer base. These attributes attract a wide range of industrial users, from distribution to advanced manufacturing. Transportation is also a critical driver of successful sites, whether to distribute goods or access labor.



What are the benefits? These properties breathe new life into communities—often revitalizing blighted areas, while providing employment for local residents. End-users want to position themselves as close to the customer and their workforce as possible. Our financial partners can benefit from the nearly 20% sale premium infill developments realize over other warehouse and distribution stock. Conor's expertise in this arena make us the ideal choice for your next infill property deal.

FEATURED EMPLOYEE



Taline Agopian – Development Manager

Recently promoted to Development Manager, Taline assists with identifying and securing new development and build-to-suit opportunities for the firm's Western Region.

A graduate of the University of Southern California, Taline offers five years of experience in the real estate industry. She works alongside project team members and offers assistance with all aspects of development. Her most rewarding project to date has been the 815,000-square-foot Pacific Commons Industrial Center because of its large scale and unique challenges.

PROPERTY SUCCESS STORY



Bystronic Wins ENR Award

Bystronic's Experience Center in Hoffman Estates, Illinois was named an *ENR* Midwest Best Project in the Manufacturing category. The unique facility offers 165,000 square feet of space to support Bystronic's North American headquarters.

Janet Protas Joins Firm

Janet Protas recently joined Conor as Senior Vice President – Multi-Family. With 30 years of experience in the commercial real estate industry, she's responsible for overseeing the firm's multi-family efforts and growing their development portfolio.

Protas is initially focusing on Texas markets while expanding Conor's multi-family platform into additional markets next year.



PEOPLE ON THE MOVE

TRANSACTION HIGHLIGHT

A Focus on Last Mile

The arrival of COVID-19 brought a significant boom for the e-commerce industry. Over the past several months, Conor has signed leases with one of the world's largest e-commerce retailers at three properties in the Greater Chicago and Phoenix areas.

With e-commerce tenants with last mile needs in mind, Conor looks for sites offering easy access to major thoroughfares and strong workforces within some of the country's fastest-growing submarkets. We embrace a forward-looking view of the industrial market to bring innovative properties to growing markets.



QUICK SHOTS

**Jim McShane Receives
Lifetime Achievement Award
from *Illinois RE Journal***

**Molly McShane Featured
on Podcast, *The Climb***

**John Dobrott Recognized as
an Industrial Influencer by
*Globe St. Real Estate Forum***

FOR MORE INFORMATION, VISIT WWW.CONOR.COM

FEATURED DEVELOPMENTS

 www.executivecommercecenter.com



Executive Commerce Center
Prospect Heights, IL

This 150,000-square-foot facility was recently completed and is now available for lease, divisible to 40,000 square feet.

 www.lotusprojectchandler.com



Lotus Project
Chandler, AZ

This project has seen great demand and was named "Industrial Development of the Year" at the AZRE RED Awards.



Last Mile Logistics Center
Chicago, IL

This 316,500-square-foot facility was fully leased to a leading e-commerce company.



Northwest Commerce Center
Palatine, IL

This 162,000-square-foot build-to-suit project was fully leased to a well-known e-commerce retailer and is now available for sale.

 www.park12hundredtech.com



Park 12 Hundred Tech Center
Westminster, CO

This three-building development saw a recent spike in leasing activity, gaining two new tenants with another signing soon.



Skyline Commerce Center
Mesquite, TX

The two-building, 198,000-square-foot project near Dallas is nearing completion, and its first lease will soon be signed.

 www.northavecommercecenter.com



North Avenue Commerce Center
Winfield, IL

Lease negotiations are underway at this 265,550-square-foot Class A facility in suburban Chicago.



Airport 40
Phoenix, AZ

The 320,000-square-foot project is nearing completion and was recently leased to a major e-commerce retailer.



Northwest Pointe III
Elgin, IL

The first lease was recently signed at this new two-building development. Space is still available from 48,000-163,000 square feet.

 Available

TO LEARN MORE ABOUT AVAILABLE PROPERTIES, VISIT OUR WEBSITE