



# COMMON GROUND

CONOR COMMERCIAL REAL ESTATE



Savannah, GA

## Conor Enters Expanding Savannah Market



Conor is pleased to report the expansion of its industrial development operations into Savannah, Georgia. Savannah boasts the nation's third largest container port and a diverse economy that shows no signs of slowing. Not only has the port's cargo volume doubled to 4.5 million TEUs from 2009, the Georgia Port Authority announced a \$5 billion investment plan to bring Savannah to 11 million TEUs by 2030. Rising as an underdog against the nation's largest ports in Los Angeles/Long Beach and New York/New Jersey, Savannah offers competitive advantages including lower cost container shipping, reduced transportation time to the East Coast and

Midwest and is the leading U.S. port for exports including agricultural products. The city also attracts commerce from its major highways, rail network and airport.

In June 2021, Conor purchased a 137-acre site in Savannah to develop Southeast Gateway. The new speculative industrial development includes two buildings measuring 184,000 and 1,005,000 square feet with 32' and 40' clear heights, efficient design for truck movement, natural light and heavy trailer parking. The development will break ground this summer.

**Brian Quigley**  
Executive Vice President

**What's Inside**  
SUMMER 2021

### FEATURE

Forming a Site in a  
Built-Out Market

### TRANSACTION

Skyline Commerce Center  
Sold in Texas

### RECOGNITION

Conor Named Suburban  
Developer of the Year

FEATURED ARTICLE

## Forming a Site in a Built-Out Market



**Sven Tustin**  
*Executive Vice President*

Recently, Conor developed a two-building, 320,700-square-foot speculative industrial development in Phoenix, Arizona, known as Airport 40. Positioned on an infill site in the highly competitive Sky Harbor Airport submarket,

we had to find creative solutions to overcome challenges throughout the development process.

When developing a speculative facility, one of the most important considerations is location. We selected a location for Airport 40 that offers high visibility, proximity to main thoroughways and access to a dynamic workforce. However, finding a sizeable site in this location was nearly impossible. To overcome this challenge, we purchased 19 parcels of land from three separate property owners and assembled them to form an 18-acre site. In addition to the challenge of acquiring all 19 parcels, several of these parcels required additional work before construction could begin.

The two largest of the 19 parcels were previously used as an automotive junkyard and storage for portable restrooms, which led to substantial environmental considerations. To remedy these concerns and prevent

future contamination, several types of remediation took place, including decommissioning underground storage tanks, isolating and properly disposing of contaminated soil and removing septic tanks.

The third largest parcel housed an industrial building that still had four users with leases remaining. In order to purchase the property, we bought the tenants out of their leases and helped them find new homes for their businesses.



While this was a complex deal with many moving pieces, we were able to successfully acquire the land needed for Airport 40, resulting in the completion of a world-class facility that is fully leased to a leading e-commerce retailer. Located in an Opportunity Zone, Airport 40 will serve its tenant and the surrounding Phoenix community for many years to come, providing jobs for community members, generating revenue for the city and acting as a catalyst for continued investment in the neighborhood.

FEATURED EMPLOYEE

### Derek Buescher

Derek Buescher, Senior Development Manager, has been selected as an award winner as part of Connect Media's Next Generation Awards for the Phoenix/Southwest region. Connect Media received over 500 submissions from real estate professionals across the country.

Derek joined Conor Commercial in 2016 and has over ten years of commercial real estate development experience. He is an active member of various industry organizations, including NAIOP, ULI and CCIM. He serves on the boards of Arizona Training & Evaluation Center (AZTEC) and the Phoenix Children's Hospital Foundation.







#### PROPERTY SUCCESS STORY

### Spec Building Modified for Tenant

North Avenue Commerce Center in Winfield, Illinois, is now 82% leased. To accommodate a unique request from a new e-commerce tenant, Conor modified the parking lot entrance to improve traffic flow for delivery drivers, streamlining their shipping/receiving operations.

#### AWARDS & RECOGNITION

### Conor Named Developer of the Year

Conor Commercial Real Estate was recently named the Suburban Developer of the Year at the 33rd Annual Commercial Real Estate Awards benefiting the Greater Chicago Food Depository.

In 2020, Conor completed four developments in suburban Chicago totaling more than 800,000 square feet.



#### TRANSACTION HIGHLIGHTS

### Conor Sells Skyline Commerce Center in East Dallas

Skyline Commerce Center, a two-building, 198,000-square-foot industrial development located in Mesquite, Texas, was recently sold to a global investment company.

Strategically located on South Buckner Boulevard with I-30 frontage, the development is visible to more than 168,000 vehicles each day. The buildings' configurations, transportation access and proximity to a strong labor force make it ideal for last mile and e-commerce users, which will serve the buyer well in the leasing process.



#### QUICK SHOTS

**Dan McShane Named to  
Crain's Chicago Business' List  
of Notable General Counsels**

**Syncreon Leases 57,000 SF  
at Executive Commerce  
Center for Samsung's Use**

**Northwest Commerce Center  
Selected as Finalist at Illinois  
Real Estate Journal Awards**

FOR MORE INFORMATION, VISIT [WWW.CONOR.COM](http://WWW.CONOR.COM)

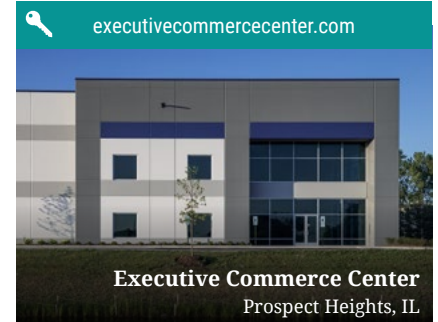
## FEATURED DEVELOPMENTS



This 436,500-square-foot industrial facility is nearing completion and tenant improvement work will begin soon.



Phase II of the development is underway and will incorporate three new industrial buildings totaling nearly 300,000 square feet.



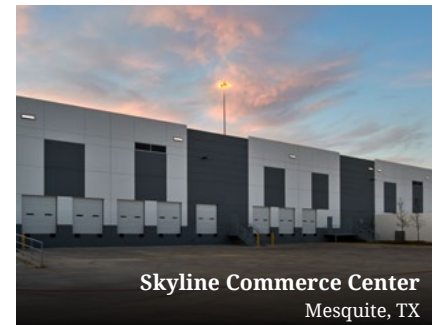
The first lease was recently completed at this Class A industrial facility. Space is still available from 40,000-94,534 square feet.



This 162,000-square-foot build-to-suit has been sold after being fully-leased by a large e-commerce user.



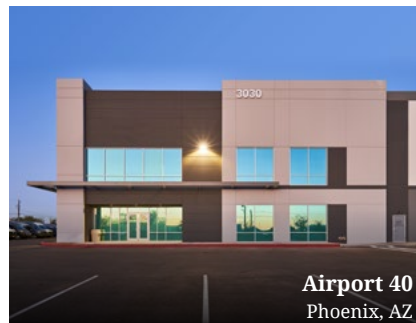
The 163,000-square-foot Building 1 is available to lease and is divisible to 30,000 square feet. Building 2 has been fully-leased.



This two-building development near Dallas, totaling 198,000 square feet, was recently sold to a global investment company.



With two new tenants signed, this industrial development is 82% full with 49,000 square feet still available to lease.



This new two-building, 320,000-square-foot industrial development was fully-leased prior to completion.



This industrial development will be breaking ground soon in Savannah, GA. This will be Conor's first project in the Southeast.



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