

# Who's who in COMMERCIAL REAL ESTATE



*To our readers*

The landscape of commercial real estate is evolving as the economic uptick is bringing a growing number of investors back to the suburban market.

It's welcoming to see the earthmovers out at local business parks. Development of new buildings — as well as the replacement of old, aging facilities with modern, more efficient versions — is more common today.

The world of commercial real estate is populated with players that are helping to make these changes happen.

Our Who's Who in Commercial Real Estate section features some of these players and information we hope you will find useful in today's fast-changing business climate.

The section highlights commercial real estate firms in the suburbs.

We profile close to 20 firms, highlighting the managing partners, owners or leaders at the companies and take a look at what they have to offer.

The section may be one that you'll want to pull out and put aside for future reference.

KIM  
MIKUS



The outlook for commercial real estate firms is positive, yet still challenging, experts say. At a time with a volatile stock market, real estate firms will have to continue to focus on service, quality and remaining relevant in the marketplace.

We hope you see some familiar faces and find the material useful.

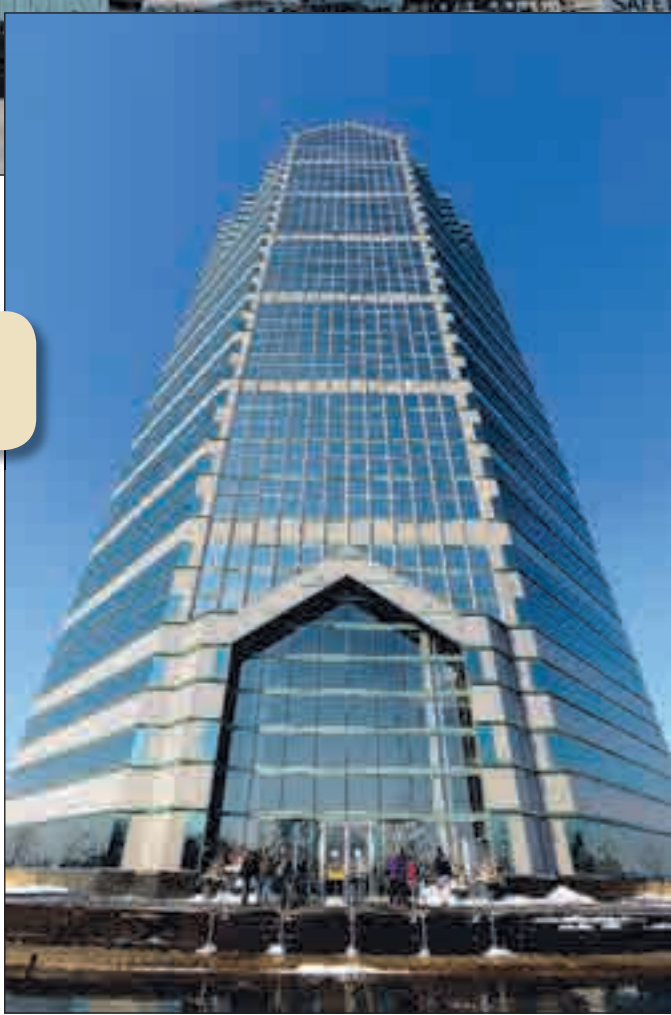
And as always, we'd like to hear your thoughts. We'd like to hear your opinions about the section and if you have ideas for others.

Contact me at [kmikus@dailyherald.com](mailto:kmikus@dailyherald.com).

Thanks for reading.



Kim Mikus, editor



Top, Zurich North America's new 750,000 square-foot building, which is being constructed on 40 acres of what had been part of the Motorola Solutions campus in Schaumburg. Above, Oakbrook Terrace Tower in DuPage County.

# WHO'S WHO IN COMMERCIAL REAL ESTATE

## Arthur J. Rogers & Co.

**William G. Schmitz,**  
RPA, president

William Schmitz joined Arthur J. Rogers & Co. in 1969 and directs the firm's overall operations. He has more than 45 years of commercial and industrial real estate experience, and is involved in all phases of corporate real estate services including receiverships, development, leasing, sales, asset management, investments and syndications.

He currently oversees the operation of more than five million square feet of commercial and industrial properties in the Chicago suburban corridors, and has been involved in receiverships for more than two million square feet of distressed commercial properties for large institutions. Schmitz is a past president of the Building Owners and Managers Association of suburban Chicago and is a certified real property administrator.

Arthur J. Rogers & Co., established in 1945, began its first large scale development project upon the purchase of several tracts of prairie land near O'Hare International Airport in the 1950s. It was these land acquisitions and the subsequent developments that launched



Chicago commercial real estate's O'Hare market as we know it today. The firm spent the next decade playing a major role in the evolution of the area from grasslands into one of the country's most vibrant, diverse and economically stable commercial corridors.

Today Arthur J. Rogers & Co. is a full-service commercial real estate firm that offers property management, construction and brokerage services as well as space planning and interior design to complement its development activities. Arthur J. Rogers & Co. has developed more than 10 million square feet of industrial, office and flex product throughout the suburban market, and employs more than 50 skilled professionals. The firm manages six business parks including Rogers Business Parke in Elgin; Rogers Centre for Commerce East and West in Buffalo Grove; Rogers Executive Parke I and II in Vernon Hills; and Rogers Industrial Park in Elk Grove Village.

For more information, visit [www.arthurjrogers.com](http://www.arthurjrogers.com).

## Avalon Realty Association LLC

**Joseph Santucci,**  
managing broker

Avalon Realty Associates LLC is a commercial real estate company located in Rolling Meadows.

Avalon specializes in brokerage acquisitions, dispositions, leasing, property management and construction.

Avalon was started in 1992 by Managing Broker Joseph Santucci C.E., M.E.M.

With more than 23 years in the real estate business Santucci has conducted transactions on retail, office, industrial and vacant land properties.

His true strengths are the ability to identify the value of a deal while not overlooking property deficiencies.

This attribute combined with the vision to create new value has served his clients well.

In addition, Santucci, an experienced civil engineer with degrees from both Marquette University and Northwestern University, brings to



the table not only his real estate skills but a distinctive ability to quantify costs with regard to development, alterations, build-outs and construction.

Santucci and Avalon currently manage more than 2,500,000

square feet of commercial properties.

In the past 12 months alone, Avalon's management portfolio has increased by 40 percent.

That's because Avalon provides a level of service that will literally spoil you for any other management company.

They are that good.

They are that dedicated.

Because, quite simply, they know what it takes to make your property turn a profit. At Avalon, they manage it, market it and sell it ... like they own it.

For additional information, visit [AvalonReal.com](http://AvalonReal.com).

## Industry News

### Demolition of Central Plaza set to begin

**MOUNT PROSPECT** — With the scheduled demolition of Central Plaza less than a week away, Mount Prospect officials agreed to spend more than \$290,000 for environmental remediation at the vacant strip mall.

Bill Cooney, the village's community development director, said work to tear down the shopping center at Central Road and Route 83 was scheduled to begin Sept. 8. As part of the effort to remove the dilapidated center and make the site attractive for redevelopment, the village hired V3 Companies to clear any potential environmental roadblocks.

Cooney said a lien will be placed on the property.

## Brown Commercial Group

**Dan Brown,**  
owner

Dan Brown started Brown Commercial Group 10 years ago after seeing a need for real estate solutions that go beyond traditional brokerage transactions.

Brown looks at each client's real estate needs from the viewpoint of a business adviser, working to understand the business, its growth plans, and how real estate can drive continued success.

He has the market experience and business insights needed to assist clients with decisions about expanding or relocating a business; asset disposition and acquisition; land sales and acquisitions; and new construction strategies.

Throughout his career, he has built many long term relationships with clients who bring repeat business to the firm. He has helped many clients navigate growth cycles with advice on how to manage their real estate from a long-term perspective.

Brown manages a team of commercial real estate professionals covering



Chicago's suburban office and industrial markets, working throughout the five county suburban market.

His team has created a niche working with mid-sized companies and entrepreneurial firms that are

seeking advice on how to best utilize their space and when to expand, sell or relocate.

The firm, based in Elk Grove Village, has seen significant growth in clients and transaction volume each year. He says he continues to see record growth in leasing and sale assignments and has been called upon to assist banks and bankruptcy trustees with property dispositions.

Brown also is active throughout the community. He is a member of the Association of Industrial Real Estate Brokers (AIRE) and supports many charities, including World Vision for Clean Water. Brown also is active in the Willow Creek Church.

For more information go to [www.browncommercialgroup.com](http://www.browncommercialgroup.com)



**WE MANAGE IT..  
LIKE WE OWN IT**

**AVALON**  
REALTY ASSOCIATES L.L.C.

**847.506.1000    WWW.AVALONREAL.COM**

## CBRE Chicago in Oak Brook

### Bill Wright, managing director

Bill Wright is a managing director at CBRE Chicago in Oakbrook with business-line responsibilities for the retail practice (brokerage and investment properties) and land services group.

Bill is a key member of CBRE's Chicago leadership team, a group responsible for managing overall regional operations. As managing director, he oversees retail professionals in Chicago, Milwaukee and Minneapolis as well as the regional retail investment practice. Wright utilizes synergies between retail and land sales to give leadership to the land services groups.

Wright began his real estate career at CBRE in August of 1998 as a research analyst in the information services group and was promoted to associate in the retail corporate services group in December of 1998. In 1999, he was part of a three-person team that was recognized as the Chicago Sun Times Retail Broker of the Year and was promoted to National Accounts Manager for CBRE's Retail Corporate Services.

In 2002, he joined CBRE's investment properties group working with the Chicago Shopping Center



Investment Team. Wright departed CBRE in 2007 to work for InSite Real Estate as project origination director where he was responsible for new development projects from site selection through construction. In October of 2010,

he was recruited by Mid-America Real Estate Corporation to lead and grow their net lease investment sales practice throughout the Midwest.

CBRE Group Inc., a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2014 revenue). The company has more than 52,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 370 offices (excluding affiliates) worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting.

## Cornerstone Commercial Partners LLC

### Ron Reese, founder, president, and managing broker

Cornerstone Commercial Partners LLC (CCP, LLC), located in Arlington Heights, was launched in January 2007. Considering past and current economic conditions, the firm has come a long way in these eight years.

CCP is a full service commercial real estate brokerage firm. We have the capability of bringing together a team of professionals who will focus on your specific needs ... whether it's the leasing, selling, or purchasing of retail, office, industrial, vacant land or investments.

We also have a property management team in place.

According to Reese, "Building our business one transaction at a time ... and one square foot at a time, we're poised to go to the next level!"

The current experienced staff consists of five brokers, who have a combined experience of over 100 years.

According to Reese, "We're always



looking for good street savvy brokers."

Reese started in the real estate industry in 1977, and has held a number of management positions with a national commercial real estate firm. He earned the CCIM designation in Janu-

ary 1993, which was awarded by the National Association of Realtors. A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry.

Reese brings 30 years of solid commercial real estate experience to CCP. Over the years, the firm's brokers have successfully worked with a good number of national and regional businesses and organizations.

"We at Cornerstone Commercial Partners, LLC look forward to the opportunity of participating in your continued success," Reese said.

For more information, (847) 392-6100, or ronreese@ccim.net.

## Colliers International

### David R. Kahnweiler, CEO

David R. Kahnweiler, chairman and CEO of Colliers International's Chicago-based offices and former chairman of Colliers USA, has been with the firm for his entire 36-year real estate career. Kahnweiler, based in Rosemont, assumed the role of CEO in 1993, and has grown the company to over 275 employees.

The firm is one of Chicago's top industrial, investment and office brokerage firms, representing some of the largest corporate names.

Additionally, its real estate management services division represents the owners of more than 52 million square feet of area assets. While Kahnweiler's key role has been to establish strategic direction for the firm, he remains extremely active in the representation of major firms.

He is not only a three-time winner of the Industrial Broker of the Year award, but has also received multiple awards for creative real estate development projects, including the prolific



Goose Island Industrial Campus in Chicago. In recent years, he and his partner, Bill Fausone, have acquired in excess of five million square feet of industrial properties throughout the Midwest.

While Kahnweiler's personal success is admirable, he is most proud that his professional success has allowed him to help others. One of his proudest charitable achievements is the Industrial Strength Bash Foundation, a private foundation started by he and his wife.

Additionally, he is a trustee for the Ravinia Festival.

In March 2015, Kahnweiler was appointed by Governor Bruce Rauner as board member of the Metropolitan Pier and Exposition Board. The role of the board members is to lead MPEA in its mission to attract trade shows, conventions and public events to Chicago, in an ongoing effort to strengthen the state and city economies.

## AIRE

### Scott Duerkop, President AIRE, vice president of JLL

Scott Duerkop, a vice president with JLL, is the 2015 president of the Association of Industrial Real Estate Brokers, the largest commercial real estate brokerage collaborative in the Chicago metropolitan area, including southern Wisconsin and Northwest Indiana.

Based in Wheaton, AIRE has more than 425 members from leading real estate firms and service-provider organizations.

Its members participate in more than 90 percent of all industrial brokerage transactions executed in the 1.3 billion-square-foot region.

This market includes Southeast Wisconsin, Northwest Indiana, the city of Chicago and the entire Chicago suburban marketplace.

As president of the association, Duerkop's role is to lead AIRE's board of directors, members and staff in a manner that allows the association to follow its purpose: To enable its practitioners to deliver best-in-class service to clients and each other, and



to center its actions around three core tenants cooperation, ethics and education/technology.

The association does this through the delivery of programming that strongly encourages cooperation through the shared experiences of its members and by reinforcing the value of collaboration and collegial conduct; the promotion of ethical conduct through bylaws and oversight processes; and the advancement of education and technology by its programs and website.

AIRE was founded in 1956 to raise the level of cooperation and competency among industrial brokers.

Scott is an experienced real estate professional with over 13 years of experience.

His expertise is rooted in high-level tenant representation, owner representation, strategic planning, transaction management, disposition services, asset valuation, infill property reuse and redevelopment assignments.

# WHO'S WHO IN COMMERCIAL REAL ESTATE

## Inland Real Estate Advisors Inc.

### Paul Rogers, president, managing broker

Inland Real Estate Advisors Inc. is a boutique brokerage and consulting firm providing real estate solutions with sales/leasing, exchanges, appraisal and advisory services for private, public and institutional owners/managers of commercial and investment real estate.

In recent years, we have accomplished more than \$1.3 billion in sales and leases and have consulted for major property owners and institutions throughout the U.S., Canada and the Caribbean.

We are the preferred service provider to many private, public and institutional owners and managers of CRE, banks, law firms and advisory taxation practices offering sophisticated investment grade real estate opportunities and adviser consultative solutions.

Through our core services of brokerage, exchanges and consulting, Inland advisers assist owners and managers in formulating, planning and executing



tailor-made platforms that improve the performance of their real estate assets. We assist property owners in navigating the ever-changing CRE landscape and leveraging the prevailing conditions and economic forecasts to

drive overall real estate and investment performance.

Paul Rogers, president and managing broker, is a licensed real estate broker in numerous states, and a registered securities adviser holding Series 22 and 63 licenses. Over the past 30 years he has sold, marketed, advised and consulted for investment, commercial and industrial properties and portfolios on behalf of his clients including Intel Corp., US Bank, CenterPoint Properties, GE Capital and Walgreens. He is a speaker and panelist before industry, business and trade associations and a guest auctioneer for charitable and civic fundraising. [www.inlandreadvisors.com](http://www.inlandreadvisors.com).

## JLL

### Mark Kolar, senior vice president



Mark Kolar is a senior vice president on JLL's 14-member suburban tenant representation team. The team annually completes more than 800,000 square feet of transactions, representing entrepreneurial as well as Fortune 100 firms with space requirements from 1,000 to several hundred thousand square feet in all suburban markets. Kolar is focused on the Northwest suburban and O'Hare markets.

Over the course of his 13+ year career, he has completed several hundred transactions and enhanced his client relationships with the creativity, persistence, attention to detail and negotiating expertise that are the result of his wealth of industry experience. Kolar is very active in the suburban communities, particularly through his involvement as a board member of the Schaumburg Business Association. In this capacity he advises community leaders on the state of the suburban real estate markets and how to better

attract and retain office space users in the area. His involvement played a role in the establishment of a TIF district that was a contributing factor in Zurich North America's decision to remain in Schaumburg and build its

own facility.

JLL's Tenant Representation Group also works with leading Northwest suburban firms including AT&T, Catamaran, Thermos and Canon. Before joining JLL, Kolar enhanced his financial acumen as a commercial lending officer with LaSalle Bank where he was responsible for financial management, transaction structuring and loan negotiations for a portfolio of more than \$200 million in loan commitments.

An endurance athlete, Kolar is active in the Chicago community through his involvement in the YMCA and Leukemia & Lymphoma Society's Team In Training. He and his family live in Northbrook.

## Live. Work. Thrive.

We see every square foot of suburban real estate as a unique opportunity. Whether you're looking to own, rent or invest, our people on the ground have the insight and expertise to unlock real value.

Contact our team to  
find out how JLL can  
help you thrive in  
suburban Chicago.

### Capital Markets

Jim Postweiler  
+1 312 228 2661  
[jim.postweiler@am.jll.com](mailto:jim.postweiler@am.jll.com)

### Agency Leasing

Jeff Shay  
+1 630 203 8134  
[jeff.shay@am.jll.com](mailto:jeff.shay@am.jll.com)

### Tenant Representation

Andrea VanGelder  
+1 312 228 3054  
[andrea.vangelder@am.jll.com](mailto:andrea.vangelder@am.jll.com)



THE INLAND REAL ESTATE GROUP OF COMPANIES, INC.



Proud Members of the National Association of REALTORS®

**Over \$40 Billion in Acquisitions in the Last 15 Years.**

**Owned and Managed 29.6 Million Square Feet  
of Commercial Property.**

**Owned and Managed Property in 41 States.**

**Since 2000, More than \$1.25 Billion in Commercial Real  
Estate Sales and Leases.**

**\$1.25 Billion in Commercial Loans Originated and Serviced.**

**\$10.5 Billion in Institutional Transactions.**

2901 Butterfield Road, Oak Brook, Illinois 60523 | [www.inlandgroup.com](http://www.inlandgroup.com) | (630) 218-8000 |  @inlandgroup

**Who you do business with is everything®**

The Inland name and logo are registered trademarks being used under license. "Inland" refers to some or all of the entities that are part of The Inland Real Estate Group of Companies, Inc. which is comprised of a group of independent legal entities some of which may be affiliates, share some common ownership or have been sponsored and managed by subsidiaries of Inland Real Estate Investment Corporation.

# WHO'S WHO IN COMMERCIAL REAL ESTATE

## MB Real Estate Services Inc.

**Kevin Purcell,**  
COO & executive  
vice president



He also secured Class L real estate tax status for several of the properties.

He sits on the board of directors for Building Owners & Managers Association Chicago as well as the board of directors for Ingalls Memorial Hos-

pital and Consolidated School District 230. He is also an owner of a senior citizens care facility in Homewood. In 2014, he was named to the Leadership Greater Chicago fellowship program, bringing together diverse leaders from the business, professional, nonprofit and government sectors to examine issues facing the metropolitan community.

Founded in 1982, MB Real Estate is a full-service real estate organization that provides multifaceted expertise in asset/facilities management; leasing services; project/construction Management; tenant representation; health care real estate services; and investment services.

Headquartered in Chicago, with regional offices in New York City, Atlanta and Denver, MB Real Estate provides these services to corporations, institutions, professional organizations, private investors, and nonprofit agencies. For more information, visit [www.mbres.com](http://www.mbres.com).

For the past 20 years, Kevin Purcell has been active in all facets of commercial real estate, including asset management, development, construction, workouts and leasing. Under his leadership MB Real Estate's asset management portfolio has increased more than 100 percent, and now exceeds 20 million square feet across the country. Purcell has worked closely with clients such as GE Asset Management, the city of Chicago, Wirtz Realty Corp. and AREA Property Partners. Most recently, he helped MB Real Estate to attain the management assignment for the new Maggie Daley Park in Chicago as well as for the six Tollway Oases properties located along the Illinois Tollway System.

Currently the chief operating officer, Purcell is responsible for business lines which include asset management, agency leasing, construction management and accounting. Prior to his advancement to COO, he oversaw the \$125 million repositioning and redevelopment of a vintage property portfolio in downtown Chicago in which he directed all leasing efforts. As a result of Purcell's management, the occupancy levels of the portfolio rose from 20 percent to 92 percent.

## Next Realty LLC, Northbrook

**Andrew S. Hochberg**  
CEO, managing  
principal, managing broker



nationwide and successfully negotiated the merger with Gart Sports and The Sports Authority.

Hochberg has been involved in charitable and civic endeavors including serving as the General Campaign Chairman of the Jewish United Fund/Jewish Federation of Metropolitan Chicago in 2008; the Creator and Fundraiser for the Jewish Day School Guaranty Trust Fund, a breakthrough approach that provides vital additional funding for day schools; and a Presidential appointee to the United States Holocaust Memorial Council.

In the area of community service and political involvement, Hochberg's activities include serving on the board of directors for the Lake County Affordable Housing Commission, co-founder of CityPAC and more.

Andrew Hochberg has more than 20 years of diverse real estate industry experience in the areas of site selection, acquisitions and operations or retail property, land and parking facilities. Under Hochberg's leadership as managing principal and managing broker of Northbrook-based Next Realty, the team has successfully completed more than 50 property acquisitions nationally valued at more than \$500 million. Hochberg is responsible for designing Next Realty's strategic direction and executing its investment strategy.

Prior to forming Next Realty LLC, in 1998, Hochberg served as CEO of Sportmart, a \$450 million sporting goods retailer where he led the company's expansion to 70 stores

## NAI Hiffman, Oakbrook Terrace

**Dave Petersen,**  
CEO



Dave Petersen's career in real estate spans over 30 years and covers several disciplines within the industry including property management, construction, and redevelopment. As CEO of NAI Hiffman, Petersen leads the company's client-focused service strategy and provides direction for the firm's brokerage, management and investment services groups. His tenure with NAI Hiffman is characterized by an entrepreneurial drive to deliver best practices while seeking continuous improvement. Trust is the keystone of his corporate philosophy, with an emphasis on building relationships through delivery of consistent, reliable and superior results.

Comprised of more than 150 real estate professionals, NAI Hiffman provides leasing, management and investment sales representation for owners and occupiers of commercial real estate in the Chicago metro market. NAI Hiffman, at One Oakbrook Terrace, Oakbrook Terrace, is the area representative for NAI Global, the world's largest managed network of real estate service providers, comprising 5,000 brokers in 400 offices serving over 55 countries throughout the world.

Since 2000, NAI Hiffman has grown into a preferred provider in the

brokerage and management services industry for many institutional, investment and private firms; its third-party assignments have grown from 6.4 million square feet in 2006 to a current 47+ million square foot

portfolio of more than 500 commercial properties throughout metropolitan Chicago, Northwest Indiana and Southeast Wisconsin. Additionally the firm represents space for lease in over 22,000,000 square feet throughout the market.

In response to its growing portfolio of assets and clients, NAI Hiffman has also experienced significant growth internally; adding personnel to its management services group and making continued investments in the growth of its brokerage teams. The firm is also seeking possible market expansions, seen with the recent property management joint venture with NAI Partners in the Houston market, and adding new service lines to further benefit its clients.

NAI Hiffman recently built a state-of-the-art space for its headquarters at One Oakbrook Terrace, making a 10-year commitment to the marketplace.

For more, [www.hiffman.com](http://www.hiffman.com).

## Olivieri Real Estate LLC, Frankfort

**Joshua Lehane,**  
broker agent



Olivieri Real Estate LLC hired Joshua Lehane in 2002 and in 2006 he became a licensed broker agent and property manager. With thirteen years of experience, Lehane is an expert in commercial real estate, more specifically, commercial office space, commercial land and industrial space in the Will County area.

He is the broker agent for 19 commercial buildings and five commercial lands. Lehane is familiar with the surrounding competitors' building quality, rental & sale rates they offer and the incentives that some may give compared to the buildings we represent.

As far as real estate activity, we always seem to have a constant flow of traffic from calls, emails or face to face meetings, keeping us quite busy. Our office began a tracking system for all

of our leads, from the end of 2011 through 2013 were virtually had the same amount of activity, but from the end of year 2013 to end of 2014, we saw a 35 percent increase in leads & activity and are currently on the same pace for 2014

to 2015. We are averaging roughly 20 leads per month from January through June, 2015.

As for Lehane's outlook, this will take a few years, but he believes that those who purchase now or even lease now at these lower market pricing conditions, will put themselves in a better financial situation in the future. Current activity is high and at a steady rate and the market in his opinion has already bottomed and we are now in the flat to slightly increasing phase of the cycle, with upward increases.

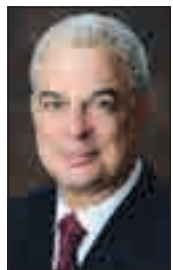
## Podolsky|Circle CORFAC International

### Randy D. Podolsky, managing principal

"You get one integrity. Use it wisely!" That is the philosophy under which Randy D. Podolsky has served his entrepreneurial, corporate, institutional and Not-For-Profit clients at Podolsky|Circle CORFAC International for almost 40 years.

As managing principal of the Riverwoods-based full service commercial real estate firm, Podolsky provides personalized transaction and contract negotiation and advisory services to financial institutions, users, owners and not-for-profits for all facets of industrial, office and investment real estate. Strategizing and executing complex real estate transactions is his passion, and he approaches each project with obvious and seemingly boundless enthusiasm.

Podolsky describes the firm as a "group of like-minded entrepreneurs with a passion for delivering institutional results to people with whom we build long-term relationships. 40 years' experience operating and owning commercial real estate has



provided us a unique knack for surpassing the expectations of our clients."

He credits the firm's survival through four-plus decades of economic cycles to perseverance, creative thinking and a "good old fashioned work ethic."

In late 2005, anticipating a near-term bubble burst, Podolsky advised nearly 100 investors to divest of their commercial real estate holdings. Between November 2006 and April of 2007, Podolsky|Circle's team of investment advisers had creatively packaged numerous properties owned by diverse investor groups and sold them under a handful of single contract portfolio sales.

Podolsky also leads the firm's Development Team, which has completed myriad office and industrial developments and redevelopment projects throughout the Chicago market and currently has plans to break ground on a speculative industrial building in Aurora.

## Ryan Companies US Inc., Great Lakes

### Tim Hennelly, president

Tim Hennelly is the president of the Great Lakes Region of Ryan Companies US Inc. and is based out of the firm's Naperville office. As president of the region, which includes an office in Milwaukee, Hennelly is responsible for executing strategy and managing development, design, construction and real estate management activities in Illinois, Wisconsin, Indiana, Michigan and Ohio.

With nearly 30 years of experience in the commercial real estate industry, Hennelly has a well-established track record of performance in site selection, planning and design concepts, financial packaging, managing construction coordination and lease or sale negotiation.

Since joining the firm in 2002, he has been a key figure in Ryan's success in the development and construction of more than \$175 million in health care and medical office properties; more than \$200 million in senior living communities, including the recently launched Clarendale brand;



more than 15 million square feet of industrial properties; the marketing and development of Ryan's business park holdings in Elgin, Bolingbrook, Romeoville, Joliet, and myriad other office, retail and multifamily residential projects.

He connects with thought leaders through his involvement in industry and community organizations. He is the chairman of the National Education Committee for the National Association of Industrial and Office Properties and is a past board member of NAIOP Chicago. He is also an active member of the Association of Industrial Real Estate Brokers and the Society of Industrial and Office Realtors.

Ryan Companies US Inc. is a 3rd generation, family-owned national developer, designer, capital investment consultant, builder and real estate manager specializing in fully integrated solutions for over 75 years. For more, [www.ryancompanies.com](http://www.ryancompanies.com).

## Suburban Real Estate Services Inc.

### Kristian Lee, vice president

Finding the best people to work together can be difficult but commercial real estate expert Kristian Lee welcomes this challenge. Since 2003, Lee has worked with landlords on their office and retail properties, and represented small to medium sized businesses locally and nationally. As vice president of Suburban Real Estate Services Inc. in Lisle, he brings a knowledgeable understanding of both sides in the process.

Lee has partnered with such companies as The ICEE Company, Top Driver, Farmer Brother's Coffee, Avian Nafta Machinery, Fox News, Second Place Church, Calibre Press, KBS and LaSalle to reduce their real estate overhead, determine what is most efficient for their operations and lease up their properties to add value for sales transactions. Lee also assists his clients with their real estate portfolios.

Currently serving his second term as Chair of the Commercial Alliance of Mainstreet Organization of REALTORS, Illinois's largest local real estate



association, Lee has an understanding of the current political and commercial market landscape. He is a blogger on such sites as TheBrokerList.com and utilizes social media to infuse technology to better serve his clients.

Lee's experience using technology to enhance his career and maximize his client's expectations, led to his appointment in July 2015 as CEO of the real estate tech company Commercial Connected. CommercialConnected.com, a web portal platform, allows business real estate decision-makers to search free of charge for office, retail, industrial and land for sale or lease. This creates a lead generation resource for commercial brokers and owners. Commercial Connected is involved in the third cohort of ElmSpring, a real estate technology accelerator located in Chicago's tech incubator, 1871. He is involved in designing a new app for searching properties and organizing the financial structure of the company.

## Sperry Van Ness/Landmark Commercial Real Estate LLC

### Neil Johnson, managing director

Neil Johnson, managing director of Sperry Van Ness/Landmark Commercial Real Estate LLC, opened his franchise in 2005 in order to provide clients with the resources of a national firm plus established local expertise. "I was attracted to the company's strong ethics and values. SVNI is recognized for its unique culture of collaboration and fairness," Johnson said.

**National Strength** — The Lipsey Co. 2015 survey ranked Sperry Van Ness International as the No. 6 most recognized commercial real estate brand in the US. SVNI has advisers in every property type and major national market. Johnson said, "We are linked with 200 offices nationwide. Our clients benefit from world-class technology and resources." "Every listing is marketed with its own website, detailed brochure, and national electronic distribution. We believe that increased exposure brings maximum property value for our clients."

"The SVNI network has helped us develop investor and tenant



relationships across the country." "Our corporate affiliation," Johnson said, "provided the tools needed to successfully market and sell a 1 million square foot enclosed retail mall, and a \$12 million multi-tenant office

property. The distinctive national resources of Sperry Van Ness include property management, auction services, plus numerous preferred suppliers with specialties such as energy audits, corporate services, and economic research.

**Local Expertise** — Sperry Van Ness/Landmark in Geneva has specialists in retail & restaurant, industrial, and office properties, as well vacant land. These brokers have proved success in investment sales, leasing and tenant representation. Johnson has 25+ years of experience in commercial real estate brokerage, investment and land development. Since 2007, Johnson's local brokerage team has completed more than \$60 million in sales and lease transactions.

Ranked by square feet managed

COMPANY Address Phone • Website	Top Local Executive Title E-mail Year Founded	Sq. Ft. Managed Local Offices Total Offices Nationwide	Local Employees Licensed Agents	Specialties Social Media
<b>JONES LANG LASALLE</b> 200 E. Randolph, Chicago 60601 312-782-5800 • www.jll.com	Colin Dyer Daniel T. Ryan president and chief Executive officer Midwest Market director (dan.ryan@am.jll.com) 1783	554.0 million 5 91	NP NP	Corporate services include Capital Markets, Consulting, Energy and Sustainability, Facilities Management, Lease Administration, Project and Development Services, Tenant Representation, Transaction Management and Workplace Strategy. NP
<b>TRANSWESTERN</b> 5600 N. River Road, Suite 150, Rosemont 60018 847-588-5700 • www.transwestern.net	Mike Watts president, Midwest Executive Leadership 1978	218.6 million 2 34	2,100 484	agency leasing, tenant advisory, property & facilities mgmt, capital markets, research & sustainability. Fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily & healthcare to add value for our investors. NP
<b>NAI HIFFMAN</b> One Oakbrook Terrace, Suite 600, Oakbrook Terrace 60181 630-932-1234 • www.naihiffman.com	David A. Petersen CEO (dpetersen@hiffman.com) 1981	56.0 million 1 8	140 40	leasing, management and investment sales representation for owners and occupiers of commercial real estate in the Chicago metro market naihiffmanblog.com • twitter.com/@NAIHiffman • www.linkedin.com/company/nai-hiffman
<b>THE INLAND REAL ESTATE GROUP OF COMPANIES, INC.</b> 2901 Butterfield Road, Oak Brook 60523 630-218-8000 • www.inlandgroup.com	Daniel L. Goodwin chairman/CEO 1967	52.5 million 1 22	1,034 NP	commercial real estate, investment, property management, leasing, development and financial services twitter.com/inlandgroup
<b>CENTERPOINT PROPERTIES</b> 1808 Swift Drive, Oak Brook 60523 630-586-8000 • www.centerpoint.com	Bob Chapman CEO 1984	35.0 million 1 5	NP NP	development, acquisition and management of industrial property and transportation infrastructure that enhances business and government supply chain efficiency www.facebook.com/centerpointproperties • twitter.com/CenterPointProp • www.youtube.com/user/CenterPointProp
<b>MB REAL ESTATE SERVICES INC.</b> 181 W. Madison, Suite 4700, Chicago 60602 312-726-1700 • www.mbres.com	Peter E. Ricker chairman/CEO 1982	26.5 million 1 4	250 20	leasing, tenant representation, asset and property management, investment, development, healthcare real estate, project and development services twitter.com/mbrechicago • instagram.com/mbrechicago/
<b>ARTHUR J ROGERS &amp; CO.</b> 3170 S. River Road, Des Plaines 60018 847-297-2200 • www.arthurjrogers.com	William G. Schmitz president 1945	5.0 million NP NP	50 NP	Arthur J. Rogers & Co. is a partner of The CORE Network. As a full service firm, the company is active in brokerage, property/facility management, and construction on a local, regional and national level. For more information, please visit www.arthur NP
<b>AVALON REALTY ASSOCIATES, LLC</b> 3315 Algonquin Road, Suite 600, Rolling Meadows 60008 847-506-1000 • www.avalonreal.com	Joseph C. Santucci Carlo J. Santucci managing broker, C.E., M.E.M commercial broker, M.E.M.D.C 1992	1.5 million 1 1	17 8	commercial real estate brokerage, acquisitions, dispositions, leasing, research, property management, commercial construction, and improving properties. NP
<b>PODOLSKY/CIRCLE CORFAC INTERNATIONAL</b> 2610 Lake Cook Road, Suite 100, Riverwoods 60015 847-444-5700 • podolsky.com	Randy D. Podolsky managing principal (rdp@podolsky.com) 1971	1.3 million 1 1	22 12	brokerage; tenant representation; sale and leaseback; property, asset and facility management; due diligence; receivership and REO; acquisition, disposition, and financial consulting services.
<b>MURRAY COMMERCIAL</b> 700 E. Main St., Suite E, St. Charles 60174 630-513-0173 • www.murraycommercial.com	James C. Murray III managing broker/president (jace@murraycommercial.com) 1999	1.0 million 1 1	8 6	commercial brokerage, property management, asset management www.facebook.com/murraycommercial
<b>PANCOR CONSTRUCTION &amp; DEVELOPMENT LLC</b> 2175 Point Blvd., Suite 125, Elgin 60123 847-551-9195 • www.pancor.com	Richard Panichi principal (richard@pancor.com) 1989	1.0 million 3 3	22 22	acquiring, developing and leasing office and industrial properties in the Chicago metropolitan area
<b>OLIVIERI REAL ESTATE LLC</b> 750 Center Road, Frankfort 60423 815-469-6400 • www.solutions4buildings.com	John Olivieri vice president (john@s4b.bz) 1999	240,000 1 1	13 3	commercial and industrial Facebook
<b>KUDAN GROUP, INC.</b> 156 N. Jefferson St., Suite 101, Chicago 60661 312-575-0480 • www.kudangroup.com	Jeremy Kudan president 1999	75,000 1 1	12 7	commercial real estate, property investment, business brokerage and restaurant sales, leasing and consulting, management advisory site selection and tenant representation twitter.com/RestaurantRE • www.pinterest.com/kudangroup/ • www.facebook.com/kudangroup
<b>CORNERSTONE COMMERCIAL PARTNERS, LLC</b> 3233 N. Arlington Heights Road, Suite 303A, Arlington Heights 60004 847-392-6100 • www.cornerstonecommercialpartners.com	Ronald W. Reese president/managing broker (ronreese@ccim.net) 2007	55,200 2 2	2 11	commercial real estate firm, specializing in the sales, leasing, property management, development and consulting of commercial real estate
<b>DANIEL &amp; ASSOCIATES REAL ESTATE</b> 465 E. Roosevelt Road, West Chicago 60185 630-231-8090 • www.daare.com	Daniel M. Czuba president/CEO (daniel@daare.com) 1976	10,000 1 0	3 12	commercial and residential real estate www.facebook.com/DanielAndAssociatesRealEstate

Continued on Page 24