



SIOR

WISCONSIN
CHAPTER

**2017 SIOR Regional Event
Planning Committee:**

Chris Caulum, SIOR, CCIM | Oakbrook Corporation

Barry Chavin, SIOR | NAI MLG Commercial

Jeff Hoffman, SIOR, CCIM | Cushman & Wakefield | Boerke

Norm Khouri, SIOR, CCIM | Colliers International | Cincinnati

Adam Matson, SIOR | NAI MLG Commercial

Terrance McMahon, SIOR | Cushman & Wakefield | Boerke

William Quinlivan, SIOR, CRE | Colliers International | Wisconsin

Chad Vande Zande, SIOR | Cushman & Wakefield | Boerke

On behalf of SIOR-WI and the 2017 SIOR Regional Event Planning Committee, we hope you enjoyed this event and the City of Milwaukee. We ask that you share feedback on the event survey emailed to you or by contacting Davis at davis@carw.com.

Thank you for coming!



**2017
REGIONAL
CONFERENCE**

AUGUST 22-23, 2017

MILWAUKEE, WI

PRESENTED BY:



A Word From Our Leadership...

The Wisconsin SIOR Chapter is honored to host the SIOR Regional Conference in Milwaukee. We can't think of a better time of the year to visit our great City and we hope you enjoy your experience. The Milwaukee Region is in the middle of an incredible construction boom of the likes that the commercial real estate industry has never experienced. The greater downtown area of Milwaukee alone has had \$2 Billion dollars of projects delivered, started or announced in the past 12 months. Notable downtown projects include the delivery of the new 1.1 MSF world headquarters for Northwestern Mutual, the \$500+ million Milwaukee Bucks arena, 833 Wisconsin which is the first spec office building in the downtown market in over a decade and high end residential developments such as the Cotoure which will raise above the skyline to be the tallest structure in the region.

And we haven't even gotten around to our robust industrial real estate market. If you drove here heading up 94 you might have noticed several large deliveries that we have experienced over the past couple of years including a 1.5 MSF Amazon fulfillment center and multiple 1 MSF distribution centers for Uline. The big one that shocked the world was the game changing Foxconn announcement that we received earlier this month. In what would be the largest direct foreign investment of all time, southeast Wisconsin could see \$10 billion dollars of investment and 20 MSF for a new world class manufacturing campus that is spread across 1,000 acres. And we also just happened to land the largest North American confectionary plant earlier this year with a \$350 M investment announced by Haribo.

There are many reasons that our State is on such a roll. Over the past seven (7) years we have accomplished the following:

- Elimination of State Income Tax for manufacturers
- Passed Right to Work Legislation
- Streamlined Environmental review and wetland mitigation
- Property Taxes are lower in 2017 than they were in 2010
- Moved to the 10th BEST place to do business from the 9th WORST place

Things are happening in our State and we want you to participate in growing business and investment IN WISCONSIN!



Jeff Hoffmann, SIOR, CCIM

Cushman & Wakefield | Boerke
Vice President—SIOR-WI



William Quinlivan, SIOR, CRE

Colliers International | Wisconsin
President—SIOR-WI

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- EXECUTED OVER 200 LEASES TOTALING OVER 9 MILLION SQUARE FEET OF WHICH OVER 5.5 MILLION SQUARE FEET INVOLVED AN SIOR BROKER.

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SCHEDULE

Tuesday (8/22)

12:00pm—1:00pm

1:45pm—3:30pm

3:45pm—5:30pm

6:00pm—8:30pm

9pm—11:00pm

Wednesday (8/23)

8:30am—9:30am

9:30am—11:00am

Arrival & Check-In

Pfister Hotel | 424 E Wisconsin Ave, 7th Floor

Museum Tour & Networking

Sponsored by Duke Realty

Harley Davidson Museum | 400 W Canal St.

The Denis Sullivan

Discovery World | 500 N Harbor Dr.

Dinner

*Sponsored by Stag Industrial & Phoenix Investors
Pilot House at Discovery World*

After-Party | Sponsored by Venture One

BLU Bar | 424 E Wisconsin Ave, 23rd Floor

Breakfast | Sponsored by The Opus Group

Pfister Hotel - Grand Ballroom West

Panel Discussion

Sponsored by WEDC

Pfister Hotel - Grand Ballroom West

We are proud to present the
2017 SIOR Regional Conference!



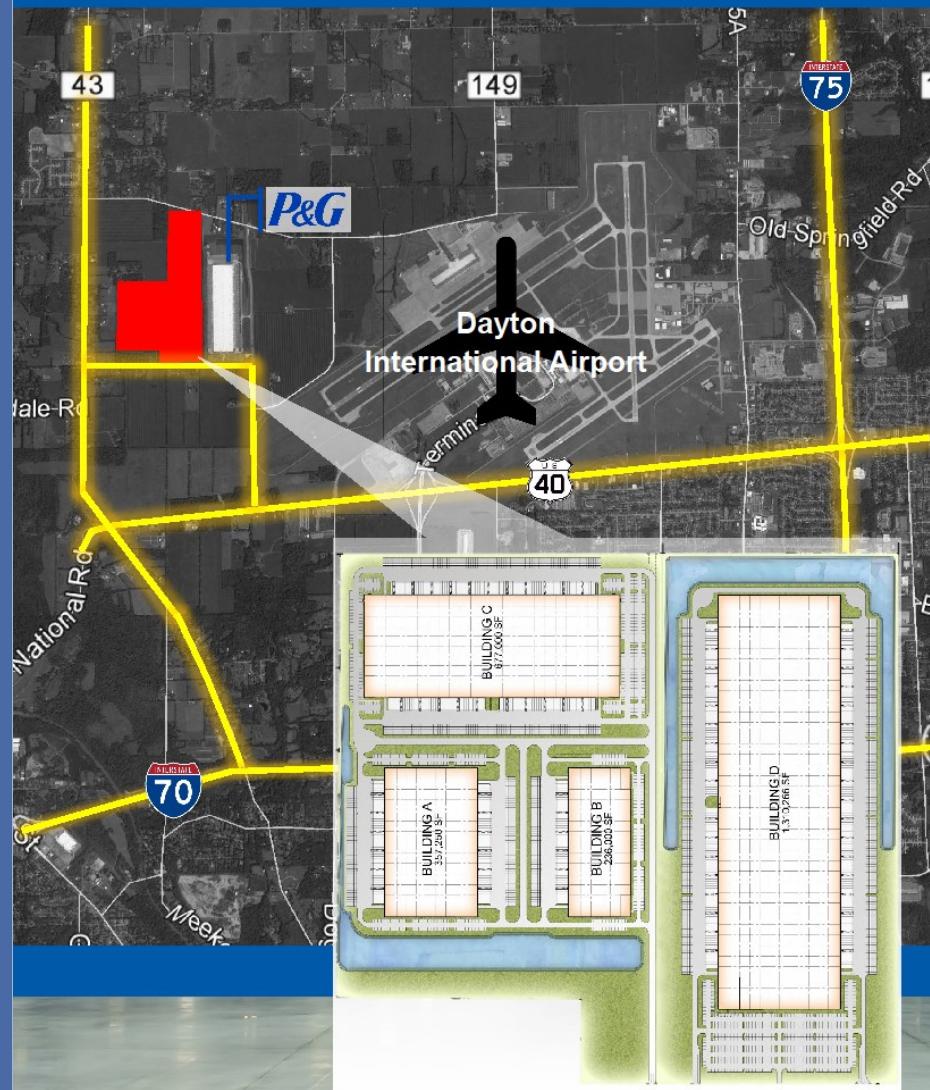
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STAG INDUSTRIAL



STAG Industrial, Inc. (NYSE: STAG) is a real estate investment trust focused on the acquisition and operation of single-tenant, industrial properties throughout the United States.

ACQUISITION CRITERIA

PROFILE: Primarily single and two-tenant, 100% occupied industrial buildings; vacant & partially vacant buildings considered

USE: Warehouse, distribution and light manufacturing

BUILDING TYPE: Class A or B; all construction types (tilt up, masonry, metal, pre-cast)

TERM: All lease terms

CREDIT PROFILE: All credit profiles

LOCATION: All US markets; focus on primary and secondary industrial markets; tertiary locations considered

DEAL SIZE: \$5-\$100 million on a single asset basis; no maximum for portfolios

TRANSACTION TYPE: Investor sale, sale leaseback and build-to-suit forward commitments

ACQUISITION TEAM



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NYSE:
STAG

ENTERPRISE VALUE:
\$3.9B

SQUARE FEET:
67.7M

OF BUILDINGS:
342

2017 YTD
ACQUISITIONS:
\$385M

AS OF JUNE 30, 2017

