

CBRE | Martin to Provide Management and Leasing Services for 360,000 SF Portfolio of Properties

CBRE has been retained as the exclusive management and leasing agent for a 360,000-square-foot portfolio of properties in the Woodlands Office Park in Okemos and Capital Commerce Center in Lansing that was recently acquired by Iron Point Titan Asset Management, LLC.



The portfolio comprises office, retail and flex space and also includes JH Business Center and Woodland Square shopping center, where a complete repositioning of the asset is planned.

New ownership will strive to immediately reinvigorate the portfolio and plans to invest aggressively in the properties with significant upgrades to each including landscaping, parking lots, signage and façade. Attracting and retaining an appealing tenant mix is a key initiative.

The CBRE property management, office, retail and industrial teams will work in cooperation to effect a



smooth management transition and diligent lease up of the Iron Point Portfolio. ■

We're excited to have CBRE on board as our partner in the management and leasing of the portfolio. They share both our vision for reinvigorating the properties to realize their full potential, and our urgency to effect immediate improvements.

We are confident that CBRE's team of professionals will be integral in turning the portfolio into a solid investment.

~ Dewayne Bailey, Iron Point Titan Asset Management, LLC

CBRE Consults on Downtown Development

CBRE has partnered with the City of East Lansing to provide real estate marketing, research and consulting services.

As part of their objective to bring renewed vitality to downtown East Lansing, the City enlisted the CBRE Consumer Behavior & Location Analytics group to prepare a **municipality segmentation study**. The study provides a detailed analysis of consumer lifestyles and trends incorporating demographics, segmentation and market analysis. Our experts then marry the census data and consumption data to delve into the behavior of retail demand, bringing science to the art of real estate decision making.

In addition, CBRE has been retained as a consultant on the redevelopment of the publicly controlled properties that comprise the new **Park District Planning Area** site (formerly the proposed City Center II development site.)

As a strategic advisor to the City, CBRE brings our resources and expertise to the project to:

- Assist the City with development of a Request for Qualifications



and Proposal (RFQP) to potential developers, investors, users and market contacts

- Distribute the RFQP via a managed bid strategy with date certain marketing
- Lend benchmark insight and matrix evaluation templates.

The City will incorporate CBRE's market insight in selecting a project and developer for the future site with additional steps including public review; committee meetings; due diligence and feasibility studies; design work; and site plan review, required before a final development agreement is negotiated. ■

CBRE | Martin Named "Outstanding Small Business" by Lansing Regional Chamber of Commerce

The Lansing Regional Chamber of Commerce recently presented CBRE|Martin with the **Outstanding Small Business Award**. The annual honor is reserved for small business within the tri-county area that have demonstrated stability, innovation, dedication to community, ability to overcome challenges and a commitment to diversity.

CBRE|Martin's recognition as an outstanding small business may seem to contradict CBRE's standing as the world's largest commercial real estate services company, but rather the honor just further underscores the depth and breadth of the CBRE platform. As an affiliate office of CBRE, the company is one of the pillars upon which that global platform rests. CBRE's worldwide reach depends on having the best real estate professionals on the ground, around the world, in markets both large and small.



Van W. Martin, Chairman and CEO of CBRE|Martin and Tim Daman, President & CEO Lansing Regional Chamber of Commerce.

"We're honored to be recognized by the Chamber as one of Greater Lansing Area's outstanding small businesses," said **Van W. Martin, Chairman and CEO** of CBRE|Martin. "Our professionals are local market experts who embody CBRE's corporate **RISE values—RESPECT, INTEGRITY, SERVICE and EXCELLENCE**—and deliver them in every client interaction." ■

CBRE Assists MHA with Disaster Recovery

The **Michigan Health & Hospital Association (MHA)** is the statewide leader representing Michigan community hospitals and health systems on key legislative and regulatory issues and supporting their efforts to provide quality, cost-effective and accessible care.

In August of 2012, however, it was MHA that needed assistance when their headquarters building suffered severe water damage due to a partial roof collapse. The building housed more than 60 employees, and the disaster effectively shut down MHA's office.

Upon hearing of the catastrophe, CBRE Chairman and CEO **Van W. Martin, CCIM, SIOR, CRE** contacted MHA to offer CBRE's professional resources to assist the association with the disaster recovery process.

As time was of the essence, Martin presented MHA with a number of options that were immediately available to accommodate MHA's space needs on a temporary basis.



MICHIGAN HEALTH & HOSPITAL ASSOCIATION

The option MHA selected—**6105 W. St. Joseph Highway**—was the sister building to MHA's headquarters and located within the adjacent Verndale Office Park, with additional space taken within **6005 W. St. Joseph Highway** for use as a print shop.

Both properties are part of the CBRE management portfolio, and CBRE Real Estate Manager **Bill Shy** worked closely with MHA to coordinate the move, including working with their IT department to set up communications within a week. CBRE also arranged discounted moving services with **TWO MEN AND A TRUCK®**

Meanwhile, CBRE provided consultation on repairs to MHA's existing headquarters building as well as on business continuity planning for potential events in the future. ■

Inside This Issue

Office News	2	Asset Services/Achievements	7
Retail News	3	West Michigan Listings	8
Industrial News	4	Mid-Michigan Listings	9-11
Investment News	5	More News & Views	12
Corporate Services News	6		

CBRE | Martin Fills 45,000 SF Within Park Place Office Park

One of East Lansing's preeminent office parks—**Park Place Office Park**—has secured two new tenants who together leased nearly 45,000 square feet. Park Place is located on West Road in the northwest tier of East Lansing and is home to several corporate office users.



Coverys, a leading medical professional liability insurance company, has leased approximately 26,000 square feet in Building One where operations will be run for member companies **MHA Insurance Company** and **Coverys Insurance Services**, a multi-line insurance agency. Formerly located on the west side, the cross-town move will allow the organization to consolidate its Midwest operations into one contiguous space. CBRE office advisors **Thomas Jamieson** and **Eric F. Rosekrans, CCIM, CPM** represented the landlord and tenant respectively in the transaction.

Mary Ursul, Senior Vice President of Coverys, is looking forward to the change. "The opportunity to consolidate departments under one roof and streamline operations is exciting for us."

CLEAResult is an Austin, Texas based energy optimization firm that works with utility clients across the country to design and implement energy efficiency and renewable energy programs. Currently located in Okemos, CLEAResult will soon

relocate its Michigan office to Park Place, occupying 18,500 square feet within Building Three. Rosekrans represented the landlord in this transaction, while fellow CBRE office advisor **Lisa Allen Kost** represented CLEAResult.

"Our existing space had become insufficient," stated Tim Hardesty, Vice President for the firm. "The move addresses that problem, allowing our staff to work collaboratively and enhance our service offering to clients."

The leases brought Park Place's occupancy from 54% up to 87%, and effectively leased the last large expanse of Class A office product within Lansing's East Submarket.

Landlord representative, Doug Johns, is pleased with the result. "We have two quality firms joining our roster of tenants at Park Place," said Johns. "Our representatives at CBRE effectively guided us through the negotiation of each transaction."

Both tenants expect to take occupancy in mid to late summer. ■

Guiding Real Estate Decisions

CBRE has a long history of providing real estate services to **Michigan Health and Hospital Association (MHA)**. Recently, that relationship generated a series of transactions necessary to realize MHA's space and facility needs.

Located in Verndale Office Park, MHA shared their existing 48,944-square-foot headquarters building with affiliated insurance company, Coverys. After a building casualty, both groups relocated independently.

CBRE Chairman and CEO **Van W. Martin, CCIM, SIOR, CRE** assisted MHA with their needs. The ensuing site search led to a number of transactions:

- MHA purchased a 25,000-square-foot building at 2112 University Park Drive within University Commerce Park in Okemos.
- MHA leased a 12,400-square-foot building next door at 2105



2112 University Park Drive

University Park Drive to fulfill their remaining space needs. CBRE completed a facilities condition assessment for the property and negotiated a lease for the majority of the building.

- With a potential need for additional parking and future expansion in mind, MHA purchased the adjacent 1.41-acre lot at 2104 University Park Drive.

"Expanding our headquarters office and relocating to the east side submarket is a significant move for MHA, and CBRE | Martin has been there to guide us through every step of the way. Through site selection, acquisition and lease negotiations, they have been a responsive and trusted advisor for MHA."

~Nancy McKeague, Senior Corporate Vice President, Michigan Health and Hospital Association

New Mixed-Use Development Coming to Michigan Avenue

A new option in student housing is coming to the outskirts of MSU campus. CBRE Associate and Office Advisor **Thomas Jamieson** negotiated the sale of **514 Michigan Avenue** in East Lansing to the purchaser **Wolf River Development Company**.

The existing building on the 0.33-acre lot, which was occupied by Koehler's Printing and Graphics for over 32 years, has been razed to make way for the mixed-use development. The four-story, 23,200-square-foot project will include 16 four-bedroom student apartments and 1,200 square feet of ground floor commercial space, which will be occupied by Koehler's.

Koehler's will remain in business during construction and is temporarily located at 1510 Renssen Street, Suite D in Lansing. CBRE Associate and Industrial Advisor **Julie O'Brien** was instrumental in securing that transition space.



"CBRE not only negotiated the sale of the property, but helped locate and secure temporary space for us to occupy during the year-long construction process."

~Tami Koehler, Koehler Printing and Graphics

Dale Inman, a managing partner with Wolf River Development Company, reports that the development will be complete by August, just in time to welcome students for the 2013-2014 school year. ■

Two Area Credit Unions Making Moves

Two Mid-Michigan credit unions are making moves in the Lansing Market to expand accessibility for their member base. **CASE Credit Union** and **Option 1 Credit Union** each engaged CBRE independently to provide site selection and user representation services, not realizing that their paths would soon cross.

CASE was seeking to increase member accessibility and service at both their east and west side locations and needed to secure both locations in short order. A comprehensive site search on the west side revealed that the former Fitness USA location at 5611 West Saginaw was an ideal site. Represented by CBRE Office Advisor **Eric F. Rosekrans, CPM, CCIM**, CASE moved forward with the acquisition of the property. The seller was represented by **Shawn H. O'Brien, CCIM**, and a sale was quickly negotiated. Construction of the new west side branch is underway with a third quarter opening planned. However, CASE's search for a suitable east side location was less fruitful, with few quality locations immediately available in the market.

Meanwhile, Option 1 was looking to expand their reach with additional branch locations on the east side. Their existing 16,200-square-foot building on West Road was too large for their use, but proved to be a perfect fit for CASE. After a short negotiation period, Rosekrans guided the two sides to an agreement. CBRE Office Advisor **Lisa Allen Kost** was able to identify two alternate locations for Option 1 along the Lake Lansing corridor, one at 6025 N. Hagadorn



and the other at 2250 Lake Lansing Road, which made way for the sale of their existing building to CASE.

Interestingly, the sale of Option 1's corporate facility included a co-habitation agreement whereby both credit unions will occupy a portion of the space and operate together until the alternate locations for Option 1 are ready for occupancy. The entire process was an amazing example of cooperation between the two financial institutions.

"We are extremely pleased with both of our locations and are looking forward to serving our members at each site", stated Jeffrey Benson, President and CEO, CASE Credit Union. "CBRE was instrumental in helping us through the process in a quick and efficient manner."

Andy List, President and CEO of Option 1 Credit Union, was equally thrilled with the process of events. "We will be able to provide services to our members in a broader perspective as we continue to branch out in the Mid-Michigan area. CBRE has been a key advisor in identifying and assessing available sites for us." ■



Lansing Towne Centre Welcomes Three New Tenants

Lansing Towne Centre is an 111,864-square-foot established community center anchored by both Office Max and ABC Warehouse. Located on busy Saginaw Highway directly across from the Lansing Mall, the center is home to a number of national and regional tenants including Qdoba, Game Stop and Chuck E. Cheese's. Retail property specialists **Shawn H. O'Brien, CCIM** and **Amy Richter-Perkins** provide landlord representation services for the center, and have secured three new tenants within the past year:

"The Embassy Grill provides the center with another mini-anchor and will draw significant traffic to Lansing Towne Centre."

~ David Brown, President, Covington Realty Partners, LLC

The Embassy Grill, which has been serving Lansing for over 50 years,

has taken 4,000 square feet within the center, plus room for outdoor seating. The Embassy Grill serves a unique combination of authentic Lebanese and Italian cuisine in one restaurant.

Sugar Berry, a self-serve frozen yogurt parlor, has opened a west side location leasing 1,898 square feet within the center. This is a second location for the wildly successful confectionery concept.

Eyes of India, which specializes in the hair removal technique known as "threading", has leased 1,000 square feet of salon space. Eyes of India was formerly located in the Lansing Mall.

The landlord is encouraged about the recovery of the economy in Lansing and the immediate trade area. "We are excited to welcome these three new merchants to the center and believe they will complement our existing tenant line-up well," said David Brown, President of Covington Realty Partners, LLC. ■



CBRE | Martin Brings Haslett Shoptown to 93% Occupancy

CBRE has negotiated three leases within **Haslett Shoptown**, bringing the current occupancy to 93% in a market with an average vacancy rate of over 13%.

Habitat for Humanity has leased 9,600 square feet within the center in which they will open their second Lansing area ReStore. Habitat for Humanity ReStores sell new and gently-used home improvement goods, furniture, home accessories, building materials and appliances to the public at a fraction of the retail price. Proceeds are used by our local Habitat for Humanity affiliates to help build and renovate more homes and communities.

Alder Insurance Agency, an independent insurance agency serving both individuals and businesses, has leased 1,085 square feet within the center adjacent to Sunn City tanning salon.

Shopping center owner Steve Wickens welcomes the new storefronts at Haslett Shoptown. "Habitat for Humanity and Alder Insurance Agency are solid additions to the tenant mix, and we are pleased they selected our center."

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CBRE Associate and Retail Advisor **Amy Richter-Perkins** provided landlord representation services in each transaction.

In addition, **Rite Aid** renewed their commitment to the center and signed a long-term extension of their existing 11,040-square-foot lease. ■



Planet Fitness to Rely on CBRE

Planet Fitness—a fast growing health club that boasts low prices and a "judgment-free" zone—continues its planned expansion throughout Michigan, CBRE has been the real estate provider of choice for site selection and representation services.

CBRE Vice President and Brokerage Services Advisor **Shawn H. O'Brien, CCIM** has worked with a number of Planet Fitness franchisees over the past two years. In addition to two locations opened last year, O'Brien has assisted Planet Fitness franchisees in opening four new locations throughout Michigan.

- In **Saginaw** Planet Fitness leased 26,694 square feet within Green Acres Plaza, a grocery anchored community center at 4510 State Street.
- In **Bay City** Planet Fitness leased 15,000 square feet within the Bay



City Mall on busy Wilder Road between Target and JC Penny.

- In **Fort Gratiot**, near Port Huron, Planet Fitness leased 18,714 square feet within the Birchwood Mall.
- Planet Fitness has leased 23,107 square feet within the Macy's wing of the Meridian Mall in **Okemos**. A late 2013 opening is planned.

O'Brien and CBRE Vice President and Retail Advisor **Robert Lotzar** continue to work with franchisees on additional locations across the state, with a first location for the Flint area currently in the works. ■

CBRE | Grand Rapids Negotiates Favorable Renewal for Comerica Bank

CBRE recently represented **Comerica Bank** in the renewal of their 26,526-square-foot bank branch located in the heart of Downtown Grand Rapids.

A CBRE corporate services client, Comerica's real estate brokerage needs are coordinated by **Jamie Dingeman** of the CBRE Detroit office. Dingeman in turn tapped local CBRE Office Advisor **Nate Scherpenisse** to provide on-the-ground assistance in the transaction.

For nearly 20 years Comerica had happily occupied the first floor of the 12-story Class A building known



as **99 Monroe**, and was seeking to renew in the same location. Despite the absence of leverage generated by competition from alternative locations, CBRE was able to negotiate favorable terms—including a reduced rental rate—on a long-term lease extension. ■

Ross Medical Education Expands to Bretwood Shopping Center

Anchored by Spectrum Health, **Bretwood Shopping Center** is located just off the corner of Breton Road SE and 44th Street SE. The 70,819-square-foot center recently lost a key tenant when Blockbuster Video vacated the 8,780-square-foot endcap. While the sluggish retail environment made the number of retail users looking for such a large suite scarce, the space did not remain available for long.

Within just three short months Bretwood Shopping Center welcomed **Ross Medical Education**



Medical Education Center

Center to its tenant roster. Ross' new Grand Rapids campus will provide adult education and training in the fields of medical assistant or dental assistant, medical insurance billing and office administration, and pharmacy technician.

CBRE Vice President and Retail Advisor **Robert Lotzar** represented the landlord in the transaction. ■





Peckham, Inc. Absorbs 628,000 SF Delta Distribution Center

One of the largest community vocational rehabilitation programs in the state of Michigan, **Peckham, Inc.** is dedicated to providing job training and employment to people with disabilities. As part of the apparel manufacturing and industrial sewing program, Peckham has contracted to refurbish used military uniforms for the government.

To fulfill that assignment, Peckham leased 192,308 square feet within **Delta Distribution Center** in early 2012. Over the course of the past year, Peckham has expanded rapidly, recently taking on the balance of the industrial space within the facility for a total of 628,000 square feet.



The state-of-the-art warehouse and distribution center is located in west Lansing on Millett Highway in proximity to the I-96/I-69 interchange.

Chairman and Chief Executive Officer **Van W. Martin, CCIM, SIOR, CRE** and Senior Associate and Industrial Advisor **Blair Moore** teamed to represent both Peckham and the landlord, Ashley Capital, in structuring the mutually beneficial lease agreement. ■



Proficient Tenant Representation

Proficient Machine & Tool has purchased the 32,500-square-foot industrial building at 8074 Clyde Park Avenue SW in Byron Center. Located nearly across the street from their former facility, the move more than doubled Proficient's capacity.

Since 1994, Proficient has specialized in designing and building custom machines and fixtures, producing a range of products from a simple fixture to complete assembly lines of manual and/or automated work stations. Proficient serves a multitude of industries, including automotive, medical, graphic design, retail, office furniture, home improvement and agricultural.

CBRE Managing Director **Drew Miller** provided representation services for Proficient in the transaction, conducting a thorough site search of available industrial facilities.



"CBRE was an excellent resource in our search for a new location," said owner **Bill Sorensen**. "Drew Miller regularly apprised us of available opportunities that met our criteria. More importantly, he understood our needs, and did not pressure us to consider alternatives that did not truly suit us." ■

"I absolutely recommend CBRE | Grand Rapids."

~Bill Sorensen
Owner, Proficient Machine & Tool

United Suppliers Inc. Expands Agricultural Distribution Service to Michigan

United Suppliers Inc. is an agricultural wholesale organization based in Iowa. Owned by agricultural retailers throughout the central part of the United States and parts of Canada, United Suppliers has over 800 owners in 20 states, more than 300 employees and sales in excess of \$2 billion.

United Suppliers was looking to establish their first Michigan presence. They enlisted industrial advisor **Julie O'Brien** to provide tenant representation services in

their search for approximately 15,000-25,000 square feet of rural warehouse space in the Greater Lansing Area.

After scouring the area for an appropriate facility for lease, it was determined that while suitable facilities with highway proximity existed, none met the rural location criteria, which was key to United Supplier's accessibility to agricultural users. Purchasing a facility outright became the most viable option.

As a bank-owned property, the 53,650-square-foot warehouse

Flexible Terms Lead to Rapid Expansion

Classic Transportation & Warehousing—a full service customs bonded warehouse, distribution, and third party logistics firm—recently leased space within the 280,000-square-foot industrial warehouse/distribution facility at 2685 Northridge Drive NW in Walker.

A leader in third party logistical services in West Michigan, Classic needed additional food-grade warehouse space to fulfill a new client relationship. They needed both immediate possession, and flexible terms to allow for growth and contraction to match the client's fluctuating space needs.

CBRE industrial property specialist **Drew Miller** provided tenant representation services in the search



and was able to quickly identify a suitable space option. Working through Miller, Classic negotiated a lease for 50,000 square feet under terms that permitted generous flexibility at a competitive rate. Prompt fulfillment of Classic's space requirement allowed them to secure the client contract.

Within the first two months of the lease, Classic took advantage of the flexible terms of the lease, expanding to occupy a total of 90,000 square feet within the building. ■

Persistence Pays off for CBRE | Grand Rapids

A 235,500-square-foot Class A manufacturing facility on 36.05 acres is an unusual product in Spring Lake, Michigan. But after Integrated Metal Technology consolidated operations to another facility in 2010, the parent company, a large furniture manufacturer, was tasked with determining the highest and best use for the facility. Located at **17155 Van Wagoner Street**, the facility includes an 18,000-square-foot office; 25'-27' ceilings; heavy power; air lines throughout; cranes; 34 docks and four drive-in doors.

As a corporate services client, the company is serviced nationally by the team of **Justin Royce** and **Michael R. Laginestra** in CBRE's New York City office. The team reached out to West Michigan industrial advisors **Drew Miller** and **Robert Horn, SIOR** to market the premier property.

Miller and Horn worked diligently to market the property to targeted users. After no purchaser surfaced within the first year however, the client removed



the property from the market to await more favorable industrial real estate conditions.

Determined to provide a solution to the client, Miller and Horn kept the property top of mind, and just months later, were successful in that endeavor. The property was purchased on behalf of Iso-Trude, Inc., an original equipment manufacturer of custom extruded plastic profile components for a variety of industries.

The spacious facility not only allowed Iso-Trude to consolidate multiple facilities and better serve their existing customers, but will allow for future expansion as well. ■

We needed an experienced guide to the market to establish our first Michigan location.

CBRE demonstrated a thorough understanding of the Mid-Michigan industrial product inventory and was a valuable resource in negotiating the swift acquisition of the right property in an unfamiliar market.

- David J. Mulder, Distribution Manager, United Suppliers Inc.



and distribution facility at **3584 Bath Road** within the Perry Business Center was not available for lease. However, the property had been available for sale for some time, even going to auction without success.

The bank was eager for a sale, making for a quick and seamless transaction. United Suppliers closed on the property within one month. ■



PCG Brokers Sale of West Michigan's Oldest Indoor Mall

CBRE successfully brokered the investment sale of **Rogers Plaza Town Center**. Located at 950-1150 28th Street SW in Wyoming, the 365,572-square-foot partially enclosed shopping center occupies approximately 35 acres at the southeast corner of 28th Street and Clyde Park Avenue.



The investment property was sold via the **West Michigan Private Capital Group (PCG)**, with marketing efforts led by **Van W. Martin, CCIM, SIOR, CRE** and **Robert Lotzar**. In true CBRE fashion, however, the comprehensive client team spanned both offices and service lines, with the receivership, property management and leasing services for this assignment provided by **Michael Martz, Daniel Sermak, Casie Pickle** and **Tricia Foster**.

The entire CBRE team worked tirelessly on behalf of our clients, **Citizens Bank** and **U.S. Bank**, effectively managing a smooth transition for the tenants during the sale of the real estate owned asset.

"Our ability to coordinate multiple commercial real estate services through a single provider was key," said Robert Porter, Vice President of Citizens Bank. "CBRE successfully positioned the asset in the marketplace while managing every operational detail. Their investment

properties platform delivered quickly and at the right price point. I would not hesitate to use their team in the future."

The 51-year-old shopping center was purchased by **Sun Valley Ltd.**, a San Antonio, Texas real estate firm.

A sampling of the mall's tenants includes Family Fare supermarket, Big Lots, Harbor Freight and Tools, Old Country Buffet, Office Max, MC Sporting Goods, Famous Footwear and a Secretary of State branch office. ■

"Our ability to coordinate multiple commercial real estate services through a single provider was key."

~ Robert Porter, Vice President of Citizens Bank

Quick Turn Around for Distressed Breton Mall

Breton Mall is a 31,170-square-foot community center located near the corner of 44th Street and Breton Road SE in Kentwood. Shadow anchored by Horrocks, the center is home to long-time tenants Family Dollar and Asian Market, and has enjoyed a history of stable occupancy.



Senior Real Estate Manager **Michael Martz** led the CBRE asset services team that provided professional management services for the property. When the property became distressed, PNC Bank naturally requested CBRE act as the court appointed receiver. As receiver, in addition to managing the mall, CBRE was engaged to market the property for lease and for sale, with Vice President/Retail Advisor **Robert Lotzar** spearheading the marketing efforts.

CBRE kept the operating expenses in check while maintaining the overall curb appeal of the property, allowing the property to retain its stable tenant base during the down market period. Meanwhile, Lotzar secured an acceptable offer to purchase the

property within just two months, and the property sold in just over four months.

The property was 72% occupied at the time of closing.

"In my experience with multiple receivers, CBRE is without reservation one of the best."

~ Peter Cronk, Attorney, Plunkett & Cooney

"CBRE has an excellent reputation as a top notch receiver in court appointed receiverships, said Peter Cronk, attorney for PNC Bank. "In my experience with multiple receivers, CBRE is without reservation one of the best. CBRE assumes control of the subject property quickly, provides excellent management and control under difficult circumstances, increases value when possible, and sold the property for a fair return to creditors." ■

Multiple Student Housing Properties Trade in East Lansing

CBRE Chairman and CEO **Van W. Martin, CCIM, SIOR, CRE** and Senior Vice President and Brokerage Services Advisor **Shawn H. O'Brien, CCIM** recently negotiated the sale of four student housing properties on behalf of Branoff Investment Group, LLC and related entities.

Located within walking distance to the campus of Michigan State University,

the properties were originally listed as part of a portfolio that totaled 112 units and 170 beds. Martin and O'Brien quickly determined that optimum returns would be achieved by selling the assets individually.

The **Abbot Plaza Apartments**, which comprised 52 studio apartments and ground floor office space, were purchased by Michigan State University College of Law to provide housing options specifically for students enrolled in the law school.

The other properties—**Abbot House Apartments** (10 units/12 beds), **The Dean Apartments** (14 units/33 beds) and the **Burcham Pointe** cluster of duplexes (6 units/18 beds)—were purchased by individual investment groups and will be maintained as traditional student housing catering to the MSU student population.

East Lansing is one of the most desirable and supply constrained student housing markets, making the properties strong investments.

~ Van W. Martin, CCIM, SIOR, CRE

Two properties from the original portfolio remain available, including Abbot Manor Apartments (28 units/49 beds) and a duplex on Burcham Drive that is licensed for six. ■



Abbot Plaza Apartments



Abbot House



The Dean Apartments



Burcham Pointe



Abbot Manor

Multi-Housing Receivership, Management and Sale

CBRE's Grand Rapids asset services and brokerage arms once again worked in tandem to manage and sell **Center Court Apartments** in Lowell.

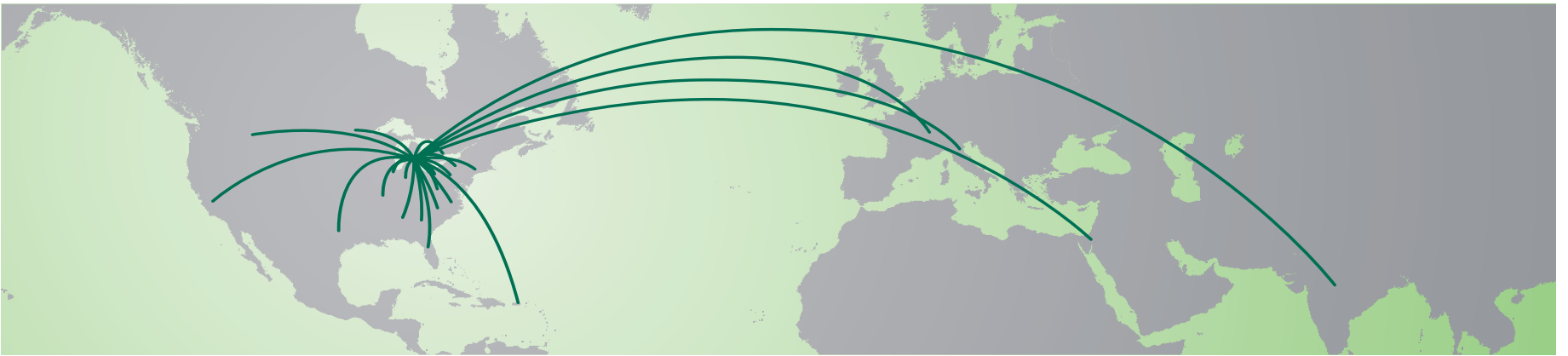


The five-building, 40-unit apartment complex had been taken back by the lender, with CBRE appointed as both receiver and property manager. As receiver, CBRE was instructed to market the property for sale.

Senior Real Estate Manager **Michael Martz, LEED AP**, managed day-to-day operations of the apartment complex, including securing lease renewals and completing several new tenant leases. Martz also coordinated repairs and improvements to several vacant apartments to prepare them for lease. At the time the property went to sale, occupancy had risen to over 90%.

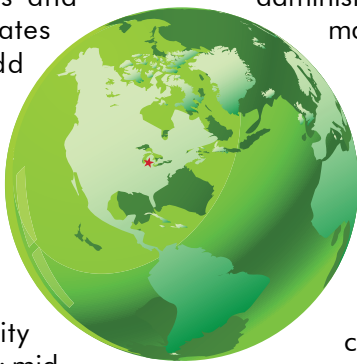
Previously struggling, under CBRE's management Center Court Apartments averaged 90% occupancy.

Meanwhile, Vice President and Retail Advisor **Robert Lotzar** aggressively marketed the property to qualified real estate investors. The response was overwhelming, with more than a dozen letters of intent to purchase received, allowing the lender opportunity to be selective in accepting an offer. ■



CBRE Services Clients Across the Globe

CBRE's global reach means that it is one of a few real estate firms capable of handling sophisticated real estate transactions for large multinational corporations. The CBRE Corporate Services model provides clients with our fullest range of capabilities and services, which equates to greater value add potential, a benefit that is realized by over 300 corporate clients, including 80% of the Fortune 100 as well as educational institutions; federal, state, county and city public sector agencies; mid cap companies; healthcare industry clients and banking industry clients.



Our corporate and institutional clients enjoy a collaborative partnership with a dedicated CBRE account team that not only manages the process, but advises our clients on global client strategies/consulting, transaction management, portfolio administration services, project management, and facility management.

Our local CBRE offices fulfill multi-market client needs across the nation and around the globe. In the past year alone, we have serviced our clients in 18 states throughout the country as well as in Puerto Rico, India, Italy, Switzerland, Israel and Canada. ■

CBRE Lands 40,000 SF of Office Space for Aircraft Parts Manufacturer

In a joint venture with a Chinese aerospace manufacturer, a major aircraft parts manufacturer will be fulfilling a government contract to engineer a Chinese narrow body commercial jetliner in Cascade Township. The manufacturer is a world-leading provider of jet engines, components and integrated systems for commercial and military aircraft.

As a corporate services account, the client's real estate needs are coordinated through a single point of contact, **Brent Woodruff** of the Atlanta office.

The client's space requirement was in West Michigan and needed to be filled quickly. Woodruff reached out to **Drew Miller** and **Robert Horn, SIOR**, both whom he had previously engaged on various assignments for the client, for immediate assistance with site selection and tenant representation services.



The client needed 40,000 square feet of office space within proximity to, yet separate from, their existing office and lab space to house 200 employees.

The Class A building at **5537 Glenwood Hills** at the corner of 28th Street and Kraft Avenue fit their needs perfectly. CBRE Office Advisor **Nate Scherpenisse** represented the landlord, and worked to relocate two tenants to accommodate the client's needs on two contiguous floors.

Despite the need to reconfigure space, CBRE was able to locate suitable office space, negotiate acceptable terms and accomplish the move within two months of receiving the assignment. ■

CBRE Completes the Largest Office Lease Ever in Suburban Philadelphia

CBRE Director of Corporate Services **Jeff Cutler**, along with his CBRE colleagues, completed the largest office lease ever in suburban Philadelphia, Pennsylvania on behalf of **The Dow Chemical Company (Dow)**.



Under the terms of the transaction, Dow will lease approximately 750,000 square feet of office and laboratory space within a 1.9 million-square-foot corporate research and development campus in **Collegetown, Pennsylvania**, a suburb of Philadelphia. The facility will also have room to accommodate potential job growth in the future.

This significant transaction combined CBRE's strategic insight, proprietary market knowledge and powerful platform to conceive, create and execute this distinctive transaction. In a domino effect of collaboration, Tom Sullivan—of CBRE's East Brunswick, New Jersey office and a member of the CBRE Life Sciences Group—identified it as a potential opportunity for Dow. Sullivan immediately reached out to Jeff Cutler, who serves as Dow's single point of contact for brokerage transactions.

At the time, Dow was contemplating the renovation of its existing campus in nearby Spring House, Pennsylvania, which had served as a center for strategic research and development for Rohm & Haas since

1963 (Dow acquired Rohm & Haas in 2009). Recognizing the potential of the Collegetown site as a strategic alternative to a costly renovation, Cutler presented the property to Dow. The opportunity was a match, and Dow aggressively began its due diligence. The lease was signed within 11 months.

Dow scientists will begin operations in Collegetown later this year in the state-of-the-art research and development facility now referred to as Dow's North East USA Technology Center.

"This premier new location provides Dow's world-class researchers with a new collaborative and innovation centric space, enhanced capabilities and best in class tools to create differentiation for our customers," said Andrew N. Liveris, Dow's chairman and chief executive officer. "Establishing operations in Collegetown will allow us to remain competitive in a global market and continue as a major employer in Montgomery County, and Pennsylvania." ■

CBRE | Martin Coordinates Tampa Headquarters Relocation

CBRE recently assisted **INVEST Financial Corporation (INVEST)**, a subsidiary of Jackson National Life Insurance Company (Jackson), in the relocation of their existing Tampa, Florida headquarters. As the single point of contact for Jackson's brokerage needs, CBRE Senior Vice President and Office Advisor **Eric F. Rosekrans, CCIM, CPM** coordinated tenant representation services on behalf of INVEST.

INVEST, a financial services broker-dealer with investment professionals nationwide was facing the upcoming expiration of their existing lease, and the 30,000-square-foot space they occupied was not able to accommodate the company's expected expansion.

Rosekrans teamed with tenant representation specialist Jack Hoskins of the CBRE Tampa office to assist INVEST with the site selection process on the ground in Florida. Hoskins toured the possibilities with INVEST, with requests for proposals solicited from the top five alternatives for INVEST's consideration.

INVEST ultimately elected to lease space within **Citrus Park Crossings**—a permit ready 17.68-acre development site on Citrus



Park Lane in Tampa. The long-term lease will provide INVEST with up to 40,000 square feet of well-appointed space within a two-building development currently under construction. The new space will not only accommodate INVEST's current needs, but will allow for future growth as well.

Fourth quarter occupancy is planned. ■

Once again, CBRE was able to respond to Jackson's real estate needs with the superior level of service delivery we have come to expect. We are pleased with the outcome, and look forward to the upcoming relocation of our Tampa offices.

~ Dennis Blue, Vice President, Corporate Support Services, Jackson National Life Insurance Company

FCA's Identify Potential Problems, Plan Long-Term Solutions

CBRE offers comprehensive Facility Condition Assessment (FCA) services associated with commercial real estate acquisition, finance and surveillance.

An FCA is designed to provide an objective, professional opinion of the general condition of the property through the identification of areas of deferred maintenance and an estimation of the minimum ongoing reserves required to maintain the property.

FCA data provides detail on each building component's Remaining Useful Life (RUL) utilizing ASTM and ASHRAE life cycle standards and probable costs to correct deficiencies based on RSMeans cost information, commercially



available cost information and expert qualified sources. The FCA will include an explanation of the purpose of the assessment, the scope of services included, CBRE's findings and recommendations, photographs of the property and a list of sources of information used. ■

CBRE | Martin Provides Receivership Services to Auto-Owners Insurance

The relationship between **Van W. Martin, CCIM, SIOR, CRE** and **Auto-Owners Insurance Company** has spanned more than 30 years. With Martin as the company's single point of contact for real estate services, Auto-Owners has relied on CBRE for a diverse array of real estate services including:

- Multi-state land acquisitions and assemblages
- Landlord representation and leasing services
- Nationwide tenant representation services
- Lease administration services
- Asset services
- Property valuation and real estate consulting services

Recently, Auto-Owners' role as lender has led them to expand



the CBRE relationship to include providing **receivership services** for distressed properties.

As the preferred receiver for Auto-Owners, CBRE works to reposition the distressed property through effective asset management—including property management and leasing—to streamline operations, reduce costs and maximize cash flow for the asset, regardless of its financial health.

CBRE's cohesive management, leasing and project management team brings stability to the distressed asset, with CBRE's disposition specialists ready to coordinate the prompt sale of the property should it revert to Auto-Owners as lender. ■

What distinguishes CBRE as the world's leading commercial real estate provider? Our Clientele.



CBRE Honors Top Performers

Each year CBRE recognizes exceptional performance within the organization, with two of the 2012 top producers nationwide coming from the Lansing/Grand Rapids markets.



Jeff Cutler

- CBRE Top 25 Performing Professionals in the U.S.
- Colbert Coldwell Circle Award Recipient
- LMA Broker Collaboration Award



Van W. Martin, CCIM, SIOR, CRE

- CBRE Top 225 Performing Professionals in the U.S.
- CBRE Top 20 Private Capital Group Producer

CBRE Professionals in the News



Nicole **DeMarco** has joined the firm as a Marketing Assistant/Receptionist



Tricia **Foster, ACoM®, CPM®** earned her Associate Broker license



Rachel **Harrison** has joined the firm as an Asset Services Accountant



Stephen **Hershfield** has joined the firm as an Associate in Corporate Services



Kim **Jamieson** has joined the firm as an Administrative Assistant



Scott **Kotrch** has joined the firm as an Associate/Retail Advisor



Todd M. **Kosta** has rejoined the firm as an Associate/Retail Advisor and Corporate Services



Chris **Lee** has been promoted to Assistant Real Estate Manager



Casie **Pickle** has achieved the LEED Green Associate designation



Jeff **Ridenour** has joined the firm as an Associate in Brokerage Services



Dan **VanKalker** has joined the firm as an Associate/Industrial Advisor

A SAMPLING OF WEST MICHIGAN LISTINGS

Office Space

For all your office space questions call Nate Scherpenisse.
SOUTHEAST SUBMARKET **SOUTHWEST SUBMARKET**



5555 Glenwood Hills Pkwy. Dr. SE, Grand Rapids 3,770-15,080 SF class A space for lease. Convenient to I-96, M-6 and Broadmoor.



2969 Prairie St. SW, Grandville 14,794 SF building for sale with 1,397-7,391 SF for lease. Located just east of Ivanrest Ave. SW.



5800 Foremost Dr. SE, Grand Rapids Up to 21,176 SF for lease or sale and adjacent parcel with 25,600 SF build to suit opportunity on 1.89 acres. Located just east of the 28th St. and I-96 interchange.



3050 Ivanrest Ave. SW, Grandville 1,828 SF professional or medical office for lease just south of the 28th St. SW and Ivanrest Ave. SW intersection.

549 OTTAWA NW SPACE FOR LEASE



N. Monroe Downtown Loft Space Grand Rapids

- Suites available from 1,719-6,361 SF
 - Close to parks, restaurants and shops
 - Professionally managed by CBRE
 - Other tenants include Williams & Works, Gemini Corporation, MDX Logistics
- Call Nate Scherpenisse.

NORTHBROOK OFFICE PARK SPACE FOR LEASE



2922, 2940, 2944 Fuller Ave. NE, Grand Rapids

- 636-12,000 SF in beautiful campus setting
 - Renewal options available
 - On-site management
 - Located in SE quadrant of I-96 and Plainfield
- Call Nate Scherpenisse.

Retail Space

Retail 24/7.

For all your retail space questions call Robert Lotzar or Scott Kotrch.
SOUTHEAST SUBMARKET **SOUTHWEST SUBMARKET**



3618 Burlingame Ave. SW, Wyoming 2,000-6,000 SF for lease in this former Blockbuster. Ample parking. SE corner of 36th and Burlingame.



Village Inn Plaza, 1633 28th St. SW, Wyoming 1,950 SF for lease with plenty of parking and desirable tenant base, including China Buffet, Verizon and BoRics. Convenient access from 28th St. and Burlingame.



Grand Central Plaza, 2035-2055 28th SE, Grand Rapids High profile strip center with 317-3,700 SF for lease. Join Buffalo Wild Wings, Hobby Lobby and Rent-A-Center. Just east of Kalamazoo Ave. and the Woodland Mall corridor.

NORTHWEST SUBMARKET

4360 Remembrance Rd. NW, Walker 1.0-acre site for sale on lighted intersection across from city offices. Easy access to I-96 at the SW corner of Wilson and Remembrance.

RESTAURANT OPPORTUNITIES

2183 East Beltline Ave. NW, N. of Knapp St. for sale. 6,150 SF building with 217 SF cooler. Located on high profile 1.4-acre site near Celebration Cinema, Buffalo Wild Wings and Chili's.

677 Laketon Ave., Muskegon 3,400 SF facility on .45-acres for sale located at lighted intersection of Laketon and Seaway Dr. (US-31).

54th Street Plaza, Kentwood Up to 7,866 SF for lease in high profile strip center with plenty of parking, shadow anchored by Big Lots. Large pylon signage. Located at the intersection of 54th St. and Division Ave.

BRETWOOD CENTER HIGH PROFILE STRIP CENTER FOR LEASE

- 1,100-8,173 SF for lease
- High profile 70,819 SF strip center with vast amounts of parking, anchored by Spectrum Health and Ross Medical Education Center
- The 9-acre site offers high profile signage on both 44th Street and Breton Road, no major obstructions, and easy ingress and egress
- Located just south of 44th Street on the east side of Breton, across from Horrocks and north of Kentwood offices and the new Kentwood District Library

Call Robert Lotzar
www.cbre.com/bretwoodcenter



Industrial Space

For all your industrial space questions call Drew Miller; Robert L. Horn, SIOR or Dan VanKalker.

SOUTHEAST SUBMARKET



4450 36th St. SE, Kentwood Up to 186,540 SF of manufacturing/distribution space for sale or lease. 21-30" ceilings, 17 dock doors and heavy power. Located two miles from the airport.



4310 Roger B. Chaffee Memorial Dr. SE, Wyoming 14,600 SF suite (7,264 office/7,336 SF warehouse) in quality warehouse/distribution/service facility. 20' ceilings, 1 dock and 1 grade level door. Located in the Kent Industrial Park just north of 44th St.



6090 Alden Nash SE (M-50), Alto 4,640 SF available for lease in 6,000 SF building includes 480 SF office, 13'8" ceilings, 2 overhead doors, 400-amp, 480-volt, 3-phase power and 5-ton crane. Close to I-96, downtown Alto and Lowell.

NORTHEAST SUBMARKET



306 Reed St., Belding 149,250 SF Class A food grade warehouse for sale with up to 50,000 SF for lease. 15 dock doors, 4 overhead doors and 17'-32" ceilings. Former Indian Summer warehouse just northeast of Grand Rapids.

LAKESHORE



1761 Airport Court, Holland 123,211 SF manufacturing/distribution site for sale adjacent to the airport. Formerly occupied by Perrigo. 10 docks/doors, 26' ceilings, heavy power.

MARNE



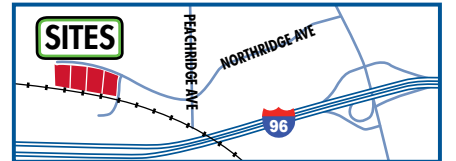
1379 Comstock, Marne Former lumber yard with 71,732 SF heated space and additional 21,346 SF storage buildings. Located less than one mile from the I-96/Marne interchange.

SPARTA



Orchard View Center, 1495-1535 10 Mile Road NW, Sparta 1,721-3,862 SF available for lease in 3-building 26,277 SF assemblage at NW corner of M-37 and 10 Mile Road in Sparta Township.

NORTHWEST SUBMARKET



3054-3110 Northridge Dr. NW, Walker Four industrial parcels from 3-13 acres, all utilities to sites. Easy access to I-96 and all areas of greater Grand Rapids.

KEELER KENTWOOD MANUFACTURING/DISTRIBUTION COMPLEX FOR LEASE

2929 32nd St., Kentwood

- 25,000-475,000 SF industrial space and up to 23,400 SF office space
- 24-31' ceilings
- Up to 21 dock doors
- Up to 4 overhead doors
- 30'x30' column spacing
- Wet sprinkled
- 4,800 PSI floor load capacity
- Compressed air available
- Submetered electricity and natural gas
- Fiber optics
- Heavy power
- 6" gas lines
- 4-6" water lines

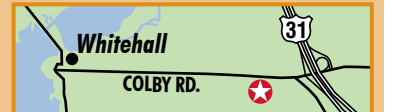
Call Robert Horn, SIOR or Drew Miller



Investment Opportunities

White Lake Centre 3271 Colby Rd., Whitehall

- 76,098 SF grocery-anchored 3-building community shopping center
 - Located near US-31/Colby Rd. interchange and Alcoa, the county's largest employer
 - 16-acres with large paved parking lot
 - Major tenants include Plumb's supermarket and Rite-Aid
- Call Robert Lotzar



BUSINESS OPPORTUNITIES ADJACENT BED & BREAKFAST BUILDINGS ON HISTORIC MACKINAC ISLAND

Pine Cottage, 1427 Bogan Lane

- 13,650 SF building
 - 14 unique victorian rooms, private apartment that sleeps 10 and owner's residence
- #### Chateau Lorraine, 1432 Bogan Lane
- 4,800 SF building
 - 10 unique victorian rooms, 4 of the bedrooms are private suites with bathrooms
 - Sites are located in popular victorian tourist destination only one block from Main St. and close to the marina

Call Scott Kotrch
www.cbre.com/mackinacisland



A SAMPLING OF MID-MICHIGAN LISTINGS

For all your office space questions call Eric F. Rosekrans, CCIM, CPM; Thomas Jamieson; Lisa Allen Kost or Jeff Ridenour.

Office Space

CENTRAL BUSINESS DISTRICT



Lansing State Journal Building, 120 E Lenawee, Lansing 71,000 SF landmark building for sale includes 14,400 SF warehouse and parking for 185 vehicles.



208 N. Capitol, Lansing 5,000-8,888 SF for lease located across the street from the State Capitol.



117 East Allegan, Lansing 4,200 SF second floor, loft type space for lease on Allegan just west of Grand Ave.



Penn Building-1115 S. Pennsylvania, Lansing Up to 6,148 SF for lease just south of I-496 on Pennsylvania Avenue near downtown Lansing.



700 N. Washington, Lansing 5,180 SF building and two parking lots for sale on the corner of Washington and Saginaw across from LCC.

EAST SUBMARKET



2929 Covington Ct., Lansing 7,642 SF office building for sale with up to 3,722 SF available for lease just west of US-127 in Lansing Township.



3515 Coolidge Rd., East Lansing 900-3,728 SF high profile office space for lease just south of Coleman Rd.



University Place-333 Albert St., East Lansing Up to 4,603 SF for lease at the intersection of Albert and M.A.C. Ave.



Innovation Tech Center, Lansing 6,000-15,120 SF of flex space for lease off of Collins Rd. near the Dunckel Rd./US-127 interchange.



4050 Hunsaker St., East Lansing Entire building of 12,360 SF of office space is available with suites sized as little as 1,500 SF for lease. Located off Chandler Rd. just north of Coleman Rd.



4440 S. Hagadorn, Okemos 18,161 SF total 13,620 SF office, 4,541 SF warehouse space for lease south of MSU near Mt. Hope and Hagadorn.



2425 E. Grand River Ave, Lansing, 3,335 SF of high-grade class A space available for lease. Conveniently located near Frandor Shopping Center and Eastwood Towne Center, minutes from downtown Lansing and MSU campus.



The Business Center 2500-2510 Kerry St., Lansing Up to 3,647 SF for lease off Lake Lansing across from Eastwood Towne Center.

WEST SUBMARKET



Capitol Commerce Center, Lansing Up to 10,527 SF available just off the I-496/Creyts Road Interchange.



7335 Westshire, Delta Twp. Up to 2,842 SF for lease just south of Saginaw Hwy. and east of Canal.



7050 W. Saginaw, Lansing 18,584 SF office building for sale with 2,455-10,589 SF available for lease on Saginaw near I-96.



4710 West Saginaw, Lansing 1,640 SF suite for lease located 1/4 mile east of the Lansing Mall and two miles from I-96.



3001 W. Main, Lansing 25,256 SF building for sale with 3,000- 25,256 SF for lease off Lansing Rd. close to the I-496 interchange.

SOUTH SUBMARKET



4166 Legacy Parkway, Lansing 10,500 SF building for sale with 2,500-10,500 SF for lease off Jolly Rd. near the Dunckel/US-127 interchange.



5700 Executive Drive, Lansing 9,523 SF multi-tenant office for sale or lease. Plenty of doorstep parking. Easy access to I-96/Cedar St. interchange.

CLASS A OFFICE SPACE CORPORATE PLACE FOR LEASE ADJACENT TO MSU CAMPUS

1111 Michigan Ave., East Lansing

- Completely renovated three-story, 52,000 SF Class A office building
- 5,895 SF suite available first quarter 2014
- Garden level employee lounge with flat screen TV, seating and kitchen
- Professional space planning services available
- Secure suites with electronic building access after-hours
- 175-space private parking lot with gated access directly onto MSU campus



- Walking distance to MSU including the Kellogg Hotel & Conference Center; Breslin Student Events Center; Brody Cafeteria; Spartan Stadium and Munn Ice Arena
- Immediate access to the interstate system via US-127/I-496 and convenient to East Lansing, Sparrow Hospital and the capitol building

Call Van W. Martin, CCIM, SIOR, CRE

ONE MICHIGAN AVENUE BUILDING 120 N. WASHINGTON SQ., DOWNTOWN LANSING

- 157,548 SF 10-story, Class A office building with up to 4,810 SF for lease
- Common conference room available on second floor
- White linen dining and banquet facility available on site at Troppo restaurant
- Located in the heart of the CBD on the corner of Michigan and Washington Square



Call Eric F. Rosekrans, CCIM, CPM or Thomas Jamieson
www.cbcre.com/onemichiganave

DOWNTOWN ICON FOR LEASE

Boji Tower 120-124 West Allegan Downtown, Lansing

- Up to 1,463 SF available in downtown landmark building at the northeast corner of Allegan and Capitol.
- Prestigious class A space with large expanses of windows, and beautifully redecorated conference rooms



Call Eric F. Rosekrans, CCIM, CPM or Thomas Jamieson
www.cbcre.com/bojittower

SPACE FOR LEASE OKEMOS/I-96 EXIT



University Commerce Park, Okemos

- Suite sizes up to 11,497 SF
- Some spaces are in move-in condition
- Flexible lease term arrangements
- Renewal options available
- Professional space planning available

Call Lisa Allen Kost or Jeff Ridenour
www.cbcre.com/universitycommercepark

SPACE FOR LEASE OKEMOS/I-96 EXIT



The Woodlands, Okemos

- Suite sizes up to 4,649 SF
- Some spaces are in move-in condition
- Modern, professionally managed, handicap accessible buildings
- Professional space planning available
- Plenty of door step parking

Call Eric F. Rosekrans, CCIM, CPM or Thomas Jamieson
www.cbcre.com/thewoodla

HIGH PROFILE OFFICE PARK FOR LEASE

Park Place Business Center, East Lansing

- Three-building office park with 3,500-7,468 SF space available
- Near US-127/ Lake Lansing Road in the fastest growing office sector in Mid-Michigan
- Generous build out allowance and renewal options available
- Plenty of on-site parking



Call Eric F. Rosekrans, CCIM, CPM
www.cbcre.com/parkplace

VERNDALE OFFICE PARK OFF ST. JOSEPH HWY. NEAR CREYTS & I-96

One of Mid-Michigan's finest office parks with on-site professional management. This prestigious six-building office park is home to Auto-Owner's Insurance Company, Hewlett-Packard and more!

- Up to 7,744 SF for lease
- Renewal options available
- Negotiable suite build out with professional space planning available
- Plenty of door-step parking
- Easy access to St. Joseph Hwy., Creyts Rd. and I-496
- Close to Lansing Mall and active West Saginaw retail corridor



Call Eric F. Rosekrans, CCIM, CPM
www.cbcre.com/verndale



Edgewood Tech Center-111 W. Edgewood Blvd., Lansing 2,800-14,033 SF for lease on Edgewood Blvd. Near I-96, across from Sam's Club and Target.



801 Center Building - 801 S. Waverly, Lansing Up to 6,552 SF for lease on Waverly Road just south of St. Joseph with immediate access to I-496

A SAMPLING OF MID-MICHIGAN LISTINGS

For all your retail space questions call Shawn H. O'Brien, CCIM; Amy Richter-Perkins or Todd M. Kosta.

Retail Space

Retail 24/7.

CENTRAL BUSINESS DISTRICT



Hollister Building 106 W. Allegan, Lansing Up to 1,035 SF for lease on Washington Square at Allegan.



405 S. Grand Ave., Lansing 1,440-2,990 SF available for lease at the corner of Grand Ave. and Kalamazoo St.

EAST SUBMARKET



Jolly Oak Convenience Center, Okemos 1,536 SF suite for lease at Jolly & Okemos Roads.



3000-3040 Vine St., Lansing 1,252-4,372 SF for lease at the corner of Clippert and Vine St.



Haslett Shoptown, Haslett 924-1,050 SF for lease at the corner of Haslett and Marsh Roads, just north of the Meridian Mall.



JH Business Center, Okemos Up to 5,750 SF retail/office/light industrial/service space for lease on Jolly Road directly across from Okemos High School.



2221 University Park, Okemos 5,643 SF restaurant site on 1.43±-acres for sale at the Okemos Rd./I-96 interchange.

WEST SUBMARKET



4216-4222 West Saginaw, Lansing 860-1,965 SF for lease on W. Saginaw Highway at Thomas L. Pkwy.



4324 W. Saginaw Hwy., Lansing Suites of 703 - 2,400 SF for lease located just west of Waverly Road, near the Lansing Mall.



6540 Millennium Dr., Lansing Suites of 1,160-2,825 SF for lease near the Creyts Rd./I-496 exit.



5200-5210 W. Saginaw, Lansing 9,500 SF for lease facing the Lansing Mall.

WEST SUBMARKET



6334 W. Saginaw, Lansing 1,307-2,614 SF for lease with easy access from both Saginaw Hwy. and Creyts Rd.



8741 W. Saginaw Hwy., Lansing 600, 1,200 & 3,300 SF suites for lease. On W. Saginaw, just west of I-96, directly across from Art Van.

SOUTH SUBMARKET



1957 S. Cedar, Holt 3,329 SF restaurant lounge site for sale on .85-acres on Cedar St. in Holt.



Mason Plaza - 556-558 N. Cedar, Mason 1,600-12,200 SF for lease in this Mason community shopping center.



727 E. Miller Road, Lansing 5,286 SF stand-alone restaurant/bar for sale on Miller Road directly across from Meijer.



2230 Cedar Street, Holt 4-building, 8-unit mixed-use property for sale on prime corner at Cedar and Keller.

NORTH SUBMARKET



Crossroads Center, DeWitt 1,200 SF for lease located on busy S. US-27 just north of I-69.

JACKSON



916-966 N. West Ave., Jackson 6,800 SF suites available for lease in Jackson's regional shopping corridor.

CHARLOTTE



1658 Lansing Road, Charlotte 1,440-27,921 SF suites for lease available in Lansing Road location with I-69 visibility.



Charlotte Plaza-515 Lansing Rd., Charlotte 2,400-14,900 SF available. Located just south of the I-69 interchange.

HASLETT VILLAGE SQUARE - HASLETT RD. & MARSH RD. MID BOX AND INLINE RETAIL SPACE AVAILABLE

- 1,065-4,050 SF in-line space and 37,806 SF anchor space in professionally managed retail center
- Leasing incentives offered
- Excellent exposure with high traffic counts in strong residential area
- Join Haslett Redi Care, Hallmark, PNC Bank, Little Caesar's Pizza, Famous Taco and others.
- Located just north of the Meridian Mall, Meridian Towne Centre, Target, Wal-Mart, Toys 'R Us and more!



Call Shawn H. O'Brien, CCIM; Amy Richter-Perkins or Todd M. Kosta.
www.haslettvillagesquare.com

2160 W. GRAND RIVER, OKEMOS JUST WEST OF THE MERIDIAN MALL

- 2,000 SF end cap retail space
- Recently completed landscaping renovation
- Front door parking
- High profile signage
- Located less than 1/2 mile west of the Meridian Mall on busy Grand River Avenue just west of Okemos Road
- Join Subway, Cartridge World and BoRics in this well established high traffic retail center

Call Amy Richter-Perkins or Todd M. Kosta.



JOLLY-CEDAR PLAZA LOCATED AT ONE OF LANSING'S BUSIEST INTERSECTIONS

5128-5224 South Cedar, Lansing

- 3,000-20,000 SF retail/service suites for lease
- Available for immediate occupancy
- Excellent exposure with traffic counts exceeding 57,000 vehicles per day
- Join Walgreens, O'Reilly Auto Parts, Pearl Vision and more!

Call Amy Richter-Perkins or Todd M. Kosta.
www.jolly-cedarplaza.com



WOODLAND SQUARE SHOPPING CENTER ON JOLLY RD. NEAR THE OKEMOS/I-96 INTERCHANGE

2311-2339 Jolly, Okemos

- 25,319 SF well established shopping center with up to 2,600 SF for lease
- Plenty of door step parking
- Join Vine & Brew, The Shave, ASAP Printing, Backyard Barbecue, Delta Vision, Kim Nails 2 and Bell Title
- Near University Commerce Park, the Woodlands Office Park and the 320,000 SF corporate offices of Jackson National Life Insurance Company



Call Amy Richter-Perkins or Todd M. Kosta.

HANNAH PLAZA LOCATED NEXT TO MSU

4790 South Hagadorn, East Lansing

- 900-5,000 SF anchor opportunity in well established shopping center
- Located on the eastern border of MSU campus with a student population of over 47,800 students
- Center tenants include Pizza House, Powerhouse Gym, GNC, Jimmy John's, San Su, Fed Ex and many more!
- Located on the corner of Hagadorn Rd. and Hannah Blvd./Service Rd.



Call Shawn H. O'Brien, CCIM or Amy Richter-Perkins.

LANSING TOWNE CENTRE DIRECTLY ACROSS FROM THE LANSING MALL

5503 W. Saginaw Highway, Lansing

- 111,864 SF retail center with up to 2,000-4,500 SF for lease
- Located across from the Lansing Mall on busy Saginaw Highway between Target and Meijer
- Approximately 2 miles from I-96/I-69 and I-496
- Join ABC Warehouse, Office Max, Chuck E. Cheese, Game Stop, Qdoba and many others

Call Shawn H. O'Brien, CCIM or Amy Richter-Perkins.



ELMWOOD PLAZA LOCATED JUST EAST OF THE LANSING MALL

852-936 Elmwood Drive, Lansing

- Suites from 810-18,650 SF available for lease
- 0.95 acre pad site for sale
- Easy access, plenty of parking and highly visible pylon signage on Elmwood
- Join NCS Pearson, DeltaVision Optical, Edward Jones and Oades Bar & Grill



Call Shawn H. O'Brien, CCIM or Amy Richter-Perkins.

A SAMPLING OF MID-MICHIGAN LISTINGS

For all your industrial space questions call Julie O'Brien or Christopher Miller.

Industrial Space

NORTH SUBMARKET



810 Filley St., Lansing Immaculate commercial freezer space. 7,110 SF available with 18' clearance, 1 loading dock, 1 overhead door and office space. Option for removing the freezer and leasing as open warehouse/office space for the right user. Located near Bus 96 and Bus 27.



919 Filley St., Lansing 25,000 SF multi-tenant industrial facility for lease. Suitable for a smaller user requiring 5,000 SF or a larger user requiring 14,000-19,000 SF of contiguous space. Affordable space in Lansing's north submarket.



16020 S. Lowell Rd., Lansing Up to 141,700 SF facility for sale on 10 acre site with 102,400 SF for lease. Located just off Grand River near Capital Region International Airport.



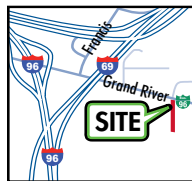
5635 Commerce, Lansing 10,080 SF warehouse/distribution space for lease. Located off Keystone with easy access to and US-127.



4800 W. Grand River Ave., Lansing For lease or sale. 5,000 SF facility consists of a 3,900 SF cross dock warehouse located only 3 miles from I-69/I-96.



2244 North Grand River, Lansing 10,050 SF open span warehouse, manufacturing and distribution facility for lease located near airport with easy access to all major area highways.



6745 W. Grand River Ave., Lansing commercial/industrial development includes 1,700 SF office building and a 1,800 SF storage building on 11-acres. Located on Grand River just east of the I-96/I-69 interchange.

SOUTH SUBMARKET



Alpha Access, Lansing 8,750 SF open floor plan facility for sale or lease. Located across from McLaren Greater Lansing Hospital, just south of I-496 and just west of US-127.



4924 Contec Dr., Lansing 14,500 SF on 1.16 acres for sale or lease including 7,125 SF climate controlled lab/warehouse located north of Jolly between Pennsylvania and Aurelius.



4915 Contec Dr., Lansing 6,667 SF office with lab space and attached warehouse for lease or sale. North of Jolly between Pennsylvania and Aurelius.



2350 Jarco Dr., Holt 43,236 SF fully insulated warehouse and manufacturing facility for sale or lease just north of Keller Rd.



Lansing Industrial Center, 2010-2120 S. Washington, Lansing 5,000-60,000 SF for lease with easy access to I-496 and all area expressways.



1501 Rensen St., Lansing For lease 3,000 SF building includes (1) 12' overhead door, 9'-14' ceiling heights. Close to US-127 and Jolly Rd.

EAST SUBMARKET



9609 Price Rd., Laingsburg 4,800 SF warehouse with office space for lease or sale just east Sleepy Hollow State Park.



16429 Upton Rd. East Lansing Fully leased 9,000 SF, three-unit, well maintained warehouse/office facility for sale located off of I-69 at Exit-94.



1870 Grand River, Okemos 1,056-9,856 SF air conditioned warehouse space on Grand River Avenue for lease located close to Meridian Mall with plenty of parking.

WEST SUBMARKET



425-431 N. Rosemary Ave., Lansing For sale 9,000 SF garage including 300 SF office situated on 0.46 acres located between Saginaw St. and Michigan Ave.



1340 S. Waverly, Delta Township 40,000 SF for lease located just south of I-496 at Waverly Rd. and Lansing Rd. nearby GM's Lansing Delta Township Assembly Plant.

CHARLOTTE



1215 Lipsey Dr., Charlotte 60,000 SF food grade licensed, distribution or manufacturing facility for lease in the Combs Industrial Park.

OWOSSO



1370 E. South St., Owosso 28,700 SF former manufacturing facility on 6.2 acres for sale or lease. Located in Owosso's Southeast Industrial Park near M-52 and downtown Owosso.

MIDWAY INDUSTRIAL PARK WAREHOUSE 5601 ENTERPRISE FOR LEASE OR SALE

- 48,195 SF industrial building can be divided
- 16' x 18' ceilings and 25' x 50' column spacing
- 3 overhead doors and 4 dock doors
- 3 phase, 440 volt power
- Gas fired suspended heaters
- Partially sprinkled building
- Conveniently located just two miles from two of the market's major highway systems (US-127/I-496)
- Parcel size 2.78-acre

Call Van W. Martin, CCIM, SIOR, CRE;
Julie O'Brien or Christopher Miller.
www.cbre.com/MidwayIndustrialPark



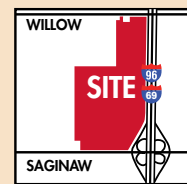
WAREHOUSE, ASSEMBLY, DISTRIBUTION SPACE 2510 SNOW ROAD LANSING

- 270,000 SF facility with 135,000 SF immediately available for sublease
- Poured reinforced concrete foundation with steel frame and insulated exterior metal siding
- Metal roof over the warehouse and rubber membrane roof over the office area
- Fire protection fully sprinkled
- 6" reinforced concrete floors
- Column spacing 60' x 48' and 60' x 40'
- Clear ceiling height 22' - 24'
- 23 dock doors (9' x 10') and 1 grade level door
- Located less than four miles from GM's Lansing Delta Township and Lansing Grand River Assembly Plants



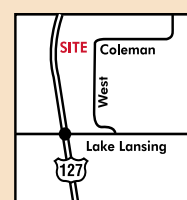
Call Christopher Miller or Julie O'Brien.

Development Opportunities

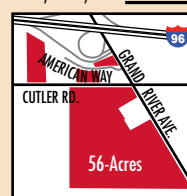


Located at the north-west quadrant of I-96 and W. Saginaw Highway, this site offers exceptional exposure with over 5,400' of frontage on I-96 and 900' of frontage on W. Saginaw Highway. This thriving retail and residential corridor is just two miles west of the 1 million-square-foot Lansing Mall and directly across from the Marketplace at Delta Township. Strong demographics and high traffic volumes support destination retail, commercial outlots, office park, hotel and restaurant users. Call Shawn H. O'Brien, CCIM.

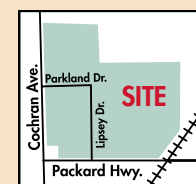
www.cbre.com/deltatowncenter



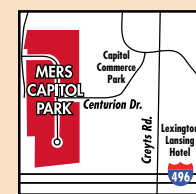
US-127 & Lake Lansing Interchange FURTHER PRICE REDUCTION! Up to ±27.3 acres available at high profile site ready for immediate development. Located in booming retail corridor along US-127. All utilities to site. B4-Commercial zoning allows for most retail, office and service users. Close to Eastwood Towne Center with excellent exposure to US-127. Call Van W. Martin, CCIM, SIOR, CRE. www.cbre.com/westandcoleman



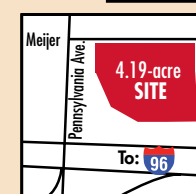
I-96/Grand River, interchange lots, Portland FOR SALE! Sites on American Way with visibility from I-96 near the former Vollman Ford with lots from 1.1-7.03 acres available. Also available lots from 1.5-56 acres just south of the I-96 Portland interchange on Grand River Ave. Lots available with frontage on Grand River and Cutler Rd. Currently zoned agricultural, master planned for mixed-use development. Call Shawn H. O'Brien, CCIM.



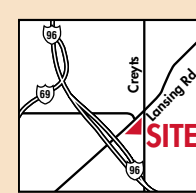
Samuel A. Combs Industrial Park, Charlotte FOR SALE! 110-acres of great land available in the certified Combs Industrial Park. GTW Rail available at southeast corner. Call Christopher Miller or Julie O'Brien.



MERS Capitol Park, Delta Twp. 1.5-10 acre condominium sites FOR SALE! Build to suit for lease also available. Zoned office. Join Municipal Employees' Retirement System in this prestigious business hub just off the I-496/Creyts Road interchange in Delta Twp. Call Eric F. Rosekrans, CCIM, CPM or Thomas Jamieson. www.cbre.com/mers



FOR SALE! 4.19± acre site at the I-96 & Pennsylvania Avenue/Cedar St. interchange Located directly across from Meijer. Electric and gas on site. Existing Brownfield credit available to new owner. Call Shawn H. O'Brien, CCIM.



Center Pointe Park, Corner of Lansing and Creyts Roads, Dimondale FOR SALE! 70 acres zoned B-2, Highway Service. Highly visible expressway interchange parcel. State of Michigan offices, GM Delta Twp. Plant, Meijer Midwest Distribution Center, Coca-Cola Bottling Company of Michigan and Auto Owners Insurance in proximity to site. Other surrounding users include restaurant, hotel, motor sport and furniture retailers as well as Aim High basketball facility. Call Shawn H. O'Brien, CCIM.

COOLIDGE PARK HIGH VISIBILITY CORPORATE OFFICE SITES

- 1-50 acre sites ready for immediate development
- Prime highway frontage with great visibility
- Located within 10 minutes of Capital Region International Airport via State Road
- Home to Michigan State University Federal Credit Union and Mercantile Bank financial center
- Planned roads will provide convenient accessibility to surrounding developments
- Near Eastwood Towne Center



Call Van W. Martin, CCIM, SIOR, CRE.
www.cbre.com/coolidgepark

East End Bringing Statewide Attention to Downtown Midland

Currently under construction, **East End** is a four-story, 212,612-square-foot mixed use development in the heart of downtown Midland. As the name implies, East End is located on the east end of downtown, directly across from the Dow Diamond baseball stadium, home of the Great Lakes Loons.

As the exclusive management and leasing agent for the project, **CBRE|Martin** will team with **CBRE|Grand Rapids** and **CBRE, Inc.** in a concerted statewide marketing effort.

Floors 2-4 are comprised of office space and completely pre-leased, providing an established and captive customer base with 700± daily employees on site. On the first floor, 2,000-11,000 square feet of restaurant and retail space is available.

In addition to drawing crowds from games at Dow Diamond, East End is located within walking distance The H Hotel and Conference Center and nearby attractions including Dow Chemical Founder's Garden and the Midland Area Farmers Market. Building patrons will enjoy on-site parking and convenient public transportation as well.



Developers **Gillespie Group** and **Caddis Development Group** are targeting a LEED Silver rating from the U.S. Green Building Council for the project, which is expected to be completed by early 2014.

It only made sense to partner with CBRE for management and leasing."

~ Pat Gillespie, President, Gillespie Group

"This is an incredible development that we are proud to be a part of," said **Pat Gillespie**, President of Gillespie Group. "To ensure success for the Midland Community, it only made sense to partner with CBRE for management and leasing." **Kevin McGraw**, President of Caddis Development Group, added, "We are very proud of this dynamic development and we want to make sure the community is too. With CBRE, we gain a level of service that is needed to ensure our pride carries on as we transition from construction to operation." ■

www.midlandeastend.com

CBRE | Martin Services 119 N. Washington Square with Integrated Management and Leasing Services

CBRE is pleased to announce our partnership with **119 N. Washington Square** as the property's exclusive management and leasing agent.



Located at the corner of Washington Square and Ottawa Street, the four-story, 40,445-square-foot building offers convenient access to the best of downtown Lansing and proximity to an abundance of public parking. The state capitol building, city offices, district court and Radisson Hotel are all located within a block, with a wide variety of nearby dining options to choose from as well.

119 N. Washington Square is home to the **Lansing Art Gallery** and **Lady Aitch Designs**, and CBRE Senior Vice President and Office Advisor **Eric F. Rosekrans CCIM, CPM** recently negotiated a long-term extension for the Downtown **YMCA Wellness Center** to remain

on site in their 25,000-square-foot space. In addition, CBRE Associate and Office Advisor **Lisa Allen Kost** recently negotiated a 1,800-square-foot lease with Flex City, which offers personal training and body sculpting classes. More than **99% of the office space within the building is now leased.**

CBRE provides complete property management, marketing and engineering services for the property, access to all of which is available through an integrated **Axis portal website**, enabling owners, managers, brokers and tenants to more efficiently manage their respective tasks 24 hours a day, seven days a week. ■

119northwashingtonsquare.axisportal.com

Local Market Knowledge. Worldwide Reach.

More than just a catchy tagline, "**Local market knowledge. Worldwide reach.**" is CBRE's commitment to capitalize on our position as the largest commercial real estate services provider to capture, analyze and interpret market data to create solutions for clients.

CBRE invests heavily in research—at the global, regional and local levels—producing not only standard market information (vacancy, rents, sales volume, etc.), but interpretative pieces that highlight the depth of our expertise. CBRE researchers collaborate with local professionals possessing in-depth knowledge of their markets or specialized areas. The combination of macro and micro expertise enables us to produce thoughtful insights that we translate into competitive advantages for our clients.

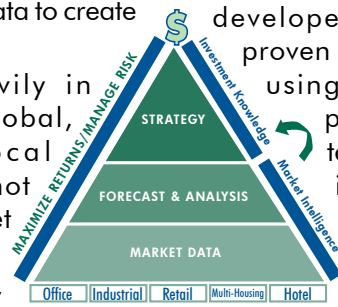
Complementing the CBRE Research knowledge base is **CBRE Econometric Advisors**

(**CBRE EA**), an independent research firm owned by CBRE, CBRE EA is the premier provider of research services to owners and investors in the U.S. and Canadian commercial real estate markets.

CBRE EA's research services are developed upon a rigorous, proven academic foundation using sophisticated data processing and modeling techniques and leveraging progressive technologies to exploit the data and vast local knowledge of CBRE.

With its staff of highly qualified economists, CBRE EA assists clients in achieving maximum returns while managing risk in commercial real estate.

So whether you are looking for local market statistics, following global trends, or researching investment strategy, **CBRE can put the information, analysis and insight of the world's leading commercial real estate company at your fingertips.** ■



12 TWO MEN AND A TRUCK® and CBRE | Martin: Preferred Partners

CBRE has been named the preferred tenant representation services provider for **TWO MEN AND A TRUCK®/INTERNATIONAL, Inc.**'s franchisee expansion across the globe.

TWO MEN AND A TRUCK® offers commercial space users a full spectrum of business moving services ranging from internal office moves to the relocation of hundreds of employees and office furniture across town. Their movers are trained to serve professional offices, hotel/motel installations, retail stores, government offices, hospital/medical

equipment/professional health care provider offices, and educational institutions.



The ongoing partnership between CBRE and **TWO MEN AND A TRUCK®** is a benefit to CBRE clients as well. As a **preferred vendor for moving services**, CBRE clients can take advantage of **relocation expense savings through preferred client pricing** for business moving services around the globe. ■

Green Tip

Help **CBRE go green!**

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