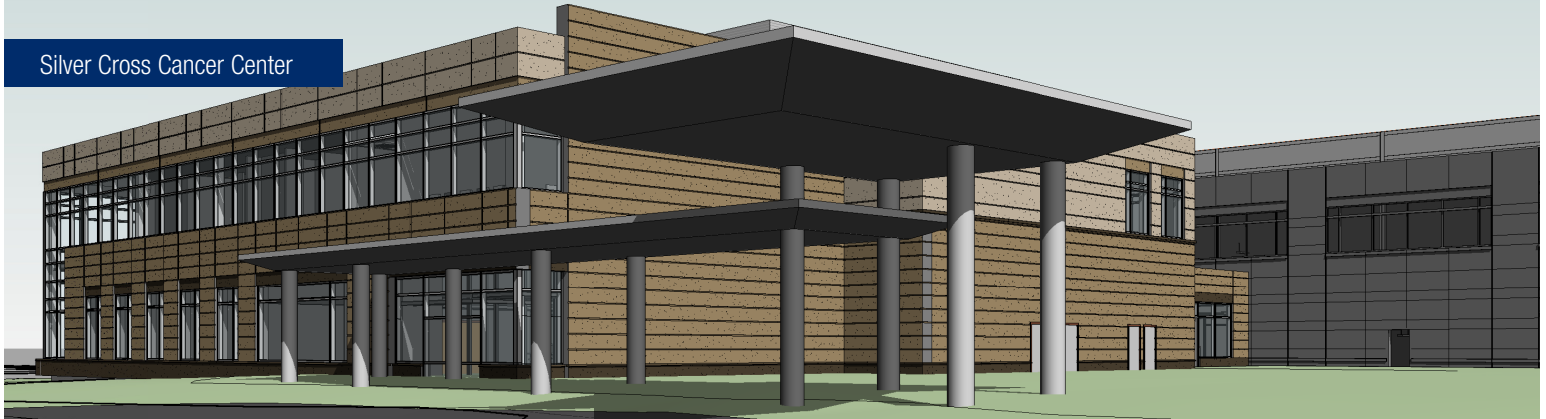
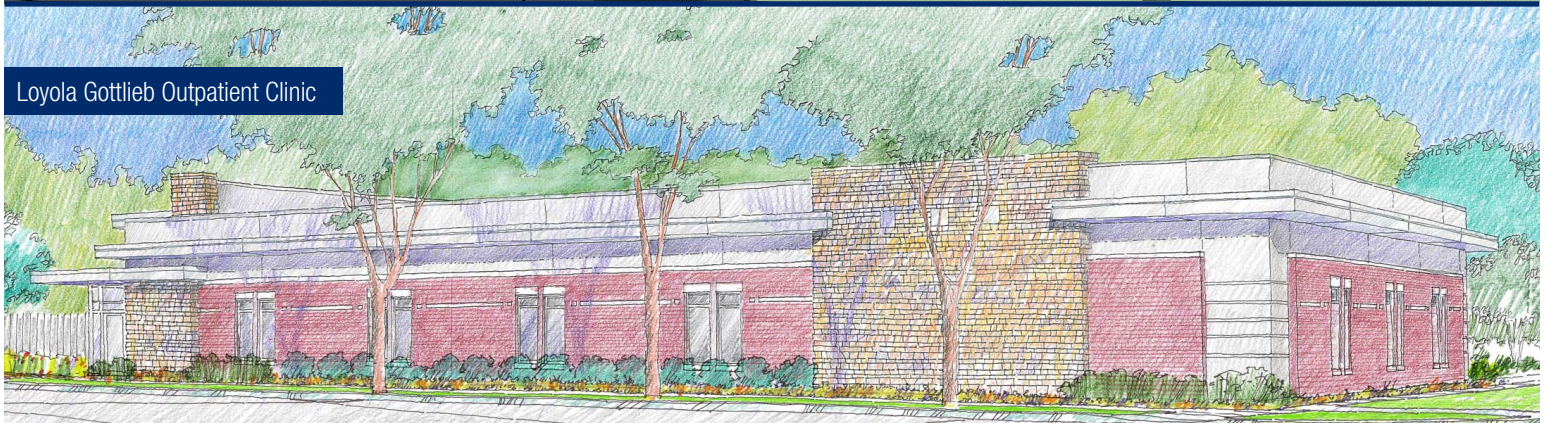


Silver Cross Cancer Center



Loyola Gottlieb Outpatient Clinic



### HSA PrimeCare to Commence Development of Two Medical Office Buildings

HSA PrimeCare, the medical office division of HSA Commercial Real Estate, will soon commence development of two Chicagoland medical office buildings: The University of Chicago Cancer Center at Silver Cross Hospital in New Lenox, Ill. and Loyola's Gottlieb Memorial Hospital Outpatient Clinic in River Forest, Ill.

HSA PrimeCare was selected by UCMC and Silver Cross Hospital to assist in planning and developing a two-story outpatient center on the campus of Silver Cross' newly developed 289-bed replacement hospital at Highway 6 and Silver Cross Boulevard, just west of the I-355 interchange. The University of Chicago Cancer Center at Silver Cross Hospital, to be located at 1850 Silver Cross Blvd. in New Lenox, will be fully occupied by the University of Chicago Medical Center (UCMC) oncology department and a joint UCMC-Silver Cross Hospital oncology practice. The UCMC oncology department will occupy 10,224 square feet of the facility, while the UCMC-Silver Cross Hospital joint practice in oncology will occupy 9,661 square feet. Construction is scheduled to begin in spring 2011 with a projected opening in spring 2012.

In River Forest, HSA PrimeCare will soon commence development of a 9,800-square-foot medical office building at the southeast corner of North Avenue and Ashland Avenue. The single-story medical building will be fully leased to Loyola University Health System's Gottlieb Memorial Hospital, which plans to utilize the facility for urgent care, primary care, orthopedic care and radiology outpatient services. The selected site, located on North Avenue approximately one-half mile west of Harlem Avenue, is occupied by a vacant two-story retail building. This building will be demolished for the construction of the new outpatient clinic and a parking lot with approximately 42 parking spaces. Demolition is scheduled to begin in March 2011, with estimated completion in the fourth quarter of 2011.

# Good News in Bad Weather

by Bob Smietana, CEO



We are still deep in our Midwest winter, but a thaw in the capital markets is bringing the spring of optimism back in our industry.

At HSA Commercial, we've seen numerous booms and busts during the past 30 years. Throughout, we have maintained the confidence to assume that our business is cyclical and that better times will return. That attitude has paid off, as a number of attractive opportunities have come our way even during this very challenging economic downturn.

Since mid-2010, we have acquired two fully occupied industrial buildings totaling 504,000 square feet in Nashville, Tenn., and a 107,000-square-foot, fully-leased medical office facility in Melbourne, Fla. This past fall, our Southeast Wisconsin business park, Park 94 at Mt. Pleasant, made economic development news when Seda International Packaging Group, based in Italy, acquired the park's brand-new 323,610-square-foot, LEED Silver-certified warehouse.

Our medical office division, HSA PrimeCare, has become extraordinarily active on the development side, with new projects with Silver Cross Hospital and Loyola's Gottlieb Memorial Hospital. Later this year, we anticipate development of a medical office building in Michigan City, Ind., in collaboration with a leading healthcare organization. And HSA PrimeCare continues to seek acquisitions.

Our facilities management team is building a new specialty in serving nonprofit organizations, including St. James Cathedral and Gateway Foundation. Like corporations, nonprofits can benefit greatly from the cost efficiencies that professional facilities management provides.

The size and scope of HSA Commercial's business has evolved over the years, but our entrepreneurial spirit has remained, along with our desire to be responsive to our clients, partners, and lenders.

## Office Leasing Update

**Timothy Stanton**, executive vice president represented Carlson Wagonlit Travel (CWT) in several national office transactions: 36,720 sf lease renewal in Troy, MI; 32,002 sf lease renewal in Houston, TX; 11,366 sf lease in Woodland Hills, CA; 5,076 sf lease in Indianapolis, IN; and 3,966 sf lease renewal in Boston, MA. Over the course of an almost 20 year client relationship, Tim Stanton has represented CWT in hundreds of transactions across the country.

**1245 West Washington Street, Chicago, IL, 30,132 SF** - Wayne Shulman, senior vice president, recently completed the sale of a 3-story, River West office building located at the southeast corner of Washington Street and Elizabeth Street. The purchaser was W.E. O'Neil Construction Company, which plans to utilize the property as the site for its new corporate headquarters.



**3335 North Arlington Heights Road, Arlington Heights, IL, 14,888 SF** - Wayne Shulman, senior vice president, and Tim Thompson, executive vice president and managing director of the Industrial Brokerage division, represented ownership of the Arlington Executive Plaza in lease renewals with six office tenants totaling 14,888 square feet. Shulman and Thompson are the exclusive leasing agents for the 63,000-square-foot, six-building northwest suburban office complex.

**125 South Wacker Drive, Chicago, IL, 6,800 SF** - Wayne Shulman, senior vice president, represented Varga, Berger, Ledsky, Hayes & Casey Attorneys at Law in a 6,800-square-foot lease at 125 South Wacker Drive in Chicago's West Loop.

## HSA ACQUISITIONS

**HSA PrimeCare and Harrison Street Capital Acquire 107,000 SF Medical Office Building in Melbourne, Florida**

HSA PrimeCare acquired the Crane Creek Medical Center, located at 2222 South Harbor City Boulevard, Melbourne, Florida as part of a joint venture with Harrison Street Real Estate Capital. The 107,000-square-foot, six story medical office building, which was built in 2009, was purchased from a joint venture between Milwaukee-based Zilber Ltd. and the building's anchor tenants, The B.A.C.K. Center and Osler Medical.



## Development

### Seda Packaging Selects HSA Commercial's Park 94 at Mt. Pleasant for North American Manufacturing Operations

Seda International Packaging Group, one of the world's largest manufacturers of packaging for food industries, will open its North American manufacturing operations at Park 94 at Mt. Pleasant, an 84-acre business park in southeast Wisconsin.



Seda International Packaging Group selected Building 1, a 323,610-square-foot LEED Silver-certified warehouse and manufacturing facility located at 12501 Globe Drive, Mt. Pleasant, Wisconsin in Park 94, an HSA Commercial Real Estate development.

Seda International Packaging Group selected Park 94 at Mt. Pleasant after a competitive review of sites in the United States and Canada. The company projects it will make a \$76 million investment in local operations at the Park 94 location, which will create almost 200 jobs. Based in Naples, Italy, Seda is comprised of 13 companies and 13 manufacturing plants in nine countries. Seda produces packaging for major global brands for a range of consumer goods such as food, ice cream, frozen food and confectionary.

## HSA Finance Dispels the Capital Markets Myth

While others still claim that capital markets are moving slower than ever, HSA's Finance Division has successfully procured financing for several key projects in 2011.

In its first deal with GE Healthcare, HSA Commercial's Finance Division recently negotiated a \$33M dollar loan for the acquisition of the Crane Creek Medical Center. "Given how seamlessly our partners at GE Healthcare executed this transaction and the growing size of our medical office portfolio, there should be great opportunities for us to work together again in the future," said Melissa Pielet, executive vice president of the Finance Division and principal. Despite its non-investment grade status, both GE and HSA understood the value in Crane Creek's dominant share of a strong, secondary market.

Closer to home, HSA recently obtained financing from Northern Trust for the acquisition of a 48,024-square-foot industrial building in Bolingbrook, Ill. The strong relationship with Northern Trust and HSA's principals was instrumental in effectively executing a quick, 30-day closing. HSA also worked with Northern Trust for the refinancing of the Lemont Professional Office Building, a 38,882-square-foot south suburban medical facility owned and managed by HSA PrimeCare.

## Industrial Update

### HSA Commercial Signs 48,005-Square-Foot Lease With Kranson Industries at Park 355

**Tim Thompson**, executive vice president and managing director of the Industrial Brokerage division, represented HSA Commercial in a 48,005-square-foot lease with rigid packaging manufacturer, Kranson Industries, at the Park 355 industrial park in Woodridge, Ill. HSA Commercial developed the 13.1-acre, 254,453-square-foot facility in 2006 along the I-355 extension just south of the I-55 interchange. Tricor Braun of Cresa Partners represented Kranson Industries in the transaction.

### Navistar and Goodyear Tire Sign Renewals at Maple Point Business Park

Truck manufacturer and marketer Navistar, Inc. renewed their 15,536 sf lease at Maple Point Business Park located at 10335 Argonne Woods Drive in Woodridge, Ill. Also, Goodyear Tire & Rubber Co. renewed their 18,735 sf lease at 10330 Argonne Woods Drive. Maple Point Business Park is located between 103rd Street and Internationale Parkway, directly south of the I-355 and I-55 interchanges. The 5-acre business park, developed by HSA Commercial and Bridge Development Partners, consists of more than 166,000 square feet of space in two buildings. **Tim Thompson** represented ownership in both transactions, and Kelly Gray of Jones Lang LaSalle represented Navistar.

## Retail Headlines

**Michael Havdala**: Represented a retailer at 1910 N Clybourn Avenue in a 16,342-square-foot sublease with Thomasville Furniture.

**David Keady**: Completed the following transactions in the multitenant outlet building to Orland Park Place, located at 151st Street & La Grange Rd: 7,140 sf lease with Family Christian Stores; 4,390 sf lease with ATI Physical Therapy, and 2,095 sf lease with Elements Massage.

**Michael Havdala, Kelsey Blindt**: Represented The University of Chicago in a lease with Five Guys Burgers and Fries at the Herald Building, located at the northwest corner of 53rd Street and Harper Avenue, in the Hyde Park neighborhood of Chicago.

## 30th Anniversary Company Profile

Founded in 1981, Chicago-based HSA Commercial Real Estate is a diversified, full-service real estate firm specializing in office, industrial, retail and health care real estate leasing, management, marketing, development and financing on a national basis. Along with developing and acquiring more than 50 million square feet of commercial real estate across the United States, with a total consideration in excess of \$2.5 billion, HSA Commercial Real Estate has represented owners and tenants in more than 10,000 transactions in 43 states; manages a property portfolio in excess of 16 million square feet in locations across the nation; and owns more than 16 million square feet of commercial property in 14 states.

### Division Updates

#### Acquisitions

*Eric Ogden, Senior Vice President*

HSA Acquisitions, Inc., a subsidiary of HSA Commercial Real Estate, is aggressively pursuing investment opportunities of Industrial, Medical Office, and Retail product types in all United States markets. HSA Acquisitions, Inc. and its investment partners focus on maintaining a 30 - 45 day closing time frame.

#### Corporate Real Estate Services

*John Wilson, President*

HSA's Corporate Real Estate Services and Office Brokerage Divisions have assisted a wide variety of corporations, financial institutions and non-profits with requirements ranging from 2,000 square feet to over 200,000 square feet achieve their real estate objectives in local, regional and national assignments. John Wilson, head of HSA's Corporate Services Division, has negotiated hundreds of lease transactions valued in excess of one billion dollars on behalf of a variety of prominent tenants and landlords.

#### Development

*Craig Phillips, Executive Vice President*

HSA has recently been responsible for the development of Park 94, a 200 acre mixed-use business park in Mt. Pleasant, Wis., 556,000 square foot Ashland Marketplace an industrial facility in Chicago, Ill., the redevelopment of Orland Park Place, a 700,000 square foot retail property in Orland Park, Ill., the three-building, 800,000 square foot Aurora Distribution Center in Aurora, Ill., the two-building 500,000 square foot Baton Rouge West Distribution Center in Port Allen, Louisiana, as well as several medical office buildings in the Chicago suburbs.

#### Finance

*Melissa Piolet, Executive Vice President and Principal*

HSA's Finance Division provides clients with a comprehensive analysis of the property they currently own, plan on purchasing, developing or redeveloping. Our vast network and personal relationships with lenders and real estate professionals allows us to close financing transactions efficiently where other finance companies might fail. The Finance Brokerage Division, led by Melissa Piolet, has been an intricate part of the acquisition, development and redevelopment of over 50 million square feet of real estate with a market value of over \$2.5 billion.

#### Industrial

*Timothy Thompson, Executive Vice President*

HSA's Industrial Services Division provides full-service real estate solutions: building acquisition/disposition, build-to-suit representation, brokerage, consulting, development, feasibility analysis, financial repositioning, land acquisition/disposition, leasing, property valuation, sale/leasebacks, and tenant/owner representation. HSA's industrial client base ranges from multinational corporations to 3rd party logistics companies, to local entrepreneurial firms. Tim Thompson, head of HSA's Industrial Division, leads a team responsible for more than 17 million square feet of industrial property transactions.

#### PrimeCare

*John Wilson, President*

HSA PrimeCare partners with some of the best healthcare institutions in the nation to design, build, lease and manage first-class medical facilities that address the needs of today's patients. HSA PrimeCare is seeking to grow its 800,000-square-foot portfolio through national acquisition opportunities with a primary focus on medical office buildings and ambulatory healthcare facilities larger than 20,000 square feet with established, long-term tenants.

#### Property Management

*Christine Muszynski, Executive Vice President, Principal and Director of Management Operations*

HSA Commercial Real Estate oversees a portfolio of more than 16 million square feet across the country. Industrial facilities account for 77% of our current portfolio, retail 9%, corporate facilities 7%, office properties 4% and medical facilities 3%. HSA has an established track record for enhancing asset value and tenant services while reducing operating costs. Christine Muszynski is currently focused on developing cost-saving strategies for non-profit organizations that may not have previously considered the benefits of third-party management for their real estate portfolios.

#### Retail

*Timothy Blum, Executive Vice President*

Professionals in the Retail Brokerage Group are active in representing both owners looking to sell or lease their properties, as well as tenants looking to purchase or lease space on a national basis. The Retail Development Group is currently planning a 250,000-square-foot adaptive reuse of an industrial park in suburban Milwaukee.