

This past year has been active for HSA Commercial with exciting new projects involving our clients and partners. Here are the highlights from 2023.



Entry into Southeast Industrial Market with Groundbreaking of Highland Commerce Center of Fort Myers

HSA Commercial has officially entered the Southeast region with the groundbreaking of Highland Commerce Center of

Fort Myers, the largest cross-dock warehouse in Southwest Florida. The 481,933-square-foot development will be a speculative facility located at 16500 Oriole Road in Fort Myers, FL.

Representatives from HSA joined project partners at the groundbreaking ceremony for the warehouse, which was delivered in fourth quarter 2023.

With industrial vacancy in Southwest Florida at a record low, we were eager to bring our experience and expertise to the region to meet the strong demand for modern warehouse space. This new facility meets the critical need for all types of industrial use, from storing and distributing construction materials to support rebuilding after Hurricane Ian to servicing the accelerating demands of the region's e-commerce activity.

(FORT MYERS continued on [page 2](#))

HARIBO Signs 447,216 SF Lease at Bristol Highlands Commerce Center East

In December, HSA Commercial executed a full-building lease with HARIBO of America, Inc., at our Bristol Highlands Commerce Center East development, a 68-acre industrial park located in Bristol, WI, near I-94 and the Wisconsin-Illinois border. At 447,216 square feet, it is the largest industrial lease transaction in the Southeast Wisconsin submarket in the final quarter.

HARIBO, the world's leading manufacturer of gummi products, currently occupies the 157,656-square-foot Building 1 at Bristol Highlands East, just two miles from the company's first-ever North American production plant in Pleasant Prairie. Those warehousing and distribution operations will relocate



to Building 3, located at 9403 136th Avenue, upon completion of the interior buildout in second quarter 2024.

HARIBO has been a valued tenant at Bristol Highlands for over two years, and we are pleased to have a building within the same park that is ready to accommodate their rapid growth. This expansion is also a testament to the desirability of the

(HARIBO continued on [page 2](#))

(FORT MYERS continued from [page 1](#))

Located directly off Interstate 75 at the Alico Road interchange, Highland Commerce Center of Fort Myers marks HSA Commercial's first development in southeast Florida.



Highland Commerce Center of Fort Myers Groundbreaking
Pictured left to right: Bob Smietana (HSA), Greg Warsek (Associated Bank), Mike Sierra (Washington Capital), Bob Dillon (HSA), Tim Thompson (HSA), & Rich Leeret (Washington Capital). Image provided by PREMIER Design+Build

In addition to offering proximity to transit infrastructure—including Southwest Florida International Airport, about 5 miles to the northeast—the development will feature best-in-class specifications, such as 36' clear heights, 96 dock doors, 4 drive-in doors, 181 parking spaces, 138 trailer spaces and a building depth of 500 feet. The building will be divisible by 240,000-square-foot suites.

Neighboring tenants include Amazon, Coca-Cola, Red Bull, Wayfair, White Cap, Rice Insulation & Glass, PGTI Innovations and Linder, among others.

Industrial facilities of this size are rare along the Gulf Coast and are needed to service the region's large population centers and growing number of national retailers. In addition to commencing work on Highland Commerce Center of Fort Myers, we are also actively seeking new sites for industrial development throughout southwest Florida.

(HARIBO continued from [page 1](#))

I-94 corridor, which has attracted many new speculative industrial developments. Even though vacancy has increased, construction activity has moderated, which bodes well for the region in 2024 as larger deals like our lease with HARIBO inject confidence into the market.

Completed in early 2023, Building 3 features 36-foot clear heights, 73 truck docks and ample employee parking.

As U.S. production ramps up and more consumers get to know and love HARIBO gummies, larger warehouse space is needed to house the products, according to Lauren Triffler, director and head of corporate communications for HARIBO of America, Inc.

"This larger footprint will help support our growth and continue to serve our customers quickly and efficiently," says Triffler.

"We're thrilled to stay in Bristol near our factory and support our local communities, adding more career opportunities as we bring the world's No. 1 gummi brand to fans around the U.S."

Once HARIBO moves into Building 3, the company's former space in Building 1 will be available for lease. Situated between two four-way interchanges and two international airports, Bristol Highlands Commerce Center East is also home to Visual Pak, a Waukegan, IL-based provider of contract packaging and manufacturing that occupies a 472,176-square-foot warehouse in the park.

Whit Heitman and Sam Badger of CBRE represented HARIBO in the lease transaction. Ownership was represented by Jeff Hoffman of Boerke, Eric Fischer of Cushman & Wakefield and Tim Thompson of HSA Commercial.

Development of Terminus at Hobbs Station Near Indianapolis International Airport



Rendering of Terminus at Hobbs Station | Plainfield, Indiana

HSA Commercial also began construction on another two new speculative cross-dock warehouses on Station Boulevard in Plainfield, IN. The 497,540-square-foot development, branded as Terminus at Hobbs Station and completed in fourth quarter 2023, is located 3 miles from Indianapolis International Airport, the country's eighth-largest freight airport and home to FedEx's second-largest U.S. distribution hub.

Top-tier industrial users want to be close to critical transportation networks like those available in the Indianapolis metro, where roads, rails and runways are readily accessible. Terminus at Hobbs Station will meet the demand for larger blocks of industrial space whose modern design and desirable location supports operational efficiency and growth.

Situated on 37 acres directly off Highway 40 at Perry Road, the development features state-of-the-art specifications, such as 32' clear heights, 50x50-foot column spacing and 60' loading bays. Building 1 offers 233,618 square feet with 36 dock doors; 3 drive-in doors; 163 parking spots, expandable to 187; and 48 trailer parking stalls. Building 2 spans 263,922 square feet with 31 dock doors; 3 drive-in doors; 187 parking

spaces, expandable to 219; and 30 trailer spaces.

The industrial submarket southwest of Indianapolis is familiar territory for HSA Commercial. Last year, we announced the full lease-up of our seven-building Gateway Business Park, also in Plainfield, concluding nearly 15 years of development that added 1.2 million square feet of space to the market.

Plainfield continues to be a hotspot for industrial development. Terminus at Hobbs Station reflects HSA's bullish outlook on the market not only in Indianapolis, but also other distribution hubs across the Midwest and Southeast where we have multiple projects in various stages of construction.

In addition to its proximity to Indianapolis International Airport, Terminus is situated near Interstate 70 with quick access to the region's interstate system. It is located within an 8-hour drive to over 40 major metropolitan cities and 75% of the U.S. population. Corporate neighbors include Amazon, FedEx, UPS, Walmart, Kohl's, Geodis, Whirlpool, The Home Depot, Pepsi, Ryder, XPO Logistics and Ingram.

About HSA Commercial

Founded in 1981, HSA is a privately held, full-service real estate development and investment firm headquartered in Chicago, Illinois. Our staff incorporates over 50 full-time professionals experienced in every aspect of the commercial real estate industry. With over 50 years of experience, HSA's principals have been involved in developments and acquisitions in excess of 100 million SF and \$6 billion of value with a current owned portfolio in excess of \$2.5 billion. HSA has deep and current experience in all aspects of build-to-suits for major corporations as well as a long track record of quality construction, management and ownership of commercial real estate assets.

HSA PrimeCare EVP Robert Titzer Discusses Pros of Second Generation Medical Space



Robert Titzer, EVP

In features for *REJournals* and *The Daily Herald* during the summer, HSA PrimeCare Executive Vice President Robert Titzer discussed the pros of utilizing second-generation medical spaces in today's market.

Given higher interest rates, among

other challenges in the healthcare industry, some new development has hit a pause, which has led to increased attention on second-generation or existing spaces. This type of space provides benefits for both users and owners, which Titzer highlights in his interviews with both publications.

In his feature for *The Daily Herald*, Titzer presented solutions to the issues of inflationary prices and higher interest rates, namely rehabbing older medical or other commercial facilities, or leasing facilities rather than owning them.



Silver Cross Health Center | New Lenox, Illinois

For the *REJournals* story, Titzer delved more into the benefits of these solutions. In addition to being more cost effective, second-generation medical spaces tend to offer greater accessibility to patients and meet rising demands in a timelier fashion, all while still offering a new stream of revenue for property owners.

The greatest challenge in all of this has been keeping up with the rising population in many underserved suburban areas, such as in Northwest Indiana. Titzer says there will soon be an increase in new construction to address this shortage.

Awards and Recognitions

Midwest Real Estate News
2023 Best of the Best
Top Developer, Owner, Property Management

ALM | GlobeSt
2023 Healthcare Influencers
Robert Titzer, Executive Vice President

Healthcare Business Review
2023 Top Healthcare Property Management
Services Provider

Midwest Real Estate News
2022 Midwest Commercial Real Estate
Hall of Fame
John Wilson, President (HSA PrimeCare)

HSA Commercial Announces Addition of New Team Leader to Development Team



Ken Osborne,
VP of Development

After 25 years on our team, senior vice president of HSA Commercial's development division, Mark TeGrootenhuis, announced his retirement in June.

In light of Mark's departure, HSA is pleased to announce the addition of team leader, Ken Osborne, to the position of Vice President of Development.

A graduate of Illinois State University in Construction Management with over 12 years of experience in the construction and real estate development fields, Ken brings an

array of skills to our Development team, ranging from project management, risk management, land entitlement, stakeholder management and communication, value engineering and technical knowledge.

Ken has been consistently recognized for his performance and contributions to the industry and promoted within the firms where he has previously worked. Prior to HSA, he was a Development Manager for CenterPoint Properties, where he managed overall development of projects valued from \$5 million to \$100 million and completed development of over 5 million square feet in industrial construction, as well as \$20 million in related infrastructure projects.

He also has experience as a Pre-Construction Manager at Clayco and a Cost Estimator at The Concord Group, both based in Chicago.

Meet Our Team Leaders

Jack Shaffer
Chairman & Founder

Robert E. Smietana
President & Chief Executive Officer

Daniel Miranda
Vice Chairman

Jason Klein, CPA
SVP & Chief Financial Officer

Douglas Jones
SVP - Finance & Portfolio Management

Wanda Melendez
Vice President - Accounting & Controller

Christine Muszynski
President - Property Management

Eric Ogden
SVP - Acquisitions & Development

Ken Osborne
Vice President of Development Services

Josephine Thomas-Hoytt, SPHR, SHRM-SCP
SVP - HR, IT, Marketing & Administration

Tim Thompson, SIOR
EVP & Managing Director - Industrial Brokerage

John Wilson
President - HSA PrimeCare