

EXTRAORDINARY DELIVERED

PLUMMER PORTFOLIO

Fairview Heights, Illinois

Four (4) Class A/B office buildings totaling app. 200,000 square feet

OPPORTUNITY/CHALLENGE

Lease long term large block vacant suites

SOLUTION

- Targeted non-traditional office and government type users including:
 - Medical users
 - Canvased outlining smaller towns
 - Pursued GSA deals.

RESULTS

- Concentrated medical users on the ground floor and leased the entire floor of one building to three (3) different type medical tenants.
- Leased and entire floor to Hoyleton Ministries which was previously located in Hoyleton, Illinois. Hoyleton wanted to move closer to a major highway.
- Leased 12,000 square feet to the FBI. The GSA paperwork is very demanding and many of the competitors do not respond to GSA's request for proposals.

