

Southwestern Illinois Commercial Real Estate Transactions

The Illinois Business Journal is proud to publish commercial real estate transactions recently completed by commercial brokers across Southwestern Illinois.

◆ BELLEVILLE

- New Legacy, LLC sold an 86,000-square-foot industrial building at 100 Florida Ave. to 100 Florida Ave, LLC. BARBERMURPHY represented both parties in the transaction.
- REM Realty Company, LLC sold a 2.51-acre industrial site at 29 Industrial Drive to OST Rental, LLC. BARBERMURPHY represented both parties.

◆ BRIGHTON

- Community First Bank of Heartland sold a 14,232-square-foot former grocery store at 315 W. Center St. to Ayadventure, LLC. BARBERMURPHY represented both parties.

◆ COLLINSVILLE

-Loza Living, LLC sold a 12,144-square-foot, 24-unit apartment building at 215 S. Morrison Ave. to JRG Holdings – Morrison, LLC. BARBERMURPHY represented both parties.

◆ EDWARDSVILLE

- Edwardsville Town Center, LLC leased 1,300-square-foot retail space at the southeast corner of Governors'

Parkway and Illinois Route 157 known as Edwardsville Town Center Building 5 to Salon Ludic. Kunkel Wittenauer Group represented the landlord and tenant.

- FourBars LLC leased 450-square-foot of professional office space at 115 N. Buchanan St. to Ronald Joe Harris. Kunkel Wittenauer Group represented the landlord and tenant.

-Chain of Rocks Road, LLC sold an 8-acre development site at 5222 Chain of Rocks Road to Flagstar Properties, LLC. BARBERMURPHY represented both parties.

◆ FAIRVIEW HEIGHTS

- Town and Country Bank leased a 1,560-square-foot professional office space at 303 Fountains to Rankings.io, LLC.

Kunkel Wittenauer Group represented the landlord and tenant.

◆ FAYETTEVILLE

- St. Pancratius Catholic Church sold two lots located on North Second Street to Greg and Flora Marler. BARBERMURPHY represented both parties.

- St. Pancratius Catholic Church

sold a 0.33-acre site located on North Second Street to Lance Shanter.

BARBERMURPHY represented both parties.

◆ HIGHLAND

- James Rehberger sold a 3,418-square-foot office/medical building at 1000 Zschokke St. to Eric Wrobel and Tammy Wrobel. Kunkel Wittenauer Group represented the seller.

- Frey Properties of Highland, LLC leased 3,000 square feet of professional office space at 1300-1304 Mercantile Drive to Caritas Family Solutions. Kunkel Wittenauer Group represented the landlord and tenant.

◆ O'FALLON

- Hunt-Swift Enterprises leased 3,029 square feet at 1901 Frank Scott Parkway to Amedisys, Illinois, LLC. Kunkel Wittenauer Group represented to landlord.

- Green Mount Development Group, LLC leased 1,445 square feet of professional office space at 1407 North Green Mount Road in O'Fallon to Bortz Law Firm. Kunkel Wittenauer Group represented the landlord.

- Green Mount Development Group, LLC leased 1,950 square feet of professional office space at 1407 North Green Mount Road in O'Fallon to Delmar Financial Co.

Kunkel Wittenauer Group represented the landlord.

- ARBS Properties, LLC leased a 2,182-square-foot restaurant at 318 East Highway 50 to Ammouri, LLC.

BARBERMURPHY represented both parties.

Metro Inflatables, LLC leased a 415-square-foot office space at 220 E. State St., Suite 1D, to Steinmeyer Roofing, Inc. BARBERMURPHY represented both parties.

◆ PINCKNEYVILLE

- RCPRO 89, LLC sold a 2,744-square-foot office building at 1000 S. Main St. to Kimberlee and Chad Brand. BARBERMURPHY represented the seller.

◆ SOUTH ROXANA

- Southeast Properties, LP sold a 40-acre development site on Wagon Wheel Road to GDS Z, LLC. BARBERMURPHY represented both parties.

NOTS

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The company operated under a four-letter alpha code that every truck line in America adheres to today, assigned by the Interstate Commerce Commission.

"Ours was N-O-T-S," Kirchner said.

The timing of the family's start is significant. The era of transportation deregulation was just beginning, which became the end of many, unionized, regional trucking powerhouses and an opening for smaller operators.

"My dad had never driven a truck before that time," Kirchner said. "We started driving the truck around St. Louis and the Metro East. Things started to grow. We made some good hires, added a truck or two a year and moved in 1986 to Nashville where we've been ever since."

Today, some 18 family members across multiple generations work in the operations, which include 13 spinoff businesses employing 900.

In 1992, the family ventured into its own warehouses.

"We figured if you build your own building and control the freight inside of it, you can have product to haul in your own truck."

NOTS has been expanding in Nashville since that time.

"We built a warehouse every year from 1992 until 2007," Kirchner said. "We stopped for a few years due to the economic crisis. Then, started building again."

Today, they've surpassed 4 million square feet of space across their territory.

Truck operations were scaled back in 2011 and 2013, as they became less focused on LTL (smaller freight) services. By then, the family had expanded to seven surrounding states with five different terminals and over-the-road trucks all over the country. Much of that has now been reined in but there are still 45 trucks in today's fleet, he said.

Warehouses are now the chief focus, as NOTS takes advantage of a location that offers immediate access to both north-south and east-west interstates.

"Back in 2018, I partnered with SIUE and two PhD professors on an economic impact study of Interstate 64 and the Route 127 corridor in Nashville. It turned out it was the busiest corridor in Illinois between Route 4 and Mount Vernon. They said it was one of the

more remarkable areas they'd done."

Since NOTS established its presence, the county has, "experienced exponential business growth beyond belief. They've added over 4,000 jobs in the last 25 years," Kirchner said. "The whole corridor is developing with retail, residential, hotel and restaurants as we speak."

"Twenty-five years ago, this was just an agrarian community. My family, my father, brothers and I pushed very aggressively to get other businesses to come here."

At its various sites, the family employs around 900 people total, but 450 of them are in Illinois, spread out among the 13 businesses, among them a staffing business, flower shop, venue center, full-service truck repair, construction, print shop, metal working shop, and concrete finishing operations.

The warehousing has produced 1,500 jobs, some employed by NOTS, others by NOTS' customers.

Kirchner estimates NOTS has 25 to 30 customers in its buildings, everything from individuals who take it long term on a triple net lease (an agreement on a property whereby the tenant promises to pay all expenses of the property including real estate taxes, building insurance, and maintenance) to individuals who need it for storage space for a couple of truckloads of product.

"We have several Fortune 100 companies that use our facilities and have for 25-plus years," he said.

Kirchner said other neighboring businesses have expanded during the same era in Nashville, adding 700,000 square feet of warehouse space. There are two tier 2 automotive manufacturing plants across the street from NOTS that employ around 2,500 people.



NOTS Logistics has plenty of room for growth. It now has a 90-acre complex and access to at least 110 acres more.

"We have the infrastructure getting ready to get put into the ground." The company has been "strategically acquiring" adjacent properties over the last 15 to 20 years, he said, and is constantly working with state and local leaders on improvements.

The facilities are also in an enterprise zone and in the newly authorized Opportunity Zone, which offers incentives for business development in certain census areas.

NOTS Logistics' positioning close to Interstates 64 and 57 has advantages over urban sites where truckers need more time to negotiate, he said.

"The difference in a truck is easily transferable by the cost savings," Kirchner said. "A couple of our customers use that as a big selling point."

Truckers have an advantage coming from the east, from places like Indiana, Kentucky, Tennessee and Arkansas, rather than from the west, through St. Louis.

Manpower for the business park has not been difficult to come by.

"People want to work for a good, vibrant growth area. They're willing to travel. We have a large population in Clinton, Randolph and Marion County ... willing to travel to come here," he said.

"That was part of the genesis for the family starting its own staffing company."

The newest facility is scheduled to be complete in the first quarter of 2021. Planning for the building started in first quarter of 2020 because existing space was at capacity.

The warehouse facility, along with NOTS' core services of transportation management, customized distribution and workforce management is designed to provide customers a whole solution, Kirchner said. He is not shy about touting the values his father instilled in the children.

"We are so committed to our customers, coworkers and community. We push our three Cs. It allows us to build a strong organization. Southern Illinois has a lot of success stories. The ability of a family business to persevere and survive is only as good as the passion of the individuals who lead it."