

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

- JDC Properties, LLC sold a 7,960-square-foot Class A office building at 325 W. Main St. to Church Road, LLC. BARBERMURPHY represented the buyer in the transaction.

- The Family Sportsplex sold a 11.4-acre site on Mascoutah Avenue to Jacob and Sara Fishbein. BARBERMURPHY represented the seller.

- Royalty Tech, LLC leased 1,076-square-foot office/retail space at 3814 North Belt West to St. Louis Clean Air, LLC. Kunkel Commercial Group Inc. represented the landlord and tenant.

◆ CAHOKIA HEIGHTS

- Amrut and Sita Patel leased an 1,802-square-foot retail space at 3317B Mississippi Ave. to Lorenzo Henderson. BARBERMURPHY represented both parties.

◆ COLLINSVILLE

- B & K Auto Sales & Services Inc. leased a 500-square-foot office space at 2105 Vandalia St. to A Place at Home Metro East. BARBERMURPHY represented both parties.

- B & K Auto Sales & Services Inc. leased a 500-square-foot of-

ice space at 2105 Vandalia St. to JLH Hair & Beauty. BARBERMURPHY represented both parties.

- B & K Auto Sales & Services Inc. leased a 375-square-foot office space at 2105 Vandalia St. to Gregory Communications. BARBERMURPHY represented both parties.

◆ DUPO

- C.H. Briley Properties, LLC sold a fully occupied, 79,800-square-foot industrial investment property at 731 Prairie DuPont Drive to BK Property Investments, LLC. BARBERMURPHY represented both parties.

◆ EDWARDSVILLE

- Edwardsville Town Center, LLC leased 3,010-square-foot at 6185 Bennett, Building No. 7 to Wilson Entertainment, LLC. Kunkel Commercial Group represented the landlord and tenant.

◆ FAIRMONT CITY

- Packers By Products Inc. sold a 5.2-acre development site at 1087 Illinois Route 3 to Blackhawk Express, LLC. BARBERMURPHY represented both parties.

◆ GRANITE CITY

- Troy Development LLC sold a 7,315-square-foot retail investment property at 2600 Nameoki Road to Rebecca and Branden Unnerstall. BARBERMURPHY represented both parties.

◆ HIGHLAND

- St. Joseph’s Hospital, of the Hospital Sisters of the Third Order of St. Francis, an Illinois Corporation, sold a 4, 320-square-foot office medical building at 180 Woodcrest Drive to Seth McLaughlin-Heil and Angelina McLaughlin-Heil. Kunkel Commercial Group represented the seller.

- Family Care Properties, LLC leased 7,243-square-foot office/ retail space at 1008 Broadway to D & K Fitness Inc. Kunkel Commercial Group represented the landlord and tenant.

◆ MADISON

- X2, Inc. sold a 45.5-acre industrial site at 201 Madison Ave. to Speedway Investors, LLC. BARBERMURPHY represented both parties.

◆ MOUNT VERNON

- Magnum Real Estate II, LLC sold a 20,750-square-foot industrial

building at 605 New Fairfield Road to Novus AG, LLC. BARBERMURPHY represented both parties.

◆ O’FALLON

- Keystone Development, LLC leased a 1,655-square-foot medical office space at 775 Sunset Boulevard, Suite B to Mitas, PLLC. BARBERMURPHY Group represented the lessee.

- Ekstasis Inc. leased a 1,024-square-foot office building at 810 West Highway 50 to Rob Isringhausen \ State Farm Insurance. BARBERMURPHY represented both parties.

- 784 Wall Street, LLC leased 150-square-foot office space at 784 Wall Street, Suite 100-J to Brent Rickhoff. Kunkel Commercial Group represented the landlord and tenant.

- Don Lugge leased 3,277-square-foot office warehouse space at 60 Whitehall Drive to The McClathy Company, LLC. Kunkel Commercial Group represented the landlord.

- Paragon Land Trust leased 875-square-foot office space at 805A, Highway 50, Suite B, to Kingdom Aquatics Inc. Kunkel Commercial Group Inc. represented the landlord and tenant.

VODKA

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Nonprofits who feature Social Grace Vodka at their cash-bar fundraisers stand to benefit.

“From the very beginning, we decided that 10 percent of our profits would go back to nonprofits for women and children,” Arendell said. The exception to that will be for events at which their vodka is featured. They will immediately donate 10 percent to the event host to decide which charity will benefit.

Once the company gets to the point of profitability, the plan is to have a board of peers help vet nonprofits and decide who will be the beneficiaries of giving.

Their first event, on behalf of the Watershed Nature Center, will be held Oct. 7 at the Ink House in Edwardsville.

The vodka business might have begun with a fun conversation, but it’s become hard work.

“We certainly have learned a lot. We didn’t know this was on the horizon in our life, believe us,” Guilbeault said.

First, came research. One of the reasons the two chose vodka is they knew they’d be marketing to women. Vodka is appealing as it’s gluten-

free and low in carbs and calories.

The women set out to find a contract distiller that would produce their formula and interviewed multiple distilleries before landing with a multi-generation family farm and distillery in Southern Illinois. Because the operation produces its own brand of vodka, the Social Grace operators agreed not to disclose the actual distiller.

The formula was derived based on multiple tastings tested by more than 200 people. They describe it as having “a hint of agave.” It is made with white corn and distilled six times during the process. It is also 80 proof, or 40 percent alcohol.

The bottles were made in Wisconsin.

Arendell came up with the name Social Grace. The choice was on a list that the two created and best suits their charitable intention, they said.

“Denise actually came up with it and when I saw it, it seemed extremely fitting,” her partner said.

Arendell, who is a financial advisor by trade, says vodka is her drink of choice, but Guilbeault, a former elementary schoolteacher in Bethalto, says she does not drink much alcohol at all.

They still remember going to the distiller to watch their first bottles filled on the line.

The most significant move to get the product in front of people was to find a distributor. Because Illinois is what’s known as a three-tier state, like most states, producers can only sell through a distributor.

The goal was to find someone who could sell their product for on-premise use, such as bars and restaurants, and off premise, like grocery stores.

“There aren’t a lot of female-owned brands in the United States,” Arendell said. “We had to present ourselves to distribution partners. When they looked at us and our demographics, which include women in an age bracket that we know appreciates philanthropy, it was a very easy sell.”

They landed partnership deals with Koerner Distributing in Illinois and with Nature Brands for distribution in Missouri.

Once they build their base locally, they are considering Florida as their next location.

“Having a presence in grocery stores has really helped,” Arendell said. “Fortunately, the Schnucks in Edwardsville, the first week they had us, they had us on an end cap.”

Guilbeault added: “Denise and I are very specific in the way the cartons look. They are very beautiful. We did that with intention so they could be used as a display in a very beautiful way, to capture people’s attention.”

The pair managed to pull off a sports feat, of sorts, as well. Social Grace Vodka was featured as the premium drink for broadcaster Mike Shannon’s birthday celebration in Edwardsville in July.

“Their mixologist came up with a drink called the Ladybird,” Arendell said.

The product has made its way to Dierbergs, and Edwardsville area restaurants and establishments like the Wang Gang, Exo Lounge and Nail Bar, and Mousalli’s Prime, with deals pending on several others.

More information can be found under the Social Grace Spirits page on Facebook.





Dominic Seipp
Market President
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