

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.

◆ ALTON

-Dan and Julie Warren sold a 4,800-square-foot, mixed-use building at 10 East Broadway to TSL Holdings, LLC. BARBERMURPHY represented the investors in this transaction.

◆ BELLEVILLE

-Lammers Group, LLC leased three executive offices at 7 Bronze Pointe to Mesa Associates Inc. Kunkel Commercial Group Inc. represented the landlord and tenant.

-The Belleville News Democrat sold a 32,603-square-foot printing plant at 11 Premier Drive to ZeroFlame, LLC. BARBERMURPHY represented the seller.

-Paul and Marcia Beller sold a 2,310-square-foot retail building at 928 Carlyle Ave. to Shawn Curtis. BARBERMURPHY represented the seller.

-Center for Oral & Maxillofacial Surgery Center sold a 6,037-square-foot medical office at 10200 W. Main St. to Michael Noble, MD. BARBERMURPHY represented both parties.

-L & N Investments, LTD sold a 5,246-square-foot former restaurant building at 9735 W. Main St. to Tamra Scott. BARBERMURPHY represented the seller.

-Ronesczo Inc., an Illinois corpora-

tion, sold a 3,734-square-foot building at 201 S. Illinois St. to Philiatros Healthcare & Governmental Consulting LLC, a Missouri limited liability company. Kunkel Commercial Group Inc. represented the purchaser.

◆ CAHOKIA HEIGHTS

-Amrut Patel leased a 1,570-square-foot space at 3321A Mississippi Ave. to Cartavious Jackson. BARBERMURPHY represented both parties.

◆ CASEYVILLE

-Kristine Davis sold a 3,016-square-foot pub and grill at 100 South Long to Rakesh and Rasiklal Patel. BARBERMURPHY represented both parties.

◆ COLLINSVILLE

-Timothy and Beverly Reeb Family Trust sold a 8,400-square-foot retail building at 2229 Vandalia St. to Robert Hamm. BARBERMURPHY represented both parties.

◆ FAIRVIEW HEIGHTS

-AWH Fairview, LLC sold a 18,000-square-foot office building at 455 Salem Place to Tut & Tut

Properties, LLC. BARBERMURPHY represented both parties.

◆ GLEN CARBON

-Busey Bank sold a former bank facility at 4200 South State Route 159 to Halle Properties, LLC. BARBERMURPHY represented the seller.

-Retail Three, LLC leased a 7,150-square-foot space at 4573-4577 Benes Ave. to United Skin Specialists, LLC. BARBERMURPHY represented the landlord.

◆ LITCHFIELD

-Steven Lowe sold a 12,650-square-foot retail building at 1117 Old Route 66 N, to Victory Lane Properties, LP. BARBERMURPHY represented both parties.

◆ MADISON

-Cherokee Properties, LLC sold a 1,346,268 SF Industrial Investment Property located at 1001 College St. to Grand Landmark Industrial, LLC. BARBERMURPHY represented both parties.

◆ O'FALLON

-NG Investments LLC leased

3,015 square feet of professional office space at 624 Pierce Blvd. to Korer Distributor Inc. Kunkel Commercial Group, Inc. represented the tenant.

-Finkelstein Family Limited Partnership d/b/a O'Fallon Plaza leased 5,964 square feet of retail space at 2073 West Highway 50 to The X'perienced Barber & Beauty College, LTD. Kunkel Commercial Group represented the Landlord and Tenant.

-Shiloh Parkway Plaza, LLC leased a 1,500-square-foot office space at 1207 Thouvenot Lane to Encompass Health. BARBERMURPHY represented both parties.

◆ ST. LOUIS

-Rutger Real Estate Investments leased 2,000 square feet of office space and yard at 8891 Hall St. to EEMERG Inc., Kunkel Commercial Group represented the landlord and Coldwell Banker Realty-Gundacker represented the tenant.

-AMA Properties, LLC leased a 11,402-square-foot industrial building at 1316 Second St. to Arch Moving, LLC. BARBERMURPHY represented the landlord.

Spencer Homes constructing luxury development in Edwardsville



A new development, Luxury Terrace Homes at Benton Place, is underway in downtown Edwardsville.

Custom home builder Spencer Homes is building a new development, Luxury Terrace Homes at Benton Place in downtown Edwardsville.

"Benton Place is a unique opportunity to own new construction in downtown Edwardsville," said Mike Rathgeb, founding owner of Spencer Homes. "Residents will enjoy a low maintenance lifestyle as well as the convenience and entertainment of being able to walk to all of downtown's unique amenities, including restaurants, bars, shops and the Goshen Farmer's Market."

Only three homes are available at

this time. The main floor of each luxury terrace home features a master bedroom suite, expansive kitchen, living room with 19-foot ceiling, powder room, laundry and an oversized two-car attached garage. The second floor contains up to three additional bedrooms or two bedrooms plus an office, a full bathroom as well as lounge space. Each home also offers a full basement ideal for storage or fitness rooms. In addition to main floor patio spaces, each home will provide a second floor expansive lanai with 300 square feet or more of covered

and uncovered outdoor living space.

The exterior finishes will include stone, Diamond Kote LP SmartSide siding and trim boards, as well as composite decking materials. The Benton Place association contracts maintenance services to take care of the grounds.

Benton Place is located at 211 S. Benton St. Construction is expected to be completed Spring 2022 with pricing starting in the mid-\$600s.

Rathgeb founded Spencer Homes in 2005 and has built in communities throughout Metro East.

'Export Now' inaugural series reflects on a successful launch

At least five regional businesses are benefitting from a customized, action-oriented export training initiative underway in Southwestern Illinois.

It's called Export Now and being presented by the Illinois SBDC International Trade Center at Southern Illinois University Edwardsville, in partnership with the Southwest Illinois Trade and Investment Council, LR International and the Illinois District Export Council.

With financial support from the CARES (Coronavirus Aid, Relief, and Economic Security) Act, the three-month virtual series helped business representatives create a plan to expand their business internationally with guidance from industry experts.

"We feel our Export Now program met the goal of better positioning the participating companies for success in the global economy by helping them take a proactive and strategic approach to their selection of export markets," said ITC Director Silvia Torres Bowman. "The Illinois SBDC ITC at SIUE looks forward to continuing to work with the first five Export Now graduates as they explore new international markets with us. We are proud of their accomplishments and look forward to the exciting opportunities ahead."

Throughout three spring sessions, Export Now participants strategized the relationship between their com-

pany and the world, utilized industry knowledge to create a seamless international process, and created an export plan for the future of their company to be audited by industry veterans.

At least two of the participating businesses were taking the next active step in their export journey by preparing for a 2021 Virtual Trade Mission to South America slated for September and October.

"Export Now was a thorough program with insightful speakers and a clear roadmap for readiness to launch in new export markets," shared mentor Sonat Birnecker Hart, president of Koval Distillery and member of the Illinois District Export Council. "Not only were participants' individual journeys fruitful in developing thoughtful strategies for growth through export, but also hearing the approaches of the other participants and their strategies added layers of information unmatched by other seminars addressing international trade."

"It was an honor to collaborate with such a passionate group of international professionals in the EXPORT NOW program," said presenter Jacqueline Meredith Grahn, principal at Trade Acceptance Group and EX-IM Bank's Western Region director. "At the same time, it was inspiring to oversee the dedication of the exporting companies to expand their international presence, undeterred by the unique chal-

lenges of the ongoing global pandemic."

The following companies took part in Export Now's inaugural series:

- Little River Research & Design, a scientific equipment supplier, located in Carbondale

- Special Mine Services, a mining industry equipment manufacturer, located in West Frankfort

- My Scratch Offs, a woman and disabled veteran-owned small business specializing in promotional products, located in Swansea

- Bit Brokers International, a family-owned industrial equipment supplier, located in Franklin County

- Smart Controls, an electronics manufacturer, located in Fairview Heights

Paul Jarzombek, chief operating officer at LR International Inc. and member of the Illinois DEC, served as a facilitator and sponsor for the series, and was instrumental in its success.

"The ITC at SIUE did a terrific job hosting the program and keeping it organized, along with providing participating companies access to valuable resources for their export journey," he said. "The best part of the program is that it was not based on theory. It was rooted in experience by real-world exporters and service providers with decades of experience."

The Illinois SBDC ITC at SIUE plans to continue offering specialized programs

on a regular basis. The next Export Now series is scheduled for spring 2022.

Jarzombek noted the primary takeaways for participating companies included the development of a solid plan to move forward with exports and grow their international business, as well as the creation of long-lasting business relationships.

Marshall Girtman, international sales specialist at Special Mine Services, praised EXPORT NOW's leadership panel and described participating in the program as inspiring, challenging and rewarding.

"Perhaps the greatest takeaway from Export Now was the level of support from the program's organizers, presenters and mentors," Girtman shared. "Rather than just presenting the material during the conference, everyone involved with Export Now continues to be a valuable resource for participating companies to grow their exports."

"Export Now afforded me an educational basis for continuing to grow my export business while facilitating excellent partnership connections," added Karen Tinsley-Sroka, founder and CEO of My Scratch Offs. "We are already in the process of launching two website localization projects with the help of the ITC at SIUE and Export Now. The program's guidance will prove to be invaluable in our upcoming efforts."