

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

- David and Christie Paddock sold two, four-family apartment buildings at 2516 and 2520 Eastview Drive to Superior Home Remodeling Inc. Kunkel Commercial Group represented the seller and purchaser.

- Richland Plaza, LLC leased a 2,785-square-foot Class A office space at 521 W. Main St., to Bacon Farmer & Workman Engineering. BARBERMURPHY represented the tenant.

- 8 Bell Inc. leased a 1,479-square-foot office space at 1522 W. Main St. to Midwest South Accounting

and Bookkeeping. BARBERMURPHY represented both parties.

◆ CENTRALIA

- R.O.I. International, LLC sold a 13,920-square-foot warehouse at 302 Swan Ave. to Hawkins Inc. BARBERMURPHY represented both parties.

◆ COLLINSVILLE

- CCPO Properties, LLC leased 750 square feet of office retail space at 850 Vandalia St., Suite 120 to Asset Building and Design, LLC. Kunkel Commercial Group represented the landlord and tenant.

- CCPO Properties, LLC leased 750 square feet of office retail space at 850 Vandalia St., Suite 300 to Bre Nae Newell. Kunkel Commercial Group represented the landlord and tenant.

- J & M Properties, LLC sold four commercial lots totaling 5.6 acres at 108 United Drive to Stadick, LLC. BARBERMURPHY represented the seller.

◆ FAIRVIEW HEIGHTS

- Fountains Three, LLC sold a 24,000-square-foot office building at 343 Fountains Parkway to Triad Investments, LLC. BARBERMUR-

PHY represented both parties.

- Bell Key, LLC leased a 1,689-square-foot retail space at 325 Market Place to French Kiss Boutique, LLC. BARBERMURPHY represented both parties.

- 815 Lincoln Place Centre, LLC. leased a 1,000-square-foot retail space at 815 Lincoln Highway to Ogbah African Market. BARBERMURPHY represented the landlord.

- Jerdi, LLC sold a 4,000-square-foot retail building at 122 Lincoln Highway to Zachariah Yinger. BARBERMURPHY represented both parties.

VETS

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PTAC provides resources to Illinois businesses in such areas as procurement readiness and compliance, vendor registration, market research, and Small Business Innovation Research proposal development.

PTAC can assist businesses getting certification as a Minority Business Enterprise, a Women's Business Enterprise, a Woman-Owned Small Business, a Disadvantaged Business Enterprise, a Veteran-Owned Small Business, a Service-Disabled Veteran Owned Small Business, an 8(a) disadvantaged business or a HUBZone firm.

Congress established the Procurement Technical Assistance Cooperative Agreement Program in 1985 as a part of the Department of Defense Authorization Act. The agreement allows Illinois PTAC services to be accessible to all Illinois businesses at no charge.

Ebeler, who ran the Illinois Small Business Development Center in East St. Louis several years ago, said there are advantages to a being a certified Veteran-Owned Business. Some applicants want the formal recognition simply so they can market themselves as such. And many want to participate in government contracts that are set aside exclusively for the veteran-owned niche.

In fiscal 2018, some \$20 billion was set aside for veteran firms, she said.

The U.S. Small Business Act mandates percentages of participation, which vary by industry sector. For example, specialized data-tech firms might have a minimum 3 percent participation requirement because of the complex government need.

"Being recognized as a Veteran-Owned Business eliminates a lot of the competition in bidding for contracts," Ebeler said.

Among the nine PTAC offices, some focus more heavily on niche segments, such as manufacturing, agricultural or technology. The next closest affiliates to Metro Southwestern Illinois are in Carbondale and in Peoria. All the centers represent their own markets but

work jointly in their ongoing mission.

"Our program works one-on-one with businesses to help them get from point to point, whether it's getting certified or registered," Ebeler said.

Training is also available on a wide variety of programs, from cybersecurity to HUBZones.

PTAC puts its clients in a position to succeed, Ebeler said, but the business' ultimate level of success is up to the participants.

"I recently did a survey of Veteran-Owned Businesses and some said that if it wasn't for the PTAC program they would never have been able to get through the certification process," she said.

Despite more than 35 years of service, the PTAC network and its free resources are not readily known.

"There are so many eligible businesses that just don't know we exist," she said.

Businesses wanting to work with PTAC should sign up with the Illinois Small Business Network.

"That allows us to provide confidential counseling to them and then to provide them with an enormous amount of resources pertaining to their government contract interest," Ebeler said. "I listen to them about their business and the direction they want to go."

Such conversation helps determine if a business wants to be registered with the state of Illinois or federally, through Systems Awards Management – known as SAM – a universal, federal registration point.

Following that first step of registration, the second step is potentially going through the certification process. Clients must decide if they are best served by state or federal certification, which is free, or going through a third party, which involves costs, even though it may be more useful to them.

"For example, I have a veteran-owned business that wanted to work with a gas company, and the gas company is part of a national organization of veterans.

He had to pay \$750 to get certified, but he was awarded a \$1.75 million contract for work with this gas company. So, it was certainly worth his time."

Using another example, a business wanting to work with the Quincy Veterans Administration home would have to go the state procurement route. PTAC would walk them through the registration and the state certification through the Illinois Central Management Services.

Any business wanting to work with Scott Air Force would be going the federal route and would register with SAM.

The complexity can be challenging for a novice businessman.

"If you're an average veteran-owned business wanting to get involved in contracting, you can start researching on your own and it seems almost a rabbit hole. That's why our program exists, to listen to these businesses, see where

they want to go and help them build their resources to go on that path."

Registration can be done fairly quickly. It's a two-step verification process. Certification, though, takes more time. PTAC makes sure all necessary documents are in hand, and each client is assigned an analyst to look at their certification application.

"There is no set time, but I've seen approvals within a month to six months," she said.

Most veterans who approach PTAC are "very organized" by virtue of their exposure to the military, she said.

Businesses wishing to work with the Illinois Procurement Technical Assistance Center must be located in the state. There are PTAC offices in every state.

To find an office nearest you, go to www.ilsmbiz/ptacnearme.

For more information call Ebeler at (618) 420-8313.

ILLINOIS PTAC

The Illinois Procurement Assistance Center (PTAC) at Western Illinois University provides local business with a complete set of tools to research and identify government contracting opportunities. Our **no cost** assistance comes in the forms of teaching, mentoring and coaching.

Thank you to all of our veterans!

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Aaron B Greenspan, MD and the providers
of Metro East Gastroenterology Ltd

Welcome
Mark T. Klucka, DO

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