

Deal of the Year Awards

ANNUAL MEETING &
CARW COMMERCIAL REAL ESTATE
HALL OF FAME EVENT

WEDNESDAY, OCTOBER 26TH 2022

Presented By:

TriCity National Bank 

Schedule

4:00-5:00 p.m. – Registration & Networking

The buffet and bar will be open

5:00-6:15 p.m. – Program & Awards

6:15-7:30 p.m. – Happy Hour



Deal of the Year Awards

CARW is proud to present tonight's awards for outstanding achievements in and service to the commercial real estate industry in Wisconsin. Thank you for being part of our celebration. Congrats to our nominees and finalists.

CARW Commercial Real Estate Hall of Fame

The CARW foundation is honoring our third CARW Commercial Real Estate Hall of Fame Winner. This is an award that recognizes Commercial Real Estate practitioners who have impacted the industry and CARW over their lifetime. Recipients of this award, will have a one-year scholarship given to a four-year Wisconsin college or university student studying real estate, on their behalf from the CARW Foundation. We hope to stay connected to these students in the future and keep them engaged in our industry!

CARW Hall of Fame Honorees:

Deborah Sobczak, 2021 (inaugural recipient)
Thomas Bernacchi, 2021

2021 Student Scholarship Recipients:

Zing Sung, Finance - UWM
Elena Aviles, Accounting - UWM
Jaxon Ford, Finance, Real Estate - UW Madison

CARW Staff

Tracy Johnson - tracy@carw.com
Amanda Hoffman - amanda@carw.com
Alexis Strode - alexis@carw.com

2022 Commercial Real Estate Hall of Fame Honoree

J. Michael "Mike" Mooney



Mike Mooney is the co-founder, principal, and chairman of the board at MLG Capital, a real estate investment firm, headquartered in Brookfield, Wisconsin. As a veteran of the industry with over 55 years of experience in all aspects of real estate, Mike's vast knowledge can only be compared to his love of a forward-thinking company culture. Every day, he lives the core values of MLG: making a difference while making a living, and absolute integrity.

Mike's numerous board and leadership positions have included co-founder, Past-President, and longtime director of NAIOP-WI, Board Member of the Wisconsin Realtors Association, Director of the Wisconsin Economic Development Association, and a member of NAI Global's Worldwide Leadership Board, including two terms as Chairman.

Mike has been recognized across many Wisconsin-focused real estate associations with awards. In 2006 he received CARW's Realtor of the Year, in 2009 he was the first recipient of the NAIOP-WI J. Michael Mooney Award for "extraordinary leadership in advancing economic development in Wisconsin." In 2010, Mike and Margaret Farrow led the merger of the Waukesha County Chamber and Waukesha County Action Network to create the Waukesha County Business Alliance, now the second-largest chamber in the state of Wisconsin. Finally, in 2015 he received the Wisconsin Realtors Association Chairman's Citation Award.

2022 JUDGES



Matt Anfang - MN Commercial Association of Real Estate

Matt has been the Executive Director of the MN Commercial Association of Real Estate / Realtors since January of 2013. Prior to joining MNCAR, Matt served as the President of Great St. Paul BOMA representing building owners and managers in St. Paul and the East metro area of the twin cities. Matt's entry into the real estate industry was in 2002 where he conducted acquisitions and entitlements for Centex Development Company out of Dallas. Matt is active in city and community affairs along with many boards.



Tim Casey - City of Kenosha

Tim Casey is the Director of City Development for the City of Kenosha. He leads a team that is moving from planning to active development in the Kenosha Innovation Neighborhood (former AMC/Chrysler site), the Uptown area, and the Downtown, as well as more than 3,000 acres of prime sites in the Interstate 94 Corridor. He previously served as Director of Economic Development for the Waukesha County Center for Growth, a county-wide 501 (c) 3 Economic Development Corporation; Economic Development Administrator for the City of Brookfield; Director of Economic Development for Milwaukee County; headed the Chamber of Commerce and Economic Development Corporation in Oshkosh, and served as Economic Development Specialist in Eau Claire. In the private sector, Tim opened the Wisconsin office of CenterPoint properties, a Chicago-based real estate investment trust, and was a real estate broker with Wangard Partners and Equity Commercial Real Estate. Tim is a licensed broker. Tim received his Bachelor of Science from Michigan State University, and a Master's in Urban Planning from UW – Milwaukee. Tim has served on the boards of several community-based organizations and is committed to the betterment of communities.



Nancy Hernandez - Hispanic Collaborative / ABRAZO

Nancy Hernandez is the president of the Hispanic Collaborative, an initiative involving more than 150 stakeholders seeking to improve economic opportunities and representation among Latinos and moving Milwaukee into a Top-10 ranking on the Hispanic Well-Being Index. Nancy Hernandez is also the president and founder of ABRAZO marketing, a leading integrated marketing firm dedicated to connecting companies and organizations with diverse audiences. Nancy launched ABRAZO while completing her Marquette MBA. Along the way, Nancy has received The Business Journal's Women of Influence Award and Diversity in Business Award, Biz Times Innovator Award, Marquette College of Business Alumni Entrepreneurial Award, BizStarts Inspirational Entrepreneur Award, Hispanic Business of the Year and Philanthropic Five award. Nancy serves on the Board of Society Insurance, Board of Trustees for Marquette University, the Board and Campaign Co-Chair for United Way of Greater Milwaukee and Waukesha County, is the founding member and past president of HPGM, and past president of TEMPO and the Milwaukee Public Library Foundation.

2022 JUDGES



Andy Hunt - Marquette University Center for Real Estate

Andy Hunt Serves as the Director for the Center for Real Estate at Marquette University. Working closely with the real estate program faculty, Andy is responsible for carrying out the mission of the Center and oversight of all day-to-day administration of the Center's program, activities and outreach. Andy also co-teaches the real estate modeling course. Prior to Marquette, Andy served in investment and acquisitions roles with Real Capital Solutions and Prologis in Denver. He started his career in brokerage in Minneapolis before working for several years for the Center of Real Estate as an associate director.



Chad Venne - Ballast Real Estate Partners & UW-Milwaukee

Chad Venne joined Ballast Real Estate Partners, LLC as a Managing Partner in 2020. At Ballast, Chad oversees the day-to-day Asset Management duties for an investment portfolio of roughly 1,000 apartment units throughout the Midwest. He is also involved in sourcing new acquisitions. Chad has over 15 years of property and Asset Management experience. Prior to joining Ballast, Chad was the Director of Asset Management at J Jeffers & Co, where he oversaw external teams responsible for the brokerage, accounting, and property management operations for a portfolio of Office, Industrial, and Retail properties located throughout Southeastern Wisconsin. Chad also served as the Executive Vice President of Property Management at Wangard Partners, where he led a team of 35 professionals responsible for managing a diverse portfolio of nearly 3,000,000 sf of commercial real estate and 1,500 ground-up apartments valued at more than \$300 MM. Chad was also the Vice President of Property Management at Colliers International in Wisconsin where he and his team oversaw a 3rd party portfolio of commercial properties in excess of 7,000,000 SF.

In addition to being a real estate practitioner, Chad also oversees the Real Estate Certificate program at UW-Milwaukee where he teaches 2 courses and serves as the Executive-in-Residence for the program.

Chad is an IREM Certified Property Manager® and a licensed real estate broker in the state of Wisconsin.

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we see opportunities.

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*IRGENS Congratulates all of
the Nominees for Tonight's*

DEAL OF THE YEAR AWARDS

*Thank You for Contributing to
the Economic Success of our Real Estate
Industry & Community*

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NEWMARK

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PROPERTY GROUPSM

2022 Deal Submissions

- 10701 Research Drive Redevelopment "Research One" - Submitted by Colliers
- 1300 Sauk Ave - Submitted by Madison Commercial Real Estate
- 381,000 SF Industrial Sale in Necedah - Submitted by NEMARK
- 52 Acre Industrial Land Sale - Submitted by The Barry Company
- Adaptive Reuse - Lion's Tail Brewing Co. - Submitted by Cushman Wakefield | Boerke
- AZCO's Corporate HQ - Submitted by NAI Pfefferle
- Boston Store at Brookfield Square - Submitted by CBRE
- Community Within the Corridor - Green Commercial Realty Advisors
- DMB Community Bank Purchase of 10 Terrace Ct - Submitted by NEWMARK
- Investment Sale of Pilgrim Village - Submitted by NEWMARK
- Johnson Controls Downtown Milwaukee Campus Sale-Leaseback - Submitted by CBRE
- Kohl's @ HUB640 - Submitted by Mid-America Real Estate WI
- Lincoln Ave New Berlin - Submitted by Wagner Group CRE
- Materion Milwaukee Expansion - Submitted by Cushman Wakefield | Boerke
- Matrix Packaging Machinery - Submitted The Luther Group
- Milwaukee Tool Record Setting Investment Sale - Submitted by Colliers
- Old National Bank at The Huron - Submitted by Founders 3 Real Estate
- One Park Plaza & Liberty One - Submitted by JLL & NEWMARK
- O'Neil, Cannon, Hollman, DeJong & Laing S.C. Expands & Signs Long-Term Lease at Chase Tower - Submitted by JLL
- PGA Tour Superstore - Submitted by CBRE
- Piggly Wiggly Anchored Investment Sale, Sheboygan - Submitted by NEWMARK
- Saputo Cheese Cutting and Wrapping Plant - Submitted by Cushman & Wakefield | Boerke
- SoftwareONE - Submitted by Founders 3 Real Estate
- Southgate Marketplace - Submitted by CBRE
- The Edison - Submitted by The Barry Company
- Thrive Foods - Submitted by NEWMARK
- Two Headquarter Relocations to Brookfield Lakes Corporate Center - Submitted by Colliers
- Upcycling Retail - Creating an Entrepreneurship Storefront - SOLA Salon - Submitted by NEWMARK
- Westminster New Berlin II - Submitted by Cushman & Wakefield | Boerke
- Zero Zone Mukwonago - Submitted by Colliers

DEVELOPMENT DEAL FINALISTS



10701 Research Drive Redevelopment "Research One"

Brokers: Tom Shepherd, CCIM & Jennifer Huber-Bullock, CCIM | Colliers & Jim Cavanaugh | Cushman Wakefield | Boerke

Owner/Seller: Ventas, Inc (NYSE: VTR)

Developer / Buyer: Mark Irgens, Tom Irgens, Rob Oldenburg | Irgens

Architect: EUA and New Eden Landscape Architecture

Contractor: Moore Construction

Engineer: The Sigma Group

Attorney: Bret Roge and Michelle Ebben | Michael Best & Friedrich LLP

Lender: First American Bank

Title: Brandon Schulta and Danielle Farina | First American Title



Community Within the Corridor

Brokers: Jennifer Green | Green Commercial Realty Advisors

Owner: Scott Crawford Inc, Roers Companies

Developer: Scott Crawford Inc., Roers Companies

Contractor: Greenfire Management Services

Architects: Continuum Architects + Planners

Engineers: Pierce Engineers Inc., Aspire

Attorney: Kevin McClain | Winthrop & Weinstine, P.A.

Lender: Cedar Rapids Bank + Trust

Other: WHEDA, City of Milwaukee, MMSD, Milwaukee County



Johnson Controls Downtown Milwaukee Campus Sale-Leaseback

Brokers: Patrick Gallagher, Matson Holbrook, CCIM; Bill Bonifas, Matt Cariello and Kenzie Kiefer | CBRE

Owner: Johnson Controls

Architect: Eppstein Uhen Architects

Other: Maury Vanden Eykel and Bruce Westwood-Booth | CBRE Chicago

INDUSTRIAL DEAL FINALISTS



1300 Sauk Ave

Brokers: Ben Filkouski and Mike Herl | Madison Commercial Real Estate LLC and Chase Brieman, CCIM and James West | CBRE



Materion Milwaukee Expansion

Brokers: Bill Langhoff CCIM, SIOR; Joe Langhoff, Colliers and Jeff Hoffman CCIM, SIOR; Chad Vande Zande, SIOR; Nick Unger, Cushman & Wakefield | Boerke

Owner / Developer: Bill Linville and Chris Carlino | Scanell Properties

Contractor: Greg Bugbee | Morgan Harbour Construction

Engineer: Joe Schuller | GRAEF

Attorney: Marvin Bynum | Godfrey & Kahn and Nancy Haggerty and Tom Gartner | Michael Best



Saputo Cheese Cutting & Wrapping Plant

Brokers Land Sale: James T Barry III, JD, CCIM; Kevin C. Barry, CCIM; David J. Buckley, The Barry Company and Chad Vande Zande, SIOR; Cushman Wakefield | Boerke

Buyer / Developer: HSA Commercial

Brokers Saputo: Jeff Hoffman CCIM, SIOR; Chad Vande Zande, SIOR; Nick Unger | Cushman & Wakefield | Boerke

Owner/Buyer: Saputo Cheese

Seller/Developer: HSA Commercial

Contractor: Miron Construction

Architect/Engineer: Excel Engineering



Thrive Foods

Brokers: Stephen Provancher | Newmark and John Schlueter | Frontline Commercial Real Estate, LLC

Developer: John Schlueter | Frontline Commercial Real Estate

Contractor: Dave Riley and Chad Parker | Riley Construction

Architect: Matt Mano | Stephen Perry Smith Architects

Engineer: Matt Carey | Pinnacle Engineering Group

Attorney: Joseph Tierney | Davis & Kuelthau s.c

Lender: Joe Mudlaff | Waterstone Bank

Other: Kirk Kapfhammer, Endpoint Solutions and Tracy Lubner, WEDC

INVESTMENT DEAL FINALISTS



Investment Sale of Pilgrim Village

Broker: Brian Vanevenhoven and Kevin Schmoldt | Newmark

Owner/Seller: IRC Pilgrim Village, LLC – Inland Companies

Developer/Buyer: Tabani Acquisitions, LLC – Tabani Group



Milwaukee Tool Record Setting Investment Sale

Brokers: Tom Shepherd, CCIM; Bill Langhoff, CCIM; SIOR; Jennifer Huber – Bullock, CCIM; Steve Sewart | Colliers

Owner/Developer: First Industrial Realty Trust

Other: Apollo Global Management



Westminster II New Berlin

Brokers: Chad Vande Zande, SIOR; Jeff Hoffman, CCIM, SIOR; Nick Unger, Cushman & Wakefield | Boerke

Owner/Developer: Westminster

Buyer: STAG Industrial

Contractor/Architect: Briohn Building Company

OFFICE DEAL FINALISTS



AZCO's Corporate Headquarters

Brokers: Greg Landwehr, Amy Pfefferle Oelhafen and Manny Vasquez | NAI Pfefferle

Owner: City Center East, LLC

Contractor: Hoffman Planning, Design & Construction

Attorney: Joe Schuessler | Pfefferle Companies

Other: Brandon Selissen | Pfefferle Management



O'Neil Cannon, Hollman, DeJong & Laing S.C.

Expands & Signs Long-Term Lease at Chase Tower

Brokers: Matt Hunter and Elysa Schreiner | JLL

Owner: Group RMC



SoftwareONE

Brokers: Ned Purtell, John Davis and Bob Flood | Founders 3 Real Estate

Owner: Singerman Real Estate

Architect: Rinka

RETAIL DEAL FINALISTS



Boston Store at Brookfield Square

Brokers: Ben Weiland and Peter Glaser | CBRE

Buyer: Irgens



Kohls @ Hub640

Brokers: Dan Rosenfeld and Michael Fitzgerald |
Mid-America Real Estate - WI and Yoni Zvi | CBRE

Owner: North Wells Capital

Developer: Anthony Lindsay | North Wells Capital

Architect: Engberg Anderson



Southgate Marketplace

Brokers: Ben Weiland and Peter Glaser | CBRE

Owner: Midland Management

Contractor: Innovative Construction Solutions

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American Commercial Real Estate

2020

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Cushman & Wakefield | Boerke

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Curt Pitzen
Newmark

2016

Jeff Hoffman, SIOR, CCIM
Cushman & Wakefield | Boerke

2015

Paul T. Galbraith
Irgens

2014

Tom Shepherd, CCIM
Colliers

2013

Stephen Provancher
Newmark

2012

John Czarnecki
Commercial United, LLC

2011

James T. Barry III, JD, CCIM
The Barry Company, INC

2010

Scott Furmanski
CBRE

2009

Barry Chavin, SIOR
Newmark

2008

Andrew Jensen, SIOR
AJ Associates

2007

Scott Welsh
Colliers International

2006

Scott Revolinski
Founders 3 Real Estate

2005

Thomas Bernacchi
Zilber Property Group

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Charlotte Zurn, CCIM

2003

Daniel Jessup, CCIM
JLL

2002

Bill Quinlivan, CRE, SIOR
Colliers International

2001

Bernie Gallas, CCIM
Bernie Gallas Realty

2000

William Bonifas
CBRE

1999

Shelby Lozoff
The Lozoff Company

1998

George (Pete) Slezak
The Barry Company, Inc

1997

Doug Brodzik, CCIM
First Business Bank

1996

Max Rasansky
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Bruce Westling
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Deborah A. Sobczak
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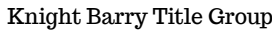
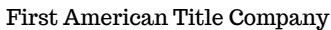
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