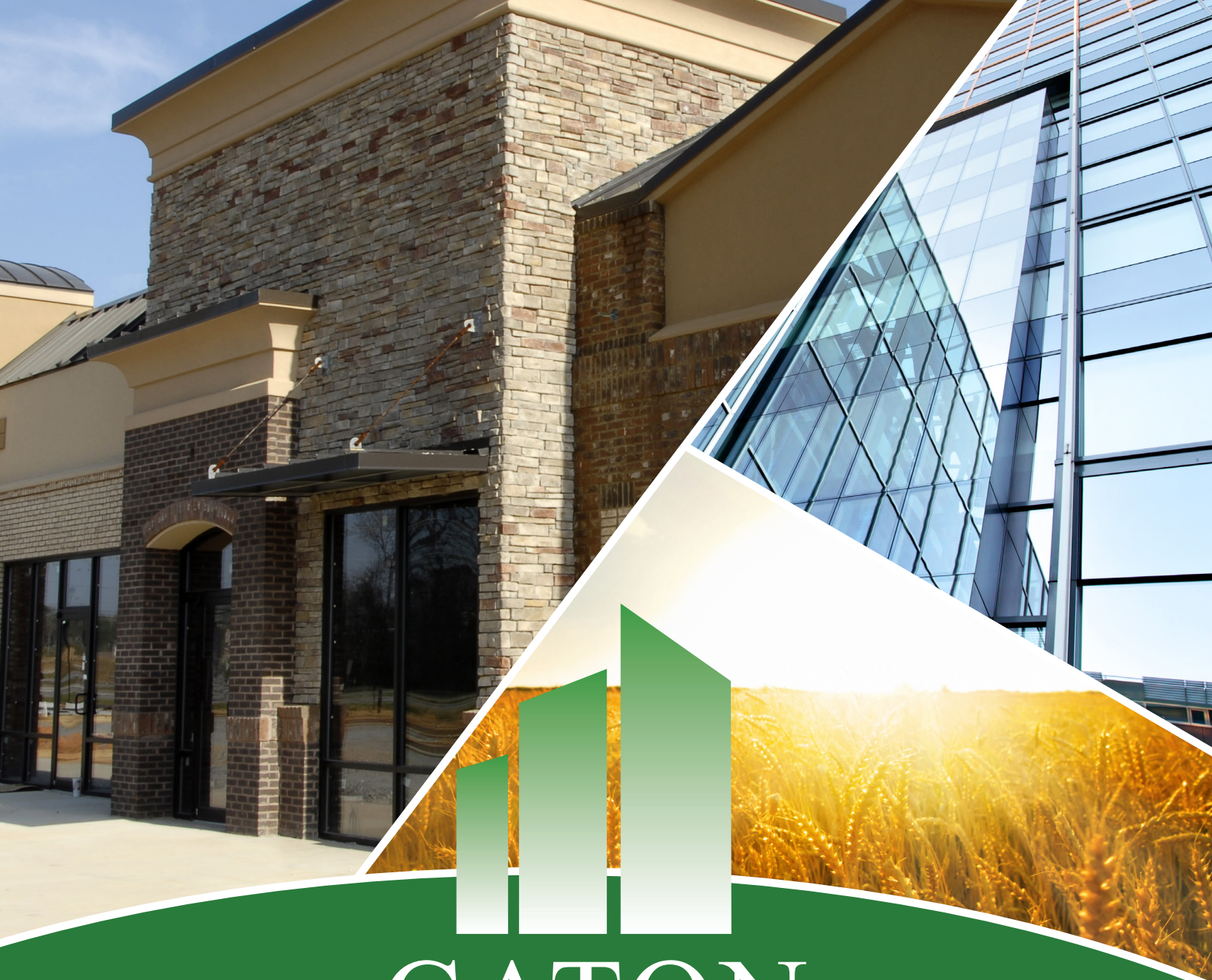




CATON

COMMERCIAL

REAL ESTATE GROUP

Commercial Leasing & Sales | Retail & Office | Industrial | Farmland | 1031 Exchanges
Tenant Representation | Property Management | Businesses For Sale | Acquisitions

www.CatonCommercial.com

Caton Commercial Group (p) 815.436.5700 || (f) 331.333.1155 || 1296 Rickert Dr., Suite 200, Naperville, IL



CATON COMMERCIAL REAL ESTATE GROUP

A Family Business Based On Integrity And Great Service

Caton Commercial Real Estate Group is a third-party Brokerage and Property Management firm that specializes in representing both Owners and Tenants with strong connections in south and southwest Chicagoland, especially the Collar Counties of Will, Grundy, Kendall, Kane, Dekalb, and DuPage. Caton Commercial utilizes its networks and relationships to highlight properties and projects in the area and present them to prospective buyers and/or tenants.

Caton Commercial uses a Team approach to real estate, and has 10 full-time brokers who are led by Co-Owners Bill Caton, Steve Caton, CCIM and Christina Caton Kitchel. Bill is a 30 year veteran in the Real Estate field. Bill and the other Team members represent different commercial specialties, such as Farm Brokerage, Big Box Retail, and Business Parks, among others. Steve's primary areas of expertise are Retail and Investment Sales & REO's, while Christina is Director of Leasing. This approach allows for project exposure to a wider range of real estate solutions. Caton Commercial's ties to the community and its creative solutions for large projects aid in working with landowners and tenants to best meet their real estate needs.

Caton Commercial's Property Management Team employs Yardi Professional reporting to assist landlords in managing their centers, retaining current tenants, and leasing vacant spaces.

Behind the scenes, Caton Commercial has a competent and productive staff in place that assists in scheduling, advertising, and communications. This creates a more productive team that can use its time in the most efficient manner.

Caton Commercial Real Estate Group believes that with dedication and positive change, those communities we serve can be ideal places to live, work, and prosper.

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Our Mission:

To help our clients achieve their Goals
in Real Estate through Service, Knowledge, and Experience

Our Vision:

To be the Solution to our clients' Commercial Real Estate Needs

Our Networking Promise:

We at Caton Commercial know that when you recommend us, we are a reflection on you. We are concerned with maintaining your credibility and reputation. We want every person we contact to thank you for referring us. Our goal is to approach every contact with an immediate demonstration of the value we can bring to the business situation, thereby validating your trust and cementing our new relationship.

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Caton Commercial Real Estate Group is a third-party Brokerage and Property Management company with its roots in residential real estate.

In 1982, Bill Caton purchased an independent residential real estate company in Willow Springs, Illinois. He then bought a Realty World franchise for the company in 1984. To take advantage of the growing Will County real estate market, Bill moved his company to Plainfield in 1988. By the early 1990's, the expanding population of the area created a need for more housing, and thus more land. Bill Caton began working with local farmers to market their farms to developers. This was the beginning of the commercial side of business for the company. To serve the growing population, developers sought commercial properties to provide them with businesses, retail centers, restaurants, and other services.

By the mid-1990's, to co-operate more effectively with other commercial companies outside of the area, Bill Caton started a separate commercial company called Caton Commercial Real Estate Group. It was one of the first all-commercial companies in the area. The demand for commercial services grew rapidly. As a result, Bill's son Steve Caton joined the firm, along with several other commercial real estate agents. By 2007, a second office was opened in Mokena, and the number of agents grew to 30. It was around this time that Bill's daughter Christina Caton Kitchel came on board as a leasing agent; and Caton Commercial began to manage a select number of retail properties for banks and existing clients.

By 2010, a severe economic downturn and reversal of the construction boom necessitated a major re-organization of the company. Bill Caton sold off the residential arm of the firm and combined the two commercial offices to one Plainfield location. At the same time, Bill, Steve and Christina became partners in the business. Currently, Bill is the CEO of Caton Commercial Real Estate Group, Steve is the Investment Analyst & Sales Coordinator, and Christina is the Director of Leasing. The Catons also hired a full-time Director of Property Management and partnered with Yardi Systems to grow the increasing number of properties under management by the firm.

As the economy began to recover in the latter part of 2012, Caton Commercial began expanding its business within DuPage County and the Naperville area, opening their new office at 75th Street in Naperville in June of 2014.

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Our Marketing:

CoStar
LoopNet
Northern Illinois Commercial Assoc. of Realtors (NICAR)
Illinois Commercial Exchange (ICEX)
Signage on Property
Flyer/Brochure
Email Blasts
Website
Cold Calling
Trade Publications
Networking and Broker Events
Chamber Events & EDC

Our Clients Include:

Regional Developers, National retail tenants, local and regional businesses and local municipalities

Best Referrals For Us:

Anyone you know who is:

- ✓ In the market to buy or sell real estate
- ✓ Interested in leasing real estate
- ✓ Interested in developing a commercial property
- ✓ Needs retail locations
- ✓ Needs commercial tenants
- ✓ Needs a Property Manager to help manage and maintain their existing retail building or shopping center

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How We Work For You:

Active Prospecting

- ✓ Contact current and past clients that have been brokered by Caton Commercial within surrounding communities
- ✓ Tenant Representation
 - Cold Calling
- ✓ Targeted categories based on CoStar Tenant
 - Targeted tenants based on lease expirations within one year
 - Weekly reports provided to landlord
- ✓ Targeted call lists through Retail Trac Live

Canvasing

- ✓ Pulling lists of tenants whose lease is coming up in the next year via Tenant CoStar
- ✓ Door-to-door visits for relocation and expansion in surrounding market

Email Blasts

- ✓ Bi-Monthly Email blasts advertising building
- ✓ Monthly Email blasts announcing new tenants

Target Marketing

In representing a building, the brokers at Caton will do a comprehensive market analysis of competing vacancies, business surplus and leakage reports for various industries to create a target list of businesses that have a higher probability of succeeding in your building's market. We will then go out after those tenants and show them the same story, bringing them to your building.

Community Involvement & Affiliations

Chamber of Commerce Members

Plainfield
Naperville
Romeoville
Joliet
Crest Hill
Oswego
Will County EDC

International Council of Shopping Centers (ICSC)

Northern Illinois Commercial Association of Realtors (NICAR)

Certified Commercial Investment Members (CCIM)



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Caton Commercial's approach to Real Estate begins with Teamwork, partnered with Technology.

Every listing is a collaboration; no one is an island. Caton Commercial's culture involves encouragement and learning from one another. Broker specialties are identified, and information is shared during bi-monthly Deal Making sessions involving the entire company. Partnering up on various projects occurs constantly throughout the year.

Within Catron Commercial, everyone has numerous opportunities to be both an expert and a student, to expand his or her knowledge base in the commercial real estate field. Outside of the company, Brokers and administration strive to learn more and increase their skills via leads and networking groups, membership in NICAR (Northern Illinois Commercial Association of Realtors), CCIM (Certified Commercial Investment Members) designation, and by attending major conferences such as those offered by ICSC (International Council of Shopping Centers), where they utilize the Company's networks, cutting edge commercial real estate tools, and relationships to highlight properties and projects in the area and present them to prospective local and national buyers and or tenants.

Caton Commercial Brokers utilize iPads in the field with their clients, providing them with all the relevant information available on CoStar GO, Illinois Commercial Exchange (ICEx) and CCIM's Site To Do Business. All property data is shared among Brokers in Cloud-based storage, so all updates are available to everyone at all times.

Caton Commercial Real Estate Group's own website is being rebuilt from the ground up to be search engine optimized and user friendly, providing anyone with a real estate need with the necessary tools to contact us and find the right location or Broker for their needs.



Bill Caton

Owner | Managing Broker

Working in Commercial Real Estate Since 1984 Bill Caton has been in the service industry for over 40 years: Teacher, Realtor and Broker/Co-Owner and CEO of Caton Commercial Real Estate Group which Bill specializes in retail, leasing, industrial sales, commercial sales, property management, farm sales, and 1031 Exchanges. Bill believes in personalized quality service based on experience that brings value to his clients.

Personally Bill focuses on commercial development, farmland sales, 1031 exchanges and industrial leasing and sales. He lists and sells hotels, commercial land, farm land, retail centers and commercial lots.

Bill is a twice-elected past President of the Plainfield Rotary, a member of the International Council of Shopping Centers, a founding member of the Kiwanis Club of Plainfield, an on-going member of the Will County CED, and a member of the Chicago Farmers Associate, Will County Farm Bureau, and the Illinois Society of Professional Farm Managers and Rural Appraisers.

Recently elected President of the Northern Illinois Commercial Association of Realtors (NICAR) which is a 700-member organization of commercial real estate brokers from 13 counties in Northern Illinois, Bill emphasizes that the company takes the lead in shaping communities to be an ideal place to live, work, and prosper, through a commitment to positive change and diligent research.

☎ 815.370.1236

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Steve Caton, CCIM

Commercial & Investment Sales

Partner at Caton Commercial Real Estate Group

Steve Caton joined the family company in 2003 after graduating from Purdue University. Steve entered the business in retail and industrial leasing, evolving to sales of income producing assets, and then on to developer services. With the major changes in the marketplace since 2008, Steve has been focusing on REO assets for local, regional, and national banks, as well as distressed dispositions for private owners. He has advised or represented properties for the following banks on their REOs: Wells Fargo, MB Financial, The Private Bank, First

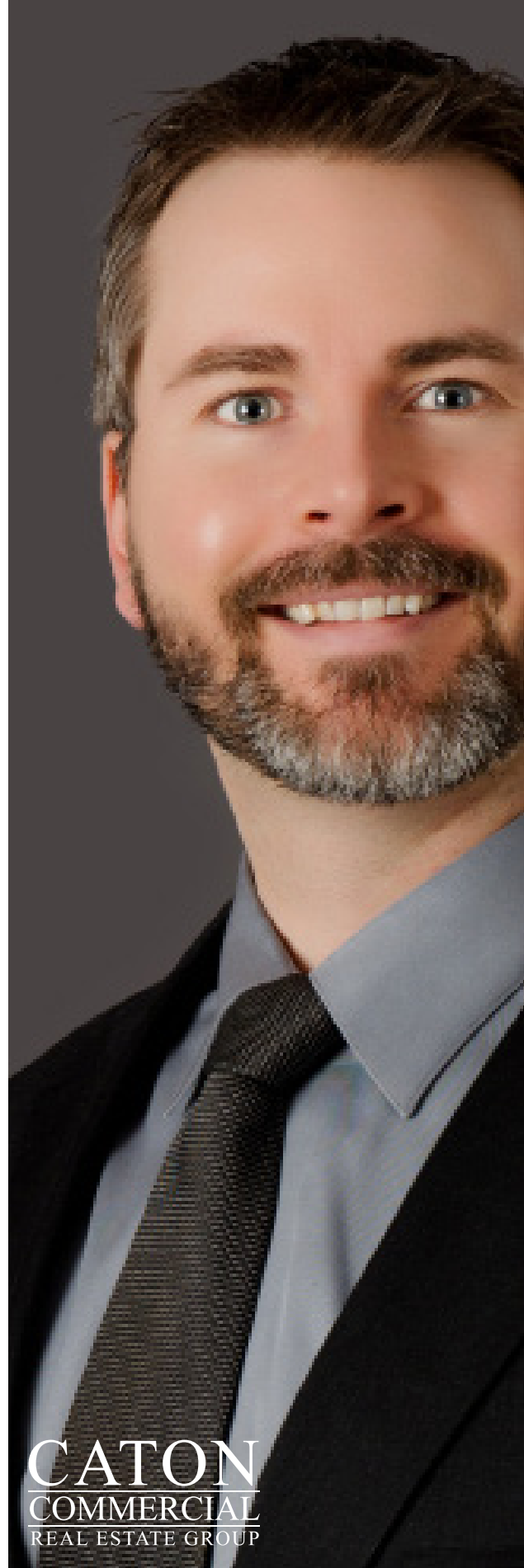
Community Bank of Joliet, First Merit Bank, Helios, Marquette Bank, Princeton National, and Inland Bank.

Steve is a board member of the local economic development committees of Romeoville and Crest Hill, and is involved with the Will County Center for Economic Development. He takes the approach of working with investors, businesses, and the local communities to properly price assets, and make every transaction a win-win for all involved. Steve has also represented the interests of the following companies with their commercial real estate needs: McDonalds, Road Ranger, Marathon Oil, DTD Investments, MB Financial, Lee Fry Properties, Atlas Oil, Circle K, LA Fitness, Limestone Brewing Company, Merlins, Dunkin Donuts, Mid America Development Group, Cambria Hotels, Holiday Inn Express, Nova Cinemas, Nascar Carwash, and Walgreens.

As a CCIM Sesignate and a member of ICSC, NAR, NICAR, and various chambers of commerce, Steve strives to develop professionally and stay connected in the marketplace to position his clients' needs with a market expert and to give them an competitive edge. Steve's primary areas of expertise are commercial leasing and sales, investment sales, land acquisition, and developer representation.

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Christina Caton Kitchel

Director Of Leasing

Partner at Caton Commercial Real Estate Group

A graduate of Purdue University, Christina Caton Kitchel has over 10 years of experience in the real estate industry. Her main focus, since joining the family business, is retail leasing and sales.

As Director of Leasing for Caton Commercial, Christina is actively involved in site selection, evaluation of product and lead generations for herself and the entire leasing team. Christina is an active member of International Council of Shopping Centers (ICSC), a Certified Commercial Investment Member (CCIM) candidate, and participates throughout the year in various industry conferences.

Christina chairs the Team B2B Leads Group of the Naperville Area Chamber of Commerce. She is also a corporate member of the Romeoville Chamber, Plainfield Chamber of Commerce, Joliet Chamber of Commerce, Oswego Chamber, and Will County CED.

Although Christina's main focus is retail leasing, she also has experience in land sales, build-to-suit, ground leases, landlord and tenant representation. Some of her past tenant representations include HealthSource, Chunky Chicken, Lilians Coffees, Verizon, US Cellular, Luigi's Pasta and Pizza, JK Consulting, as well as practice expansions within the medical field. Through her community connections and Landlord/Tenant representation, Christina is able to meet and exceed her clients' needs and effectively help them attain their end result.

☎ 312.545.1035

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Lori Caton, CNE

Commercial Broker

Lori Caton primarily focuses on commercial sales and leasing, specializing in the Restaurant and Medical Industries. With more than 15 years working in sales, Lori believes in fostering long-term professional relationships and generating loyalty with her clients as a trusted advisor. Lori's clients benefit from her dedication and superior communication, wealth of industry insight, experience and expertise. Lori Caton understands business objectives and supports them while achieving her clients' real estate and investment goals. Lori is responsible for creating astute market strategies using demographic studies and detailed market knowledge. Lori Caton holds the designation of CNE, Certified Negotiation Expert which Plainfield Chamber of Commerce, Joliet Chamber of Commerce, Naperville Chamber of Commerce, Oswego Chamber of Commerce, and Will County CED.

Enthusiastic, creative, and self-motivated, Lori Caton is one of Chicagoland's most energetic and visible brokers. She's an active member of CRBA – Chicago Restaurant Brokers Association and is a committee member for the Commercial Forum the commercial division of CAR - Chicago Association of Realtors, where she joins many of Chicago's top producing commercial real estate professionals. She is a member of other professional organizations as well, including NICAR, ICSC and WCR- the Women's Council of Realtors. Lori is a participating member of several suburban Chambers of Commerce and Economic Development Councils.

📞 630.292.8204

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Marielee Macapagal

Senior Broker Associate, Leasing Specialist

Marielee Macapagal is a part of our dynamic Sales and Leasing Team. Formerly of Keller Williams Chicago Consulting Group, Marielee looks forward to offering superior technological real estate services to her existing clients, and forming successful relationships in her new role.

Marielee received her degree from DePaul University, and has worked on the Chicago political scene as well as with several consulting firms before becoming a Broker.

Marielee is a CIC Certified Property Manager, and has developed financial summaries and executed lease for properties producing over \$1M annually.

☎ 312.520.1816

@ marielee@catoncommercial.com

Nick O'Donnell

Broker Associate

A recent graduate of Hillsdale College, Nick majored in English Literature before becoming a member of our team in 2013. Nick O'Donnell is a licensed Commercial Broker specializing in landlord representation leasing and investment sales across all property classes. Nick is dedicated to quality representation with a willingness to prioritize client needs above all else.

Nick is an active member of International Council of Shopping Centers (ICSC), and a Certified Commercial Investment Member (CCIM) candidate. Nick is dedicated to applying the most cutting edge analytics and information driven solutions to your leasing and selling goals.



📞 630.546.3506

@ nick@catoncommercial.com



Randy Petri

Senior Commercial Broker

For almost thirty years Randy has been involved in site selection for chain store retailers as both a company representative and as a licensed real estate agent. He has been responsible for the concept, design, acquisition, permitting, construction, and tenant lease negotiation for dozens of retail establishments and neighborhood shopping centers.

Randy has done consulting work on annexation and zoning issues and managed PUD approvals. He has supervised environmental remediation projects and negotiated development agreements with municipalities. Randy has gained TIF reimbursement when it was applicable to save projects that were not otherwise viable.

Randy has worked with sales projections and ROI formats from the retailer's perspective and pro-forma models in the development arena. Randy performed the duties of property manager, controlling as many as 65 store locations for a multinational corporation, and he has managed shopping centers for an individual entrepreneur.

Randy brings concern for his clients' long term profitability to every job, his breadth of experience being his greatest asset to his associates.

EDUCATION

Bachelor of Science, Western Illinois University

📞 630.222.7960

@ randy@catoncommercial.com

Ron Swacker

Commercial Broker

Ron Swacker brings over 22 years' experience in the real estate field. A multi-million dollar producer, Ron came to Caton Commercial because he was, and continues to be, impressed with Caton Commercial's commitment to putting the client's needs first.

Ron believes in having a systematic approach toward excellence in service, and maintaining a constancy in integrity and attention to detail.

Ron always wants to make sure that there is successful closure to each deal. He always attempts a "Win-Win" situation, where both Buyer and Seller are pleased with every transaction.



☎ 815.260.9177

@ ron@catoncommercial.com



Theresa Nabors

Director of Property Management

Theresa Nabors is a 13 year industry professional specializing in financial analysis and reporting, increasing value, planning and accomplishing asset goals for owners. Theresa has developed successful strategies for managing many types of commercial properties. Theresa is experienced with all aspects of Residential, Retail, Office Property Management; Receivership, Acquisitions and Dispositions. Theresa believes that customer-service should be focused with the ability to resolve complex problems, build relationships and keep costs under control. She is detail-oriented, with a passion for managing large properties where she exceeds maintenance expectations with responsibilities including budget preparation, expense management, construction management and

lease administration.

Specialties:

- Strategic revenue and expense management
- Customer Service
- Problem Determination & Solution
- Vendor Contract Negotiation
- Vendor Management
- Budget Creation
- Expense Management

📞 815.436.5700

@ theresa@catoncommercial.com

Lettie Delap

Commercial Property Manager, Broker

A graduate of Northern Illinois University, Lettie joined the team at Caton Commercial in 2012 to establish the new and specialized Commercial Property Management Division, complete with industry-leading YARDI management systems.

A licensed Property Manager, Real Estate Broker, and IREM member, Lettie's experience as the Sole Proprietor of a small business, and her 10 years in Sales give her insight into the concerns of her tenants as well as appreciation of the financial goals of her Property Owners.

Lettie comes to Caton Commercial ready to expand their property management portfolio. She is committed to growing this already successful aspect of their business through new and existing relationships.



📞 708.337.1975

@ lettie@catoncommercial.com



Michael Lindsey, MAI

Broker Associate

Michael Lindsey has been involved in the Real Estate industry since 1985 and has witnessed the dynamic changes of the market during this time period. His experience in Valuation, General Contracting and Real Estate Development have given him keen insight into the Commercial Real Estate Market. Michael joined Caton Commercial Real Estate Group in 2014.

Michael is a Commercial Real Estate Appraiser, an MAI (Member Appraisal Institute) and licensed Broker. He has knowledge and experience needed to assist clients with all of their real estate needs in a changing market.

Specializing in investment sales and leasing, Michael will help clients achieve their real estate objectives by leveraging his experience and market knowledge.

📞 630.675.8186

@ michael@catoncommercial.com

Our Services

Commercial - Retail, Office, Outlots

Leasing and Sales

Our team members provide a complete, expert analysis of the market, to create the ideal retail strategy to optimize co-tenant mix, and market the property for full exposure.

Industrial

We work with businesses, distributors, and manufacturers to open or expand new locations for industrial-based investments and to bring quality jobs to the area.

Farmland

We represent farmers throughout Illinois and have connections with tenant farmers looking for land to farm for investment buyers. We have access to terrain and soil maps to educate the buyer on regional soil qualities.

1031 Exchanges

We have multiple land & commercial opportunities available to investors looking to exchange their property and delay their tax liability.

Bank Owned Properties/REO's

Caton Commercial partners with area financial institutions as both Receivers and Brokers for disposition of bank owned real estate assets.

Property Management

Our Senior Property Manager has the experience and knowledge to handle the complexity of each project, using powerful YARDI Software to effectively manage real estate and provide the best service to the landlord and tenant.

Business For Sale

We help our clients buy existing businesses, ranging from restaurant to retail. Our team simplified the buying process and helps you choose the right location for your business.

Investment Sales

Caton Commercial specializes in helping the investor analyze investment properties, discounted cash flows, IRR, to fit their investment needs for both on-market and off-market properties. The brokers at Caton Commercial can help the seller fully understand how to maximize their value over time, and help decide when the best time is to sell.

Tenant Representation

Caton Commercial works with business owners looking to expand and has the tools to help position the new business in a location and deal structure that gives the owner an advantage over potential and current competitors. Some of the tools are CoStar Tenant®, Surplus and Leakage Reports containing demographic information and spending trends mixed with local market knowledge, and LoopNet. The Team at Caton Commercial will help negotiate the lease structure that will set your business up for success.

Professional Partnerships





Our Accomplishments:

2014 - Bill Caton named Realtor of the Year by Northern Illinois Commercial Association of Realtors

2014 - Bill Caton elected President of Northern Illinois Commercial Association of Realtors (NICAR)

2013 - Steve Caton achieved CCIM Designation (Certified Commercial Investment Members); Randy Petri, Christina Kitchel and Randy Petri became CCIM Candidates

2007 & 2013 Bill Caton - Elected President of Plainfield Rotary Club

2012 - Lori Caton achieved Certified Negotiations Expert (CNE) designation

2007 - Caton Commercial Real Estate Group named Plainfield Small Business of the Year by Plainfield Area Chamber of Commerce

Bill Caton served various terms as President, Treasurer and Board Member on PSD202's Foundation For Excellence, 1994-2010



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