



# PHOENIX INVESTORS

OPPORTUNITY. EXECUTION. VALUE CREATION.

## PROVEN TRACK RECORD

# Phoenix Investors

Phoenix Investors is a national commercial real estate firm based in Milwaukee, WI whose core business is the revitalization of former manufacturing facilities throughout the United States. This strategy leads to positively transforming communities and restarting the economic engine in the communities we serve. In addition to being one of the country's largest owners of industrial real estate, Phoenix has expanded its platform to include the acquisition and repositioning of data center assets, supporting the growing demand for digital infrastructure.

Phoenix's affiliate companies hold interests in industrial, retail, office, data center, and single-tenant net-leased properties spanning the nation. Phoenix was recently recognized as one of the Top Owners (#4) and Top Property Management Firms (#10) in the region by [Midwest Real Estate News Magazine's annual "Best of the Best" issue](#), as well as [The Area's #1 Industrial Property Management Firm by the Milwaukee Business Journal](#). Phoenix principally specializes in the renovation and repositioning of large, former single-tenant industrial facilities throughout the United States that were previously owned by major corporate clients, REITs, or financial institutions.

# Experience with Success

Our substantial experience allows our management team to analyze acquisitions from all relevant perspectives, including:

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## Portfolio Repositioning

Traditional concepts and solutions used over the last five, ten, or fifteen years may not be optimal today. We find proper and creative solutions to help corporations dispose of their excess real estate, whether structuring a sale-leaseback transaction for an operating facility or acquiring a former, single-tenant industrial facility in need of revitalization.



## Trends

We are adept at identifying underlying themes and nuances that cause changes in the micro and macro marketplaces that drive accelerated value creation. We can identify and evaluate inefficient markets and property types, as well as assess risk profiles where the market has mispriced the tenant credit risk or fundamentals of the underlying real estate.



## Distress

We understand corporate distress due to the closure of a plant, loss of jobs, and damage to a brand in the host community; environmental distress due to historical contamination of manufacturing sites; or property distress due to deferred capital projects and maintenance, which are often complicated to evaluate and costly to undertake.

# Our Leadership

Our core focus and principles improve safety and economic activity in the communities Phoenix Investors serves.

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**Frank P. Crivello**

CHAIRMAN & FOUNDER

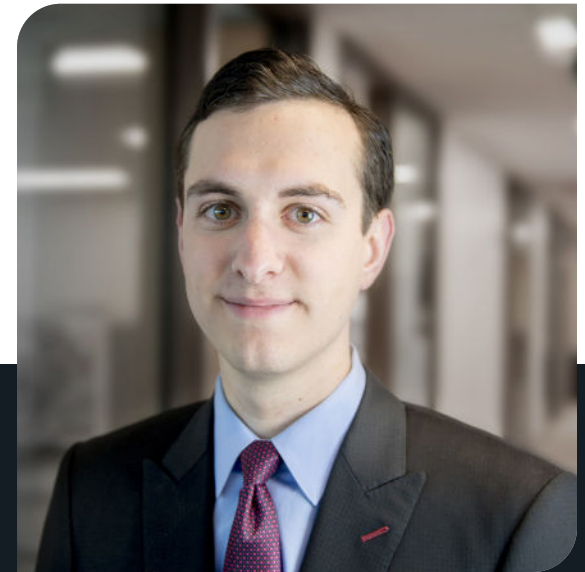
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# About Phoenix Investors

*Founded in 1994, Phoenix Investors and its affiliates (collectively "Phoenix") are a leader in the acquisition, development, renovation, and repositioning of industrial and data center facilities throughout the United States.*

Utilizing a disciplined investment approach and successful partnerships with institutional capital sources, corporations, and public stakeholders, Phoenix has developed a proven track record of generating superior risk-adjusted returns, while providing cost-efficient lease rates for its growing portfolio of national tenants. Our efforts inspire and drive the transformation and reinvigoration of the economic engines in the communities we serve. Phoenix continues to be defined by thoughtful relationships, sophisticated investment tools, cost-efficient solutions, and a reputation for success.



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# Our Expanding Portfolio

Affiliates of Phoenix's portfolio feature a strong, diversified mix of locations, tenant credits, and property types. Given current macroeconomic conditions and recent shifts in retail spending habits, our current investment strategy generally will be to cycle out of big-box, single-tenant retail (where appropriate) to invest in larger value-added industrial properties and data centers. Additionally, on a case-by-case basis, we will continue acquiring distressed retail and office properties, along with other REO, as opportunities are identified.



## Investment Types

- Industrial properties greater than 200,000 SF with specific preferences for emerging industrial corridors
- Manufacturing facilities revitalized to serve as valuable industrial assets, including data centers and other use cases
- Value-added commercial real estate opportunities for most property types, with the exception of multifamily properties
- Portfolios with a mixture of stabilized and vacant properties
- Land for commercial development considered on a limited case-by-case basis



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## Deal Types

Broad structural flexibility, including traditional sales, seller financing, trades, joint ventures, note sales, etc. We understand the challenges of today's marketplace and actively seek both traditional transaction solutions and more outside-the-box solutions.



## Yield Requirement

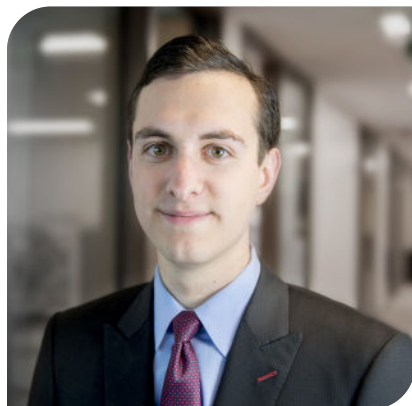
Determined case-by-case and based upon risk assessment



## Locations

Primarily focused on the Midwest and South, with the ability to acquire nationally; secondary and tertiary markets are considered

# Phoenix Investors Leasing Team



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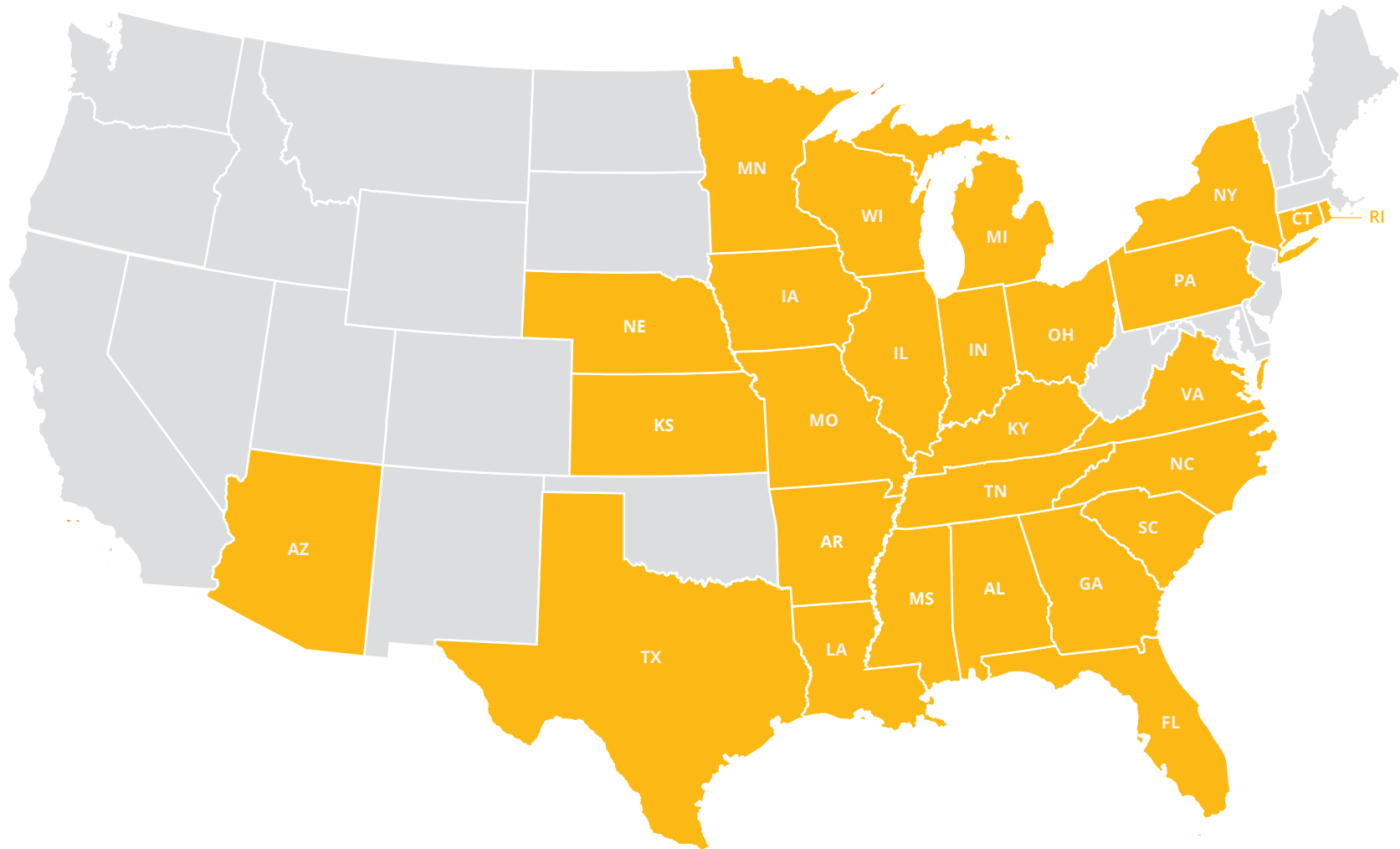
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# Our National Footprint





# Giving Back

## THE CRIVELLO FAMILY FOUNDATION & PHOENIX INVESTORS

Phoenix Investors is committed to supporting our host communities. Our primary business model promotes economic growth in communities struggling after the closure of a major industrial employer through the renovation and revitalization of these facilities.





HERE FOR YOU

## Helping Nonprofits Reach Their Goals

The Crivello Family Foundation provides transformational support that grows neighborhoods and improves the quality of life for this generation and next while meeting people's immediate basic needs. We achieve our mission by funding other 501(c)(3) organizations. [For more information on The Crivello Family Foundation, please visit crivellofoundation.org.](https://www.crivellofoundation.org)

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- We create collaborative, community-driven solutions.
  - We value improving education for future generations.
  - We're passionate about reducing poverty in our communities.

PARTNER WITH US

## Join Our Supported Organizations



THE CRIVELLO FAMILY FOUNDATION & PHOENIX INVESTORS

# Creating Stronger Communities

Enacting transformational support in the communities we are fortunate enough to call home.



## NONPROFIT SUPPORT

Ensuring sustainable cash flow, allowing nonprofits to deliver on their missions and make a greater difference in more lives.



## PROPERTY DONATION

Providing space for organizations in which they can grow and thrive without worry of rent, mortgage, or other property overhead.



## PUBLIC-PRIVATE PARTNERSHIPS

Beyond the public sector, The Crivello Family Foundation knows that tremendous things can be accomplished when we join forces.



## A Testament to Success

*I'm thrilled that Phoenix Investors has committed to revitalizing the former IBM campus in Endicott. They have significant experience with taking legacy industrial sites like ours and turning them into attractive corporate campuses. New and existing businesses, along with the surrounding community, will benefit from this very positive development.*

**Donna Lupardo; Endicott Assemblywoman**

*Phoenix has a track record of success reinvigorating and investing in commercial real estate to attract new tenants and will bring that same approach to historic Nela Park. The future of Nela will be in good hands and positioned to benefit local communities that rely on job creation, income tax dollars, and consumer spending to thrive.*

**Kathy Sterio; President of GE Lighting, a Savant company**

*We are excited to have a continued interest and opportunity for investment...In becoming a part of our business community, Phoenix Investors is helping [us] continue our operations while making room for new business opportunities.*

**Michael Cherepko; Mayor of McKeesport, Pennsylvania**







# Contact Us

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