



PHOENIX INVESTORS

Opportunity.Execution.Value Creation



WINNER OF COSTAR POWER BROKER AWARD

Phoenix Investors has been recognized by CoStar Group as a Power Broker. The prestigious industry award distinguishes Phoenix Investors as the most active local dealmaker in their market.

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.



27 STATES

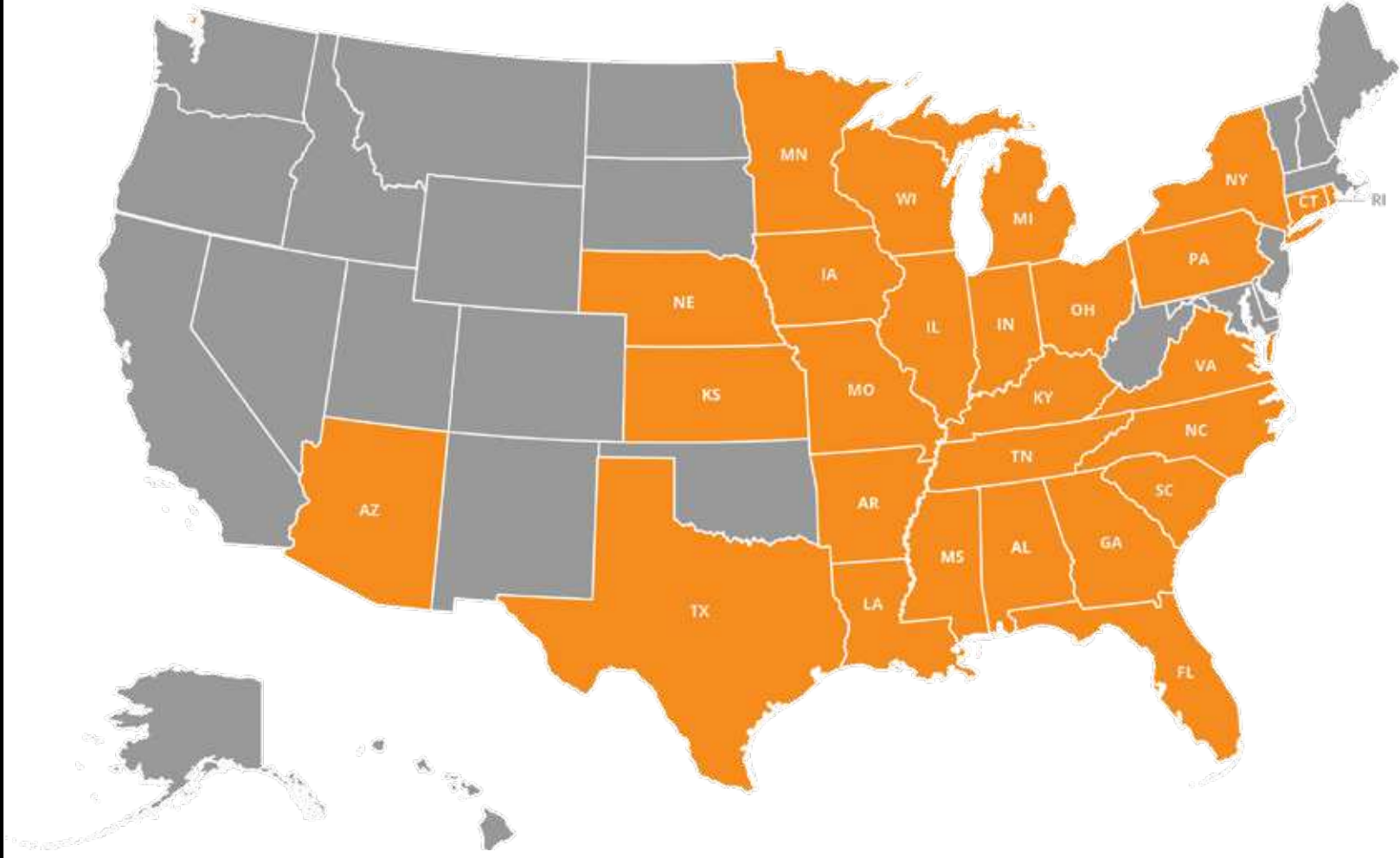


82 MILLION FT²



SINCE 1994

PHOENIX'S NATIONAL FOOTPRINT





EXPERIENCE WITH SUCCESS

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



PORTFOLIO REPOSITIONING

We understand that traditional concepts and solutions typically used over the last five, ten, or fifteen years may not be optimal today. We always seek to find the proper and, sometimes, 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.



TREND DRIVEN

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 and address distress in all forms, whether it be (1) corporate distress due to the closure of a manufacturing plant, loss of jobs, and damage to a corporate brand in the host community; (2) environmental distress due to historical contamination of a manufacturing site; or (3) property distress due to deferred capital projects and maintenance which are generally complicated to evaluate and costly to undertake.



ABOUT PHOENIX INVESTORS

Looking forward, Phoenix will continue applying its disciplined investment strategy to commercial real estate opportunities while implementing new technologies and adding resources.

Throughout the 1990s, Phoenix focused on single-tenant arbitrage opportunities available across the country. To this end, Phoenix exploited various market inefficiencies that existed including information inefficiencies, differences in credit perceptions of unrated regional and national tenants, and innovative Wall Street financings, the combination of which produced above market returns.

From 2002 to the beginning of the Great Recession in 2007, our management team concluded that prevailing real estate opportunities and trends did not meet its disciplined risk/reward analysis. Phoenix suspended new acquisitions of commercial property and instead focused on improving its existing portfolio.

Since the Great Recession, Phoenix has aggressively used its experience to source, identify, and harvest unprecedented commercial real estate opportunities. Currently, our focus is

on maximizing underappreciated asset classes including Class B and C industrial properties, portfolio and REIT dispositions, and creatively working with corporations, banks, and other institutions on underperforming asset dispositions.

To successfully identify and execute opportunities in a dynamic and changing marketplace, Phoenix has built a talented team of professionals across all levels of its business, providing them with the cutting-edge technology, tools, and superior benefits including a highly acclaimed wellness program. Joseph and Anthony Crivello (Executive Vice President), both of whom grew up around Phoenix, are part of its Advisory Board and reflect the next generation of leadership. The Phoenix team has been critical to our achievements to date and will lead Phoenix to new heights in future decades.

PHOENIX INVESTORS



Phoenix Investors and its affiliates (collectively “Phoenix”) are a leader in the acquisition, development, renovation, and repositioning of industrial 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.



VALUES

OUR VALUES

Looking forward, Phoenix will continue applying its disciplined investment strategy to commercial real estate opportunities while implementing new technologies and adding resources.



OPPORTUNITY



EXECUTION



VALUE CREATION

OPPORTUNITY.EXECUTION.VALUE CREATION. **PHOENIX INVESTORS**

CREATIVE SOLUTIONS

Identifying repeatable opportunities is challenging in today's environment where news and information are easily transmitted across the globe.



MAXIMIZING POTENTIAL

We find opportunities with the proper risk/reward metrics, allowing us to acquire lower-risk assets and apply our experience to maximize their potential.

MANAGEMENT

SENIOR MANAGEMENT



FRANK P. CRIVELLO
Chairman & Founder



DAVID M. MARKS
President & Chief Executive Officer



ANTHONY I. CRIVELLO
Managing Director



OUR CORE FOCUS & PRINCIPLES
IMPROVE SAFETY & ECONOMIC
ACTIVITY IN THE COMMUNITIES
PHOENIX INVESTORS SERVES.





PHOENIX INVESTORS GIVES BACK

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. Phoenix's focus and passion provide the spark to restart the economic engine within impacted local communities.

As a stakeholder in these host communities, Phoenix Investors strategically and financially assists local community and faith-based organizations to fulfill their missions. In combination with public partners, Phoenix actively supports the removal of blighted property within host communities through the direct purchase and demolition of blighted properties. Our core focus and principles improve safety and economic activity in the communities Phoenix Investors serves.

We at Phoenix Investors believe that a healthy commitment to the well being of our community is a vital component of our business. To facilitate this commitment, we are always looking for new groups to partner with for the betterment of our community. If your group would like to be considered for a charitable partnership with us, please fill out the form on our giving back page on our website.

- African American Chamber of Commerce of Wisconsin
- Alzheimer's Association
- Catholic East Elementary
- Central City Business Awards
- Cristo Rey Jesuit High School, Milwaukee
- Esophageal Cancer Action Network
- Fellowship Open
- Generations Against Bullying
- Kinship Community Food Center (formerly Riverwest Food Pantry)
- KFF Ministries
- Logans Hearts & Smiles
- Marquette University
- Marquette University High School
- Mequon Jewish Preschool
- MetaHouse
- Milwaukee Art Museum
- Milwaukee Fire Department
- Milwaukee Jewish Federation
- Milwaukee Junior Fire Institute
- Milwaukee Police Foundation
- Milwaukee Symphony
- Mount Auburn Hospital
- New Horizons
- On Purpose Journey
- Operation Impact
- Our Lady of Mt. Carmel School
- Pastors United Milwaukee
- Pathfinders
- Peltz Center for Jewish Life
- Playground Warriors
- REACH
- Rebuilding Together
- Running Rebels
- Salvation Army
- Sojourner Truth House
- Southwest Georgia Project
- Three Holy Women Parish
- Wisconsin Historical Society
- Zoological Society

MANAGEMENT

SUPPORTING OUR LOCAL COMMUNITIES



PHOENIX INVESTORS BREAKS GROUND AT **GATEWAY BUSINESS PARK IN BELOIT**

Corporate Contractors, Inc. and the Greater Beloit Economic Development Corporation welcomed Phoenix Investors to Beloit with a groundbreaking ceremony at Gateway Business Park; the site will soon be home to a 500,000-square-foot speculative industrial warehouse. "We have estimated a total of 400 to 500 construction jobs will be made available throughout the project," said Frank Crivello of the new development.



PHOENIX IN THE NEWS

PHOENIX INVESTORS MAKES LARGE DONATION TO **RUNNING REBELS**

During the height of the pandemic, Milwaukee-based nonprofit organization Running Rebels received a generous donation from Phoenix Investors, which included sanitizer stations, PPE, a fleet of bicycles, and biking safety equipment for their participants. “In times of crisis, we turn to organizations like Running Rebels as beacons of hope, stewardship, and compassion,” said Frank Crivello of the donation. “We are grateful and honored to help Running Rebels maintain the continuity of its mission under such trying circumstances.”



PHOENIX GIVES BACK

PHOENIX INVESTORS DONATES

\$1 MILLION TO CRISTO REY MILWAUKEE

Phoenix Investors and the Crivello Family Foundation donated \$1 million to Cristo Rey Jesuit High School in Milwaukee; the funds will go toward the capital campaign to pay off the remaining debt for the land and building of the school. "My family has enjoyed the American dream," Frank Crivello said when asked about the donation. "We are grateful to share our success with others so deserving of a chance like the one I, my brother, and sister had."



PHOENIX GIVES BACK

PHOENIX INVESTORS MAKES DONATION TO **MILWAUKEE POLICE FOUNDATION**

After a suspect opened fire at a local police station, Phoenix Investors, former Milwaukee County Executive Chris Abele, and Klein Development made a substantial donation to the Milwaukee Police Foundation. These funds have gone toward installing bullet-resistant glass throughout the city “in our efforts to keep Milwaukee’s police officers and citizens safe in our police districts,” said Frank Crivello of the donation.



PHOENIX GIVES BACK

SUCCESS

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

“*[We are] excited to partner with Phoenix Investors to build a cutting-edge industrial building. They see the value of investing in the Beloit community and realize the significant potential businesses have to grow and prosper here.*”

- BRAD AUSTIN; PRESIDENT OF CORPORATE CONTRACTORS, INC.

“*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

“*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

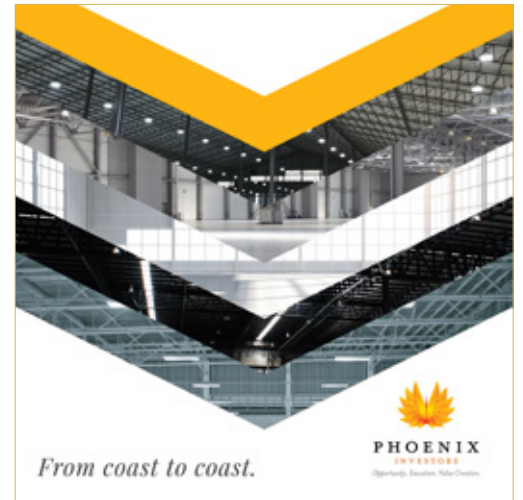


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Established in 1994, Phoenix Investors is a private real estate company with over twenty-five years of experience in successfully acquiring, managing, and operating commercial real estate from coast to coast.

PHOENIX SOCIAL MEDIA

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