

# CROSSROADS

Development Partners



Woodfield Corners, 1300 E. Woodfield Road  
Owner, Asset, Property & Construction Manager



Walgreens, Huntley, IL  
Developer



560 Waukegan Rd., Deerfield, IL  
Owner, Manager

**Contact:**  
Michael Nortman, Principal  
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**Corporate Office:**  
1300 E. Woodfield Road, Suite 150  
Schaumburg, IL 60173  
(847) 239-7500

***Crossroads Development Partners, LLC*** is a boutique commercial real estate investment, management, and development company with expertise in property operations, entitlements, construction management, financial underwriting, and development. We are particularly focused on maintaining and creating value at the property level to maximize returns to stakeholders. Our hands-on approach to operating income-producing real estate, differentiates us from our competitors.

Our firm provides services in all areas of commercial real estate development, construction, management, acquisition, disposition and leasing. We are involved in all property types of commercial real estate.

## **Services**

### **Property Management**

Crossroads Development Partners, LLC is a full service management company that is committed to the highest-quality, best-in-class property management services. This means providing the best possible service and maintenance for our tenants, and operating the property in the most efficient and transparent manner for ownership and their lenders and investors.

Selecting the right property management firm is an important business decision. Commercial property owners need to protect and enhance their investment by providing a solid foundation, which will maintain the highest possible market resale value as well as its profitability. Crossroads Development Partners, LLC maintains its primary goal of tenant satisfaction and the achievement of ownership objectives. We constantly strive to provide a consistent innovative and flexible professionalism to maximize income and minimize expenses during the transition period, whether short or long term, and beyond.

Crossroads Development Partners, LLC constantly strives to provide a consistent, innovative and flexible management in order to maximize income, while maintaining efficient and economical operations.

- Currently, our property management portfolio consists of over 600,000 SF of retail, office, industrial, and land for owned and third party accounts.
- Property management services include property accounting, tenant relations, vendor bidding contracting and services, building maintenance systems, and supervision of capital expenditure projects.
- We also provide interim fee-based management services on retail and commercial properties. We can provide any level of service required on either a short or long term basis, to assist Owners in managing the property and transitioning to sale.

### **Development/Construction Management**

- Coordinate all aspects of development and construction, including entitlements, design, financial underwriting, capital procurement, tenant negotiations, project budgeting and scheduling, and tenant installations.

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## **Asset Management**

- Oversee leasing agents and property management personnel which include lease analysis and negotiation. Our involvement insures that ownership objectives are accomplished.
- While most properties we asset manage have specific brokerage firms to do the leasing of the project; our expertise resides in determining existing conditions for the space, work letter pricing, tenant creditworthiness analysis, comparable market analysis to determine rental rates, allowances, pass-throughs, and terms.
- Establish marketing and advertising procedures for the property.
- Negotiate Letter of Intent (“LOI”) and leases on behalf of ownership, if specified by agreement.

## **Investment/Joint Ventures**

- Our strength is selecting the right projects to pursue, limiting upfront risk, and coordinating transactions that are financeable and achieve substantial, risk-adjusted returns.
- Actively pursuing a number of value-add, opportunistic transactions.

## **Representative Projects**

We are, and have been, most recently involved with the supervision, redevelopment, tenant finish construction and management of 1300 E. Woodfield Road in Schaumburg, IL; 1110 Jorie Boulevard in Oak Brook, IL; McCook Athletic and Exposition; Park Place of Naperville, IL; Orland Park Plaza in Orland Park, IL; Orchard Way in Oswego, IL; 1105 Remington, Schaumburg, IL; Schwind Crossings in Wheeling, IL; Southern Crossings in Channahon, IL; Four Oaks Condo Assn. in Tinley Park, IL; Rose Market and Pizzeria, a conversion from a vacant Baker’s Square building in Deerfield, IL; and Development Consultant for Sunset Grove in Long Grove, IL.

We also currently serve as Owners Representative in the construction/reconstruction of all of Athletico’s new and existing physical therapy and rehabilitation clinics; this began over eight years ago when their portfolio included 15 clinics – they are now at over 65 clinics in three states.

We have established a long track record of providing consulting, management, maintenance, construction, and brokerage services for a variety of commercial office buildings, retail centers, industrial buildings and land for development properties. This provides us with a broad range of knowledge and expertise benefiting our clients.

## **Key Personnel**

### **Michael Nortman, Principal**

Michael has developed, as a principal, from ground up over 1,000,000 SF of commercial developments. In addition, Mr. Nortman was responsible for the acquisition, disposition and coordination of over 2,000 multi-family units valued at more than \$200 million. He has been involved directly with over \$2 billion of commercial real estate projects in his career and is Principal/Founder of Crossroads Development Partners. Michael was admitted to the Illinois Bar in 1997. In addition to being an attorney, he is a licensed Real Estate Broker and a member of the Chicago Mercantile Exchange.

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**Wes Rehwoldt, Director of Management and Operations**

Wes has directed the management/operations services of over 2.2 million square feet of commercial space in the greater Chicago land. His experience includes office and retail projects, indoor sports facilities, and rehabilitation center construction and renovation. His involvement in these projects have spanned from the day-to-day operations and maintenance, to leasing and management. Currently managing both our own portfolio of suburban Chicago properties, as well as income properties owned by private investors, banks, insurance companies and pension funds, he has established a strong track record of meeting revenue, operating and marketing objectives. Wes holds a Stationary Engineers license for the City of Chicago.

**Joan Krueger, Property Manager/Accounting**

Joan has more than 30 years experience in property management and accounting. She has been involved with office buildings and retail centers in downtown Chicago and suburbs. She is responsible for all aspects of record organization and accounting, and is responsible for the creation of property specific budgets and financial reporting. Additionally, she has direct communication with owners and tenants, and day to day employee supervision.

**Kamil Garbula, Building Engineer**

Before joining Crossroads Development, Kamil had over five years of building operations experience on a variety of commercial and industrial buildings while working for Grubb & Ellis and CB Richard Ellis. His experience in day-to-day property operations includes, preventative maintenance, all necessary interior and exterior repairs, monitoring contracted services, and evaluating systems modifications. Maintaining and increasing the overall value of the asset.

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**Resource List:**

***Financial Resources***

- MB Financial Bank (see enclosed letter)
- Centier Bank (see enclosed letter)
- High Net Worth Individuals (available upon request)

***Current Clients***

- Florida Land Fund
- Hostmark
- JL Woode
- MB Financial Bank
- Mid-America Development

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*We make positive, long-term contributions to each property we manage.  
We look forward to maintaining and enhancing client relationships through long-term  
commitment to service and quality.*