



Mike Morgan

EXECUTIVE VICE PRESIDENT



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EDUCATION AND QUALIFICATIONS

BA, University of Kansas

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AREA OF EXPERTISE

Mike has more than 19 years of corporate real estate experience and was one of the founding members of Studley's Chicago-based industrial department. During his tenure with Studley, he developed a unique insight into the industrial market. Mike realized that there was an exciting opportunity, one which was not yet available in the market: tenant-side lease negotiation.

Mike's expertise is in the management of portfolio companies with facilities across the US, lease management and cost-reduction strategies with a laser focus in making landlords compete for his clients' tenancies. He is proud of the clients he has significantly reduced costs for and helped them to realize that their tenancy determines the value of the building and not the other way around.

PROFESSIONAL ACCOMPLISHMENTS

- CoStar Power Broker (2003, 2009-2011, 2014)

BUSINESS AND EDUCATIONAL BACKGROUND

In 2003, Mike and his partners founded Interstate Tenant Advisors and became one of the nation's first industrial tenant-only representative firms. Prior to the company's acquisition by Colliers | Chicago, they negotiated 25 million square feet of leases in 65 markets across North America equaling more than \$600 million.

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REPRESENTATIVE CLIENTS AND PROJECTS

Petco

Ingram Micro

Belmont Trading Company

Consolidated Container Company

Best Diamond Packaging, LLC

PrimeSource Building Products, Inc.

CaroTrans

Michaels

RTS Packaging, LLC

Roadrunner Transportation Systems

PolyOne

Medline