



## The 6th Annual CIP Industrial Summit

### 'Making the Right Moves'

June 11, 2009 • 7 - 11:30 am

Fountain Blue Conference Center, Des Plaines, IL

***"In a good market, you make money. In a bad market, you build wealth."***

If this saying is true—and history leads us to believe it is—then the opportunities in the current industrial market are the stuff fortunes are built upon. Despite the economy, the diversity in the Chicago industrial market can provide plenty of opportunities to stay immersed in the deal and keep off of the sidelines.

The 6th Annual CIP Industrial Summit 'Making the Right Moves' focuses on positioning for long-term opportunities in the market and strategies for dealing with short-term market conditions. The half day program begins with networking and breakfast and includes presentations, panel discussions, profiles and case studies of current success stories, Q&A sessions and, of course, valuable networking opportunities.

**7:00 am Registration. Exhibits. Networking. Breakfast**

**8:00 am Welcoming remarks:** Jane Robins, Arthur J. Rogers Co. and 2009 President of AIRE.

**8:10 am Recession-Resistance: Reviewing the Options:** What market segments are fairing better than others? Where are there 'first responders' approaching an economic turnaround? And what has remained recession-resistant throughout the past months? A panel of owners, developers and market experts review their outlook and strategy for the next two to four quarters.

**9:05 am Tenants and Landlords/Landlords and Tenants:** How are owners, tenants, brokers, asset and property managers working together to keep cash flowing and tenants happy in industrial facilities? Owners, tenants and industry experts talk turkey about turning cost-savings and tenant-pleasing tactics into mutual benefit.

**10:00 am Coffee Break**

**10:10 am Construction and Design/Build:** A panel of construction, design and development experts look at a surprising volume of activity and the circumstances behind those deals. Build-to-suits/a green building report/construction costs still matter/is technology allowing for design trends toward smaller spaces? Speakers include: A representative from Meridian Design Build.

**11:00 am Trans/Logistics Update:** A panel that includes experts in freight, rail, intermodal centers and 3PLs / end users take us through a look at transportation and logistics in the Chicago area, including the new million+ sf space users; improvements in the market and more.



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