



### Lansing, Michigan

2149 Jolly Road  
Suite 200  
Okemos, MI 48864

Website: [naimidmichigan.com](http://naimidmichigan.com)

### Notable Transactions

- Delivered a 19,000 SF Build-to-Suit Office Building for Employer's Mutual Casualty Company. NAI Mid-Michigan and its resident partner, TMN Builders, Inc. guided both the landlord and tenant through the interplay of lease, design, construction, timing and financing, and a thorough program of due diligence. We were the only firm in the market with the capability to take EMC's existing building on trade. EMC Insurance took occupancy of their new East Lansing location in February 2020. Jeff Shapiro, Principal.
- Represented High Caliber Karting and Entertainment in the negotiation of their 75,000 square-foot lease to open a kart track entertainment venue in the former Younker's Men's space at Meridian Mall in Okemos. We identified the need for immediate lease savings based on the adaptive reuse. Jeff Shapiro, Principal.
- Sold the former Temple Club in Old Town, the cultural and creative district of Lansing. The landmark 3-story, 11,656 square-foot brick building was purchased by Michigan Community Capital, a non-profit organization that lends and invests in a wide variety of projects statewide alongside developers, community and neighborhood associations and non-profit local community development groups. Dave Robinson, Corporate Services Director.

### Professional Accomplishments

- **Designations:** Tanner Lundberg, Commercial Advisor, is pursuing his CCIM designation. Eric Chagnon, Business Operations Manager-Property Management, obtained his associate broker's license.
- **Recent additions:** Marc McHugh, Property Manager (2020). Frank Woronoff, Commercial Advisor-Investment Specialist (2020). Rachael Hiveley, Assistant Property Manager (2019). Diane Tooman, Business Operations Manager-Brokerage (2018).
- **Notable Consultant:** Luke Miller Marketing, an instrumental partner moving us forward with the right strategies for our numerous marketing initiatives.

### Market insight

With consistent population growth, wage growth, Fortune 500 headquarters, sustained growth of high-tech companies and an active and robust entrepreneurial ecosystem, Lansing is America's best big small city!

### Additional Information

Brand new website with all new content, [www.naimidmichigan.com](http://www.naimidmichigan.com)!

**Services:** Brokerage, Property Management, Development, Valuation and Advisory

**Expertise:** Office, Retail, Industrial, Multifamily, Investment, Land, Corporate Services

For more information:

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