



**KBC Advisors | Chicago**  
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July 18<sup>th</sup>, 2025

Gahanna City Council  
200 S. Hamilton Road  
Gahanna, OH 43230

**Clarification Regarding KBC Advisors' Affiliation with an Undisclosed E-Commerce Company.**

Dear Members of Council,

KBC Advisors is a full-service commercial real estate advisory firm established in 2016. Since its founding, the firm has grown to over 200 professionals across 17 offices nationwide. Our team of seasoned real estate experts has assisted clients in more than 350 build-to-suit projects, led over 2,000 industrial site selections on behalf of clients, and placed in excess of \$50 billion in capital. Today, KBC Advisors is recognized as the leading firm in Class A leased industrial square footage across North America.

Our brokerage team represents a broad range of clients, from local businesses to Fortune 500 companies, in securing space to lease or purchase, as well as supporting landlords seeking to backfill vacancies. With an unmatched track record, deep market knowledge, and a data-driven platform, KBC has become a trusted partner to some of the most recognized names in industry.

In addition to our robust brokerage platform, select KBC offices also pursue speculative ground-up development, Chicago being among them. The Chicago-based development team focuses on sourcing viable sites across the Midwest, securing capital and lending partners, managing entitlement and permitting processes, and overseeing construction execution. Upon delivery, the property is marketed for lease by KBC's in-house brokerage team. In this specific case, Beau Taggart, a veteran among the Columbus industrial brokerage community, will be representing ownership in leasing efforts for this facility. As you may recall, Beau spoke here on my behalf in early June when I was on my honeymoon.

To date, KBC's development arm has completed 15 projects; none of which have been developed for, or have been leased by, an undisclosed e-commerce company. The 2021 Business Insider article cited in Council Member Bowers' July 7th memo merely states that KBC represents an undisclosed e-commerce company in their



search for warehouse space; it does not suggest that KBC engages in development activities on behalf of that undisclosed e-commerce company. Moreover, the size and design of the proposed facility are not suited to the operational needs of a major e-commerce user. Any speculation to the contrary is not only unfounded but contradicts direct statements I've made in prior meetings, specifically noting that this is a speculative development.

Finally, it is important to reiterate that any future tenant will be required to comply with all applicable local ordinances affecting the property and business operations.

We appreciate the opportunity to clarify this matter and respectfully request that this statement be entered into the public record.

Sincerely,

Jonathan Postweiler  
KBC Advisors  
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