DCT Industrial Trust Inc. Form 424B4 December 14, 2006 Table of Contents

> Filed Pursuant to Rule 424(b)(4) Registration No. 333-138094 and Registration No. 333-139290

#### **PROSPECTUS**

# 16,300,000 Shares

### **Common Stock**

DCT Industrial Trust Inc. is a leading real estate company specializing in the ownership, acquisition, development and management of bulk distribution and light industrial properties located in 23 of the highest volume distribution markets in the United States. In addition, we manage, and own interests in, industrial properties through our institutional capital management program.

We are offering 16,300,000 shares of our common stock. Our common stock has been approved for listing on the New York Stock Exchange, subject to official notice of issuance, under the symbol DCT. Between 2002 and 2006, we raised equity capital primarily through four consecutive continuous public offerings of our common stock for aggregate gross proceeds of approximately \$1.6 billion, including shares issued pursuant to our distribution reinvestment plan. As of November 27, 2006, there were 152,054,638 shares of common stock issued and outstanding owned by approximately 36,000 stockholders. Currently, no public market exists for our shares and therefore this will be our first listed public offering.

We are a Maryland corporation and have elected to be treated as a real estate investment trust, or REIT, for U.S. federal income tax purposes commencing with our taxable year ended December 31, 2003. Our charter contains a restriction on ownership of the common stock that prevents any person or entity from owning directly or indirectly more than 9.8% of the outstanding shares of any class or series of our stock, by number or value, whichever is more restrictive, subject to certain possible exceptions. These restrictions, as well as other share ownership and transfer restrictions contained in our charter, are designed to enable us to comply with share accumulation and other restrictions imposed on REITs by the Internal Revenue Code. For a more complete description of the common stock, including restrictions on the ownership of common stock, please see the Description of Capital Stock section of this prospectus.

Investing in our common stock involves risks. Before buying any shares, you should carefully consider the risk factors described in <u>Risk Factors</u> beginning on page 25.

	Per Share	Total
Public offering price	\$12.25	\$199,675,000
Underwriting discount	\$.7963	\$12,979,690
Proceeds, before expenses, to us	\$11.4537	\$186,695,310

The underwriters may also purchase up to an additional 2,445,000 shares of common stock from us at the public offering price, less the underwriting discount, within 30 days from the date of this prospectus solely to cover overallotments.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

The underwriters expect to deliver the shares to purchasers on or about December 15, 2006.

Merril	l Lynch	& Co.	
Banc of	America	<b>Securities</b>	LLC

**Wachovia Securities** 

**JPMorgan** 

Morgan Keegan & Company, Inc.

**Wells Fargo Securities** 

The date of this prospectus is December 12, 2006

## TABLE OF CONTENTS

PROSPECTUS SUMMARY	1
DCT Industrial Trust Inc.	1
Background	5
Industrial Market Overview	6
Summary Risk Factors	7
Our Properties	9
Significant Transactions	10
Our Corporate Structure	18
Our REIT Status	19
Restrictions on Transfer	19
Restrictions on Share Ownership	19
Distribution Policy	19
Conflicts of Interest	20
Senior Unsecured Revolving Credit Facility	20
The Offering	21
Summary Selected Consolidated Financial and Pro Forma Data	22
RISK FACTORS	25
RISKS RELATED TO OUR BUSINESS AND OPERATIONS	25
RISKS RELATED TO CONFLICTS OF INTEREST	31
GENERAL REAL ESTATE RISKS	32
RISKS RELATED TO OUR DEBT FINANCINGS	39
	41
RISKS RELATED TO OUR CORPORATE STRUCTURE	41
RISKS RELATED TO THIS OFFERING	
FEDERAL INCOME TAX RISKS	45
FORWARD-LOOKING STATEMENTS USE OF PROCEEDS	49
USE OF PROCEEDS  DISTRIBUTION BOLICY	50
DISTRIBUTION POLICY  GARNETAL VIA TION	51
CAPITALIZATION  SELECTED GOVERN ID ATTER FINANCIAL AND PRO FORMA DATTA	53
SELECTED CONSOLIDATED FINANCIAL AND PRO FORMA DATA	54
MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS	57
Overview Overview	57
Outlook Control of the Control of th	57
Significant Transactions During 2005 and Recent Developments	59
Critical Accounting Policies	61
Results of Operations	65
Liquidity and Capital Resources	75
Outstanding Indebtedness	86
Contractual Obligations	89
Off-Balance Sheet Arrangements	90
Funds From Operations	90
<u>Inflation</u>	91
New Accounting Pronouncements	91
QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK	93
OUR BUSINESS AND PROPERTIES	94
<u>Overview</u>	94
Our Competitive Strengths	95
Business and Growth Strategies	97
Background Background	98
Illustrative Transactions	100
Industrial Market Overview	101
<u>Portfolio Summary</u>	106
Property Types	108

i

## Table of Contents

Lease Expirations	109
Tenant Diversification	110
Industry Diversification	111
Historical Tenant Improvements and Leasing Commissions	112
Historical Capital Expenditures	112
Regulation	113
Insurance	115
Competition	115
Property Management Services	115
Employees	115
Principal Executive Offices	116
Legal Proceedings	116
Promoters Promoters	116
MANAGEMENT	117
Directors and Executive Officers	117
Board Committees	121
	121
Director Compensation	
Executive Compensation Summary Compensation Table	123 123
<del></del>	
Compensation Committee Interlocks and Insider Participation	124
2006 Long-Term Incentive Plan	124
2006 Incentive Compensation Plan	129
Independent Director Option Plan	130
Employee Option Plan	131
Stock Warrants  End of the state of the stat	132
Employment Agreements  Line Children Ch	132
Indemnification and Limitation of Liabilities Insurance	135
Indemnification Agreements	136
PRINCIPAL STOCKHOLDERS	138
CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS	140
The Internalization	140
New Agreements with Affiliates of DCAG	142
Non-Competition Agreements	144
Agreements with Certain of Our Directors and Officers	145
Certain Relationships and Related Transactions with Affiliated Companies Prior to the Internalization	145
POLICIES WITH RESPECT TO CERTAIN ACTIVITIES	147
Investment Policies	147
Financing Policies	148
<u>Lending Policies</u>	149
<u>Conflict-of-Interest Policies</u>	150
Interested Director and Officer Transactions	150
Business Opportunities	151
Policies With Respect to Other Activities	151
Reporting Policies	151
DESCRIPTION OF CAPITAL STOCK	152
General Control of the Control of th	152
Common Stock	152
Preferred Stock	152
Power to Reclassify Shares of Our Stock	152
Power to Issue Additional Shares of Common Stock and Preferred Stock	153
Restriction on Ownership of Common Stock	153
Meetings, Special Voting Requirements and Access to Records	154
Transfer Agent and Registrar	155

ii

<u>CERTAIN PROVISIONS OF THE MARYLAND GENERAL CORPORATION LAW AND OUR CHARTER AND BYLAWS</u>	156
Number of Directors; Vacancies; Removal	156
Action by Stockholders	156
Advance Notice Provisions for Stockholder Nominations and Stockholder Proposals	156
Calling of Special Meetings of Stockholders	157
Approval of Extraordinary Corporate Action; Amendment of Charter and Bylaws	157
No Appraisal Rights	157
Control Share Acquisitions	157
Subtitle 8	158
Business Combinations	159
Indemnification and Limitation of Liabilities	159
THE PARTNERSHIP AGREEMENT	160
<u>General</u>	160
Capital Contributions	160
Fiduciary Duties	160
<u>Operations</u>	161
Redemption Rights	161
Transferability of Interests	161
LTIP Units	162
Tax-Matters Partner	162
Term	162
Amendment	162
SHARES ELIGIBLE FOR FUTURE SALE	164
Rule 144	164
Rule 144(k)	164
Lockup Agreements	164
Redemption/Exchange Rights	165
Registration Rights	165
Stock Options and Long-Term Incentive Plan	166
Stock Warrants	166
FEDERAL INCOME TAX CONSIDERATIONS	167
General	167
Requirements for Qualification as a REIT	169
Failure to Qualify as a REIT	175
Sale-Leaseback Transactions	175
Taxation of Taxable U.S. Stockholders	175
Treatment of Tax-Exempt Stockholders	177
Special Tax Considerations for Non-U.S. Stockholders	178
Statement of Stock Ownership	180
Federal Income Tax Aspects of Our Partnership	180
Other Tax Considerations	183
UNDERWRITING	184
Commissions and Discounts	184
Overallotment Option	185
Intersyndicate Agreement	185
Reserved Shares	185
No Sales of Similar Securities	185
New York Stock Exchange Listing	186
Price Stabilization, Short Positions and Penalty Bids	186
Other Relationships	187
LEGAL MATTERS	188
EXPERTS	188
WHERE YOU CAN FIND ADDITIONAL INFORMATION	188
INDEX TO FINANCIAL STATEMENTS	F-1
I DELL TO I I THE OFFICE OFFIC	1 -1

iii

You should rely on the information contained in this prospectus. Neither we nor the underwriters have authorized anyone to provide you with different information. You should not assume that the information in this prospectus is accurate as of any date other than the date on the front cover of this prospectus.

We use market data and industry forecasts and projections throughout this prospectus. We have obtained substantially all of this information from CoStar Group, Inc., or CoStar, a nationally recognized real estate consulting firm, and Property and Portfolio Research, Inc., or PPR, a nationally recognized real estate consulting firm. In addition, we have obtained certain market and industry data from publicly available industry publications. These sources generally state that the information they provide has been obtained from sources believed to be reliable, but that the accuracy and completeness of the information are not guaranteed. The forecasts and projections are based on industry surveys and the preparers experience in the industry, and there is no assurance that any of the projected amounts will be achieved. We believe that the surveys and market research others have performed are reliable, but we have not independently verified this information.

The term fully-diluted basis when used in reference to our shares of common stock means all outstanding shares of common stock at such time plus all outstanding shares of restricted stock, phantom shares, shares of common stock issuable upon the exercise of outstanding options that have vested and shares of common stock exchangeable, at our discretion, for common units of limited partnership interest in our operating partnership, or OP units, on a one-for-one basis, including OP units issuable upon conversion of LTIP units in our operating partnership, which is not the same as the meaning of fully-diluted under generally accepted accounting principles, or GAAP. In addition, pro forma or on a pro forma basis means that the information presented gives effect to this offering, as well as the internalization transaction and certain property acquisitions (each as described herein under Selected Consolidated Financial and Pro Forma Data ), in each case as if such transactions had occurred on January 1, 2005.

We file annual, quarterly and special reports, proxy statements and other information with the Securities and Exchange Commission, or the SEC. You may read and copy any document that we file at the public reference facilities of the SEC at 100 F Street, N.E., Washington, D.C. 25049. Please call the SEC at (800) SEC-0330 for further information about the public reference facilities. These documents also may be accessed through the SEC s electronic data gathering, analysis and retrieval system, or EDGAR, via electronic means, including the SEC s home page on the Internet (www.sec.gov).

iv

#### PROSPECTUS SUMMARY

You should read the following summary together with the more detailed information regarding our company, including under the caption Risk Factors, and our historical and pro forma consolidated financial statements and related notes appearing elsewhere in this prospectus for a more complete understanding of this offering before deciding to invest in our common stock. Except where the context suggests otherwise, the terms we, us, our and our company refer to DCT Industrial Trust Inc. (ffk/a Dividend Capital Trust Inc.) together with its subsidiaries, including DCT Industrial Operating Partnership LP (ffk/a Dividend Capital Operating Partnership LP), which we refer to as our operating partnership. Unless otherwise indicated, the information in this prospectus assumes and reflects: (i) the effectiveness of our third articles of amendment and restatement, or our charter, and our amended and restated bylaws, or our bylaws, upon the completion of this offering; and (ii) no exercise by the underwriters, for whom Merrill Lynch, Pierce, Fenner & Smith Incorporated and Wachovia Capital Markets, LLC are acting as representatives, of their option to purchase up to an additional 2,445,000 shares of our common stock solely to cover overallotments, if any.

#### **DCT Industrial Trust Inc.**

#### Overview

We are a leading real estate company specializing in the ownership, acquisition, development and management of bulk distribution and light industrial properties located in 23 of the highest volume distribution markets in the United States. In addition, we manage, and own interests in, industrial properties through our institutional capital management program. Our properties primarily consist of high-quality, generic bulk distribution warehouses and light industrial properties. The properties we target for acquisition or development are generally characterized by convenient access to major transportation arteries, proximity to densely populated markets and quality design standards that allow for easy reconfiguration of space. In the future, we intend to continue to focus on properties that exhibit these characteristics, to expand our operations into other target markets in the United States and to add additional properties in our existing markets as well as acquire and develop properties in selected international markets, including Mexico, where we believe we can achieve favorable returns and leverage our management expertise. We have elected to be treated as a real estate investment trust, or REIT, for U.S. federal income tax purposes commencing with our taxable year ended December 31, 2003.

As of September 30, 2006, we owned interests in 388 industrial real estate buildings consisting of 233 bulk distribution properties, 113 light industrial properties and 42 service center or flex properties totaling 60.4 million rentable square feet. Our portfolio of consolidated operating properties consists of interests in 374 industrial properties totaling 55.0 million rentable square feet that were 92.9% occupied as of September 30, 2006. In addition, as of September 30, 2006, we had majority interests in four consolidated development properties, a 20% interest in six unconsolidated properties in an institutional joint venture and investments in four development joint venture properties. As of November 27, 2006, we owned approximately 115 acres of land as well as options to acquire approximately 75 acres of land that we believe can support, in the aggregate, approximately 2.8 million rentable square feet of new industrial development. Additionally, through our recently established SCLA joint venture described herein, we control up to 4,350 acres of land located in the Inland Empire submarket of the Southern California industrial real estate market through master development agreements with a term of up to 13 years. Phase one of the SCLA project involves 344 acres we plan to acquire in 2006 that we believe can accommodate up to 6.5 million rentable square feet of industrial development. We anticipate starting construction of between 1.5 million and 2.0 million rentable square feet within the next 12 to 18 months.

1

We have a stable, broadly diversified tenant base. As of September 30, 2006, we had approximately 769 tenants with no single tenant accounting for more than 2.2% of our annualized base rents. Our ten largest tenants occupy 16.0% of our leased portfolio, including our pro rata interest of our joint ventures. We intend to maintain a well-diversified mix of creditworthy tenants to limit our exposure to any single tenant or industry. We believe that our broad national presence in 23 of the top U.S. distribution and logistics markets is attractive to large users of distribution space and allows us to build strong relationships with our tenants. Furthermore, we are actively engaged in meeting our tenants expansion, consolidation and relocation requirements. From January 1, 2006 through November 27, 2006, we had completed or begun development of over 1.2 million rentable square feet of expansions of bulk distribution facilities for certain of our tenants.

Our primary business objectives are to maximize sustainable long-term growth in earnings and funds from operations, or FFO, and to maximize total return to our stockholders. In our pursuit of these objectives, we will:

acquire high-quality industrial properties;

pursue development opportunities, including through joint ventures;

expand our institutional capital management business;

actively manage our existing portfolio to maximize operating cash flows;

sell non-core assets that no longer fit our investment criteria; and

expand our operations into selected domestic and international markets, including Mexico.

Our executive management team possesses substantial expertise in all aspects of industrial real estate management, marketing, leasing, acquisition, development and finance. Tom Wattles, one of our company's co-founders and our Executive Chairman, has been actively involved in the real estate business since 1978. Phil Hawkins, our Chief Executive Officer, has extensive public REIT operating experience and 24 years of commercial real estate experience. Jim Cochran, our President and Chief Investment Officer, joined our company in 2004 and has been involved in the industrial real estate sector for over 20 years. Stuart Brown, our Chief Financial Officer, has 17 years of public company accounting and capital markets experience, including most recently three years of public REIT experience. As of November 27, 2006, we employed 64 individuals. Upon completion of this offering, our officers and directors will beneficially own approximately 2.8% of our shares of common stock on a fully-diluted basis.

Our principal executive office is located at 518 Seventeenth Street, Suite 1700, Denver, Colorado 80202; our telephone number is (303) 597-2400. We also maintain regional offices in Dallas, Texas and Atlanta, Georgia. Our website address is *www.dctindustrial.com*. The information found on, or otherwise accessible through, our website is not incorporated into, and does not form a part of, this prospectus or any other report or document we file with or furnish to the SEC.

#### Our Competitive Strengths

We believe that we distinguish ourselves from other owners, operators, acquirers and developers of industrial properties through the following competitive strengths:

**High-Quality Industrial Property Portfolio.** Our portfolio of industrial properties primarily consists of high-quality bulk distribution facilities specifically designed to meet the needs of our distribution tenants. As of November 27, 2006, approximately 87.4% of our portfolio based on rentable square footage was comprised of bulk distribution properties while approximately 10.2% of our portfolio was comprised of light industrial properties. The majority of our properties are

specifically designed for use by major distribution and third-party logistics tenants and are readily divisible to meet re-tenanting opportunities. We believe that our concentration of high-quality bulk distribution properties provides us with a competitive advantage in attracting and retaining distribution users and tenants across the major and regional markets in which we operate.

**Proven Acquisition Capabilities**. Beginning with our first acquisition in June 2003 through November 27, 2006, we had completed approximately \$2.9 billion in industrial real estate acquisitions. Excluding our three major portfolio acquisitions that were each in excess of \$200 million, our average acquisition transaction cost was approximately \$22.4 million, which demonstrates our ability to access a steady pipeline of smaller acquisitions. Our acquisition capability is driven by our extensive network of industry relationships within the brokerage, development and investor community. Approximately 59% of the acquisitions noted above we completed, based on total purchase price, were sourced in off-market transactions where there has been no formal sales process.

**Focused Development Strategy**. Our extensive network of industry relationships has provided us with a consistent source of development opportunities. Most of our development projects have taken the form of partnerships or fee for service relationships with leading local, regional or national developers. In our development partnerships, we may control the tenant relationship or the land, and we typically provide the majority of the equity capital. These partnerships are structured to provide us with attractive returns while aligning our interests with those of our development partner. We believe these structures allow us to operate more efficiently and with greater flexibility than if we were to maintain an internal development infrastructure.

**Experienced and Committed Management Team.** Our executive management team, including our Executive Chairman, collectively has an average of over 17 years commercial real estate experience and an average of over ten years focused on the industrial real estate sector. Additionally, our executive management team has extensive public company operating experience with all of our senior executives having held senior positions at publicly-traded REITs for an average of over ten years. Upon completion of this offering, our executive management team is expected to collectively own an approximate 1.8% equity interest in our company on a fully-diluted basis, which aligns executive management s interests with those of our stockholders.

Strong Industry Relationships. We believe that our extensive network of industry relationships with the brokerage, development and investor communities will allow us to execute successfully our acquisition and development growth strategies and our institutional capital management strategy. These relationships augment our ability to source acquisitions in off-market transactions outside of competitive marketing processes, capitalize on development opportunities and capture repeat business and transaction activity. Beginning with our first acquisition in June 2003 through November 27, 2006, approximately 58% of our acquisitions, based on total purchase price, had been purchases from sellers with whom we had had repeat business and transaction activities. Our strong relationship with the tenant and leasing brokerage communities aids in attracting and retaining tenants. Additionally, we believe that our relationship with Black Creek Capital, LLC, or Black Creek, a Denver based real estate investment firm and an affiliate of our former advisor, provides us with unique investment opportunities and will assist us in our international growth strategy, particularly our strategy to acquire and develop industrial real estate assets in Mexico. Our Executive Chairman, Tom Wattles, and one of our directors, James Mulvihill, are principals of Black Creek.

Access to Institutional Co-Investment Capital. Our senior management team has broad long-term relationships within the institutional investor community that provide access to capital for both traditional joint ventures and funds or other commingled investment vehicles. These institutions include domestic pension plans, insurance companies, private trusts and international investors. We believe these relationships allow us to identify pockets of institutional demand and appropriately

3

match institutional capital with investment opportunities in our target markets to maximize returns for our stockholders.

**Growth Oriented Capital Structure**. Our capital structure provides us with significant financial capacity to fund future growth. As of September 30, 2006, our pro forma debt to total market capitalization ratio would have been 32.9%. On a pro forma basis, as of September 30, 2006, and giving effect to the use of proceeds as set forth under Use of Proceeds, we will have \$190.6 million available under our \$250.0 million senior unsecured revolving credit facility. As of November 27, 2006, 178 of our properties with a gross book value of \$1.3 billion will be unencumbered.

#### **Business and Growth Strategies**

Our primary business objectives are to maximize sustainable long-term growth in earnings and FFO and to maximize total return to our stockholders. The strategies we intend to execute to achieve these objectives include:

Capitalizing on Acquisition Opportunities. We intend to continue to expand our portfolio through the acquisition of high-quality industrial properties in our target markets, which include our existing markets as well as selected new domestic and international markets, including Mexico. We will generally acquire high-quality bulk distribution and light industrial facilities and/or industrial assets located in irreplaceable locations where we believe there are significant growth and/or return opportunities. We intend to continue to focus on off-market acquisition opportunities through our extensive network of industry relationships in the brokerage, development and investor community and by utilizing our experience in identifying, evaluating and acquiring industrial properties in both single asset and portfolio transactions.

Continuing to Grow Our Development Pipeline. We intend to utilize our strong relationships with leading local, regional and national developers to continue to grow our development pipeline. We believe that development, redevelopment and expansion of well-located, high-quality industrial properties should continue to provide us with attractive risk-adjusted returns. Furthermore, we believe that our control of a substantial inventory of developable land and extensive relationships with industrial tenants will make us an attractive strategic partner for established national, regional and local developers in our markets.

**Expanding Our Institutional Capital Management Platform**. We believe that joint ventures, funds or other commingled investment vehicles with institutional partners will enable us to increase our overall return on invested capital, augment our acquisition activity and penetration of new markets and increase our access to capital for continued growth. We intend to continue to co-invest in properties with institutional investors through partnerships, limited liability companies or other joint venture structures. Typically we will own a 10% 30% interest in these joint ventures and seek to earn transaction-based fees and asset management fees as well as promoted interests or incentive distributions based on the performance of the joint venture.

Maximizing Cash Flows From Existing Properties. We intend to maximize the cash flows from our existing properties by increasing rents, increasing occupancy levels, managing operating expenses and expanding and improving our properties. As of September 30, 2006, our consolidated operating portfolio was 92.9% occupied leaving approximately 3.9 million square feet of rentable space available for lease-up. Additionally, we believe there is embedded rent growth potential in our properties. As of September 30, 2006, on a weighted-average portfolio basis, the in-place rents of our

4

consolidated properties were \$3.94 per rentable square foot, or approximately 3.0% below the weighted-average market rents for our properties on a rentable square foot basis. Further, based on expiring leases which were re-leased to new or existing tenants, our average rental rate growth per rentable square foot for the nine months ended September 30, 2006 was 5.7% and our weighted average retention during such period was 82.6%.

**Recycling Capital Efficiently.** We intend to selectively sell non-core assets in order to maximize total return to our stockholders by redeploying asset sales proceeds into new acquisition and development opportunities. We believe industrial real estate assets are in strong demand from institutional investors and we will seek to selectively identify asset sale opportunities in order to achieve our total return objectives.

**Pursuing International Growth Opportunities**. We intend to seek international growth opportunities through the acquisition and development of industrial properties in selected new international markets, including Mexico. This strategy will focus on addressing the needs of both international and local corporations as they seek to expand and reconfigure their industrial distribution facilities. We believe that there are significant growth opportunities in Mexico, where members of our senior management and directors have significant experience in the acquisition and development of commercial properties. Consistent with this strategy, we recently entered into forward purchase commitments to acquire six industrial facilities in Monterrey, Mexico.

#### **Background**

We were founded in 2002 by Black Creek as an externally-advised REIT to focus on the acquisition, development and operation of bulk distribution and light industrial properties located in major distribution and logistics markets in the United States. Our day-to-day business and operations were managed by Dividend Capital Advisors LLC, our former advisor and an affiliate of Black Creek, under the supervision of our board of directors until October 10, 2006, when we completed the internalization transaction with our former advisor described herein, which we refer to as the Internalization. We are now a self-administered and self-advised REIT.

Between 2002 and 2006 we raised equity capital to finance our real estate investment activities primarily through four consecutive continuous public offerings of our common stock for aggregate gross proceeds of approximately \$1.6 billion, including shares issued pursuant to our distribution reinvestment plan. Accordingly, we have been filing periodic reports with, and have been subject to the rules and regulations of, the SEC since July 2002. Upon consummation of this offering, our common stock will become listed on the New York Stock Exchange, or NYSE. As of November 27, 2006, there are 152,054,638 shares of our common stock issued and outstanding owned by approximately 36,000 stockholders.

In addition, since 2003 we have raised an aggregate of approximately \$299.3 million through our operating partnership s private placement of undivided tenancy-in-common interests, or TIC Interests, in our properties. These TIC Interests served as replacement properties for investors seeking to complete like-kind exchange transactions under Section 1031 of the Internal Revenue Code of 1986, as amended, or the Code, and were 100% leased by our operating partnership pursuant to master leases. The leases contained purchase options whereby our operating partnership had the right, but not the obligation, to acquire the TIC Interests from the investors at a later point in time in exchange for OP units. On October 10, 2006, we discontinued our operating partnership s private placement.

During the period that began January 1, 2006 and ended November 16, 2006, our operating partnership exercised purchase options pursuant to 11 individual master lease agreements to buy certain TIC Interests it had previously sold in 11 industrial properties located in Atlanta, Houston, Indianapolis, Louisville, Phoenix and Southern California. In connection with the exercise of these options, our operating partnership issued an aggregate of approximately 6.9 million OP units valued at approximately \$73.1 million to acquire such TIC Interests.

As of November 27, 2006, our operating partnership has options to purchase 209 TIC Interests in 23 properties. In early October 2006, our operating partnership provided notice of exercise of its purchase options to the holders of these TIC Interests. However, for the exercise to have been effective for each of these 23 properties, all of the TIC Interest holders in such property had to consent to amend the related master lease. The amendment fixed the number of OP units to be paid and accelerated the date of closing of the purchase of the TIC Interests in each property to the earlier of: (1) a date selected by our operating partnership that was within 60 days after the completion of this offering; or (2) a date selected by our operating partnership that was within the stipulated closing period in the original master lease. The fixed purchase price for the TIC Interests was determined based on the value of the underlying real estate asset and the price per OP unit paid in the Internalization. Our operating partnership received unanimous consents to amend the master leases related to 14 of these 23 properties, which gives our operating partnership the right to purchase all remaining TIC Interests in these 14 properties for an aggregate of 6.8 million OP units valued at approximately \$76.9 million during the accelerated closing period. Our operating partnership did not receive unanimous consents for the nine remaining properties, which would have given our operating partnership the right to purchase all remaining TIC Interests in these nine properties for an aggregate of 8.6 million OP units valued at approximately \$96.5 million. Therefore, these nine properties will continue to be subject to our operating partnership s purchase options under the terms of the original master leases. The closing periods for the purchase options relating to these nine remaining properties begin on March 31, 2007 and end on February 29, 2008.

Excluding financing obligations related to our operating partnership s private placement, as of September 30, 2006, we had total outstanding debt of approximately \$1.2 billion consisting primarily of unsecured debt and secured, fixed-rate, non-recourse mortgage notes.

#### **Industrial Market Overview**

The industrial real estate market in the United States consists of approximately 12.7 billion square feet of rentable building area as of September 30, 2006 according to CoStar. Of this total, approximately 11.2 billion square feet is warehouse space, which consists of bulk distribution and light industrial properties, and approximately 1.5 billion is flex space. Warehouse properties, which represent the substantial majority of our assets, are characterized by their generic design and are generally leased to regional or national distribution tenants or tenants engaged in light manufacturing activities and are rented on a triple-net-lease basis. In contrast, flex space typically has been designed or configured to a specialized use such as research and development, with comparatively higher re-tenanting costs as compared to warehouse properties due to higher office finish.

We believe that the industrial real estate industry exhibits a number of positive characteristics, including:

Short development lead times;
Low vacancy volatility;
Modest re-tenanting costs;
Comparatively modest maintenance costs; and
Triple-net leases.

#### **Summary Risk Factors**

You should carefully consider the matters discussed in the section Risk Factors beginning on page 25, including the following, before you invest in our stock:

Our investments in real estate assets are primarily concentrated in the industrial real estate sector, and our business would be adversely affected by an economic downturn in that sector.

Our growth will partially depend upon our ability to successfully acquire and develop future properties, and we may be unable to enter into and consummate acquisitions or development projects on advantageous terms or acquisitions or development projects may not perform as we expect.

We depend on key personnel, including Tom Wattles, Phil Hawkins, Jim Cochran, Stuart Brown, Daryl Mechem, Matt Murphy and Michael Ruen, and the loss of services from key members of the management group or a limitation in their availability could adversely affect us.

Our acquisition and development activities, as well as our institutional capital management business, are largely dependent on external capital, and our operating results and financial condition could be adversely affected if we do not continue to have access to capital on favorable terms.

We intend to continue to acquire and develop certain properties through joint ventures with third parties, and our joint venture partners could default on their obligations, cause us to be liable for their actions under certain circumstances or take other actions contrary to our business and economic interests and goals or that could otherwise negatively impact our performance.

Your investment in us may be subject to additional risks if we make international investments as a result of factors peculiar to the laws and business practices of the jurisdictions in which the properties are located.

Our net income per share and FFO per share in the near term may decrease as a result of the Internalization in connection with the one-time, non-recurring non-cash charge to earnings we will incur for the portion of the Internalization consideration that is allocated as the cost for terminating our advisory agreement with our former advisor.

We are structured as an umbrella partnership REIT, or UPREIT, which means that we own our properties through our operating partnership and its subsidiaries. Our UPREIT structure may result in potential conflicts of interest. Upon the consummation of this offering, we will own 87.6% of the OP units in our operating partnership, and circumstances may arise in the future when the interests of the other limited partners in our operating partnership may conflict with the interests of our stockholders.

We are dependent on tenants for our revenues, and defaults by our tenants, as a result of bankruptcy, insolvency or otherwise, could cause us to reduce the amount of distributions to stockholders. In addition, our ability to renew leases or re-lease space on favorable terms as leases expire significantly affects our business. Furthermore, a property that incurs a vacancy could be difficult to sell or re-lease.

Uninsured losses, including losses from floods, earthquakes, acts of war, acts of terrorism or riots, relating to real property may adversely affect your returns. Similarly, contingent or unknown liabilities with respect to our properties, including environmentally hazardous conditions, could adversely affect our financial condition.

Our charter and bylaws do not limit the amount or percentage of indebtedness that we may incur, and our operating results and financial condition could be adversely affected if we are unable to make required principal and interest payments on our outstanding indebtedness, comply with the other covenants contained in our indebtedness or refinance our indebtedness at maturity on favorable terms.

7

Our charter and Maryland law contain provisions that may delay, defer or prevent a change of control transaction that might involve a premium price for our common stock or otherwise be in the best interest of our stockholders.

We may change our investment and financing strategies and enter into new lines of business without stockholder consent, which may result in our making investments and engaging in business activities that are different from, and possibly riskier than, the investments and businesses described in this prospectus.

As of November 27, 2006, we had 152,054,638 million shares of common stock issued and outstanding, all of which are freely tradable and substantially all of which are not subject to any volume limitations on trading under the federal securities laws, and neither we nor any third party have any control over the timing or volume of the potential sale of these shares. Prior to this offering, the shares were not listed on any national exchange, and the ability of stockholders to liquidate their investments was limited. Subsequent to the completion of this offering and our listing on the NYSE, a large volume of sales of these shares, or the perception that such sales could occur, could decrease the prevailing market prices of our common stock and could impair our ability to raise additional capital through the sale of equity securities in the future.

We may have difficulty funding our distributions with our available cash flows and our distributions to stockholders may change depending on a number of factors.

Our qualification as a REIT will depend on our satisfaction of numerous requirements established under highly technical and complex provisions of the Code and our failure to so qualify could adversely affect our operations and our ability to make distributions.

8