

CASE STUDY

SALE AND LEASE

47-51 PINE CAMP DR., KIRKWOOD, NY 13795

Summary

With limited industrial inventory, Culberson was able to source the deal prior to public marketing.

Deal Size: 161,490 SF Seller: Canopy Growth

Purchaser: Green Mountain Electrical Supply

Tenant: Rogers Service Group

Situation

Green Mountain Electric Supply was in need of a centralized distribution facility. Culberson was able to source off market opportunities in the Southern Tier Region by an exhaustive cold calling outreach program. GMES was in desperate need of a centralized distribution center to serve the Southern Tier, Central NY, and Western NY.

Strategy

Secure a purchase while simultaneously securing a tenant for the excess space within the building.

Result

Culberson was able to secure the initial acquisition of the site as well as facilitate a lease of 50% of the site as GMES scaled into the remainder of the building.



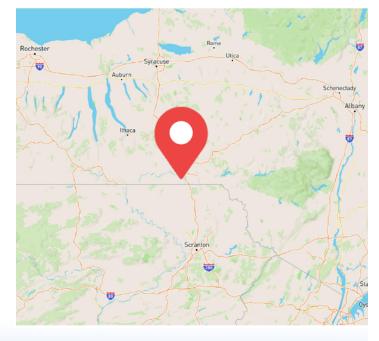


TYLER CULBERSON, SIOR President & Principal Broker

M: (518) 857-0586

O: (518) 618-0590, ext. 402 E: tculberson@standardbrokerageco.com









SHAUN MCDONNELL

Licensed Real Estate Salesperson

M: (203) 209-5095

O: (518) 618-0590, ext. 403

E: smcdonnell@standardbrokerageco.com