

# **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: Sale: 290,000 Sale; Lease: 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

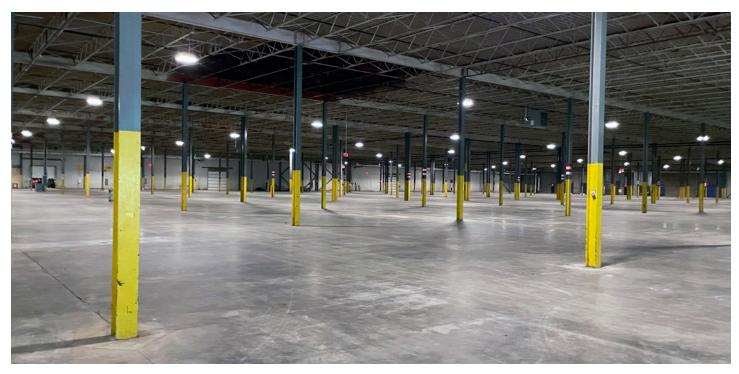
Secure a purchase while simultaneously securing a tenant for the excess space within the building.

## 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