



**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.

