



SUCCESS STORY: GOYA FOODS

Tenant Representation

Land Acquisition,
Build-to-Suit Project Management
Bolingbrook, IL



Situation

- Evaluation of consolidating Michigan bean-packing operation and existing Chicago packing facility in O'hare submarket.
- Sought 400,000 SF of specialized distribution space with additional land for future expansion.
- Expand distribution parameters, maintain existing customer-base, focus on increasing visibility to St. Louis, Michigan, and Indiana market.

Operational Solution

- Renewed existing O'hare for short-term to provide ample window to evaluate expansion alternatives.
- Conducted in-depth market analysis, geographic studies, and land surveys over four (4) year period.

Resources Mobilized

- Facilitated land site selection process.
- Led project manager selection process for build-to-suit supervision.
- Met with local municipal governing bodies to capitalize on local incentive opportunities.

Enterprise Impact

- Helped recognize significant reduction in real estate spent by evaluating space needs and determining if 150,000 SF would be sufficient for consolidation into modern distribution space with greater clear heights (42' clear).
- Build-to-suit allowed GOYA to take advantage of construction cost savings compared to existing options.
- Positioned in geography achieving necessary proximity to newly identified customer base.
- Award-winning facility constructed with ability for future expansion up to 500,000 SF.