



SUCCESS STORY: MCLANE GLOBAL LOGISTICS

Tenant Representation

Flagship Facility

Riverside, CA



Situation

- McLane identified markets surrounding Ports of LA and Long Beach as target geographies for west coast flagship distribution location.
- Needed to be operating in facility prior to end of 2019.
- Specialized space with temperature control limited options in the nation's tightest industrial submarket.
- Foreign Trade Zone desired.

Operational Solution

- Led in-depth market overview to locate 225,000 SF specialized building in market with less than 2.0% vacancy rate.
- Looked at off-market options with near-term lease rolls to increase option pool.
- Located leased facility in Riverside, CA that met all of McLane's criteria.
- Existing tenant not motivated to relocate, but not willing to sign long-term lease.

Resources Mobilized

- Local broker to help identify off-market opportunities.
- Upon lease signing, engaged Foreign Trade zone expert to structure FTZ around building.

Enterprise Impact

- Able to negotiate FTZ in area where there was not designation currently.
- Negotiated 10-year lease to displace current tenant by McLane's target occupancy date.
- Achieved rents below market for specialized distribution product in a sub-2.0% vacant submarket.