

Case Study – Broward County

Doormark

Deerfield Beach, FL



Services

- Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used for Doormark, Inc. to provide purchase alternatives within very limited geographic boundaries.

Situation

- While three shifts were working around the clock to satisfy increasing demand for Therma-Foil Cabinet Doors to the growing residential base, Doormark's growth was being stifled due to lack of manufacturing space. Other service providers had failed to provide acceptable alternatives for acquisition.

Process

- Upon the formal engagement of The Conte Team, Doormark owners were made aware of an off market corporate relocation. The excess real estate fit Doormark's criteria well.
- Due to the sensitivity and complexity of both companies moves, confidentiality agreements were executed by the parties. The seller, Huttig Building Products, executed a short term sale lease back while they waited for their new building to be completed. Simultaneously Doormark's design team began its programming for their new manufacturing plant and office head quarter relocation.
- Prior to Doormark's relocation, their existing facility at 2610 NW 55th Court, Fort Lauderdale was put under contract to the highest bidder and closed at the time of relocation.

Results

- By implementing The Strategic Relocation Plan (SRP), Doormark, Inc. successfully acquired a 90,000 square foot off market corporate head quarter and manufacturing facility within their geographic requirements at well below replacement cost while simultaneously disposed of surplus real estate at maximum value.

The work described in this case study was performed by the The Conte Team while at The Staubach Company and prior to the formation of JC Commercial Realty.

References Available Upon Request.

Tenant Representation / Occupier Strategies

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