

Case Study – Miami Dade County

Makita Latin America

Medley, FL



Services

Strategic Renewal Relocation Plan (SRRP) is a system designed by The Conte Team. This system was used for Makita Latin America to provide viable expansion options for their South Florida Distribution Center.

Situation

- Makita Latin America was a smaller tenant (24,000 s.f.) leasing from a very large and savvy institutional landlord. Makita Latin America's business in South and Central American was growing rapidly and they wanted help navigating the South Florida Industrial Market. Their primary goal was to double their existing warehouse foot print, dramatically upgrade their showroom and office environment while ensuring they would get market lease terms.

Process

- For the third consecutive time, Makita Latin America hired The Conte Team to help them navigate the process. The formal engagement of The Team occurred eighteen (18) months prior to lease expiration. A highly detailed Relocation Time Line was crafted by The Conte Team and approved by local and global leadership. Then, The Conte Team requested a detailed base line proposal for expansion with the incumbent landlord. Simultaneously, an extensive property search was conducted to find viable relocation options. Subsequently, a detailed Request For Proposal (RFP) was approved and delivered to all the viable landlords. Each landlord response was analyzed side by side. Regular conference call times and meetings were established with Makita's local and global leadership to update them on how the prospective landlords and incumbent landlord were formally responding to each round of negotiations.

Results

- The results were that The Conte Team implemented The Strategic Renewal / Relocation Plan (SRRP) flawlessly to create real market leverage which added significant value to Makita Latin Americas bottom line. The new Distribution Headquarters was delivered to Makita Latin America on a "turn key" basis, on time and well within their budget.

References Available Upon Request

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

Tenant Representation / Occupier Strategies

