



TENANT REPRESENTATION Lagasse Sweet

SERVICES

Strategic Relocation Planning (SRP) for Lagasse Sweet was the system used to help Lagasse Sweet identify high efficiency distribution alternatives in the highly competitive Southeast Florida industrial real estate market.

SITUATION/PROCESS

- Lagasse Sweet was leasing inexpensive less functional space in multiple buildings throughout Florida. The Team of logistics experts were formally engaged and set out to uncover highly efficient distribution alternatives. The current footprint was becoming obsolete and dysfunctional compared to modern standards.
- An extensive two county property search was conducted simultaneously to requesting a detailed proposal for renewal with the incumbent landlord. Once current landlord expectations were defined, the SRP was implemented. Market conditions started to change in our clients favor while our process was going to create Real Market Leverage for or client.
- Once we shored up two viable alternatives through the RFP process, we were able to negotiate the proper lease extension terms with the incumbent landlord.
- The final negotiations took about nine months and market conditions softened which helped the team provide even better deal terms with both finalist.
- The winning landlord delivered an extremely competitive rental rate with many value add inducements.
- A “Turn-Key” solution PLUS a multi-million dollar inducement for tenant’s specialized equipment in the warehouse.

RESULTS

The client moved their low efficiency operation into One, 32-foot clear, ground up Turn Key facility. The team also negotiated a multi-million dollar inducement for the Tenant’s specialized warehouse equipment. Their lease also provided the client with multiple provisions for expansion and contraction. All the client’s operational efficiency and distribution goals exceeded the client’s initial goals. LaGasse Sweet leased 239,680 square foot state-of-the-art distribution facility at Flagler Station in Miami, Florida.

- REFERENCES AVAILABLE UPON REQUEST -

The work described in this case study was performed by JC Commercial Realty Consultants.
References are available upon request.

