

Success Story

Ingram Micro

The Client

Based in Santa Ana, California, **Ingram Micro** is the Largest Distributor of IT related products in the world, with 2004 revenues of \$25.5 billion. IM had approximately 18 months left on it's 235,000 square foot distribution facility lease that it had occupied for 5 years. IM had invested more than \$7 million in conveyor and other systems in the warehouse and didn't want to move.

The Challenge

The new landlord was aware that the tenant didn't want to relocate and was trying to charge Ingram Micro an over market renewal price. In addition, Ingram Micro had tax abatements that we originally had negotiated that were expiring.

The Solution

In partnership with our client **Ingram Micro**, we went through an elaborate RFP process with the current landlord as well as several other landlord's across the metroplex. After a few months of building competition among the other landlord's, we were able to secure a below market renewal rate for our client which was substantially below the landlord's original offer. Among other incentives to stay, we were given \$150,000 to spend upgrading the facility, and were also able to extend the tax abatement which will save our client over \$1 million.

Transaction Summary

- **Address**
1809 West Frankford, Suite 100
- **Size**
235,302 SF
- **Submarket**
Trinity Mills
- **Transaction Type**
Lease
- **Industry**
IT Related Distribution
- **Property Owner**
Duke