

CASE STUDY

Joseph Grignano



Blakes

- ▶ 300,000 sf food distribution facility
- ▶ Acted for the tenant/seller a national food company
- ▶ Very unique deal insofar as we weren't really selling an asset or real estate in the traditional sense...



Blakes

GOALS OF CLIENT

1. Avoid huge capital costs to acquire and construct
2. Avoid construction cost overruns
3. Generally keep rents as low as possible
4. Avoid delay risks
5. Accommodate future growth/expansions
6. Fair lease for both sides

NOTEWORTHY LEASE PROVISIONS

- 1. Tenant Right To Self-Manage**
- 2. Capital Repair and Replacements**
- 3. Right of First Offer**
- 4. Release on Assignment of Lease**

