

CASE STUDY

DCT INDUSTRIAL TRUST INDUSTRIAL OCCUPIER LEASE



Challenge

DCT Industrial Trust (DCT) needed to locate an occupier for a vacant 161,113 SF space within their Indianapolis, IN portfolio. They engaged the CBRE team of Jeremy Woods, SIOR, CCIM and Andrew Morris, SIOR as their exclusive agents.

Approach

- The team first positioned the space within the marketplace based on both comparable leases and existing competitive availabilities.
- Differentiators included the building's clear height, the fact it was an end-cap unit with heavy auto parking and a flow-through dock configuration were all highlighted.
- It was determined the existing office build-out was oversized and not usable by the majority of likely occupiers. Instead of taking the expensive and potentially wrong step of removing all the office, they advised cosmetically upgrading a portion and simply painting and cleaning the balance.
- They executed on a multi-tiered marketing campaign to create awareness within the marketplace which included electronic marketing to all brokerage firms within the Indianapolis MSA and direct campaigns to all potential occupiers in the area.

Results

Two viable prospects emerged as a possible fit. Monitoring the market, the team was able to advise DCT as to what the alternatives were for these prospective occupiers and based on their

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CBRE

CASE STUDY QUICK FACTS

- 161,113 SF
- Leased for 5 years
- Plainfield, IN
- Upgrading office space provided immediate occupancy
- CBRE demonstrated extensive market knowledge and excellent lease negotiation experience
- Knowledge of the competitive landscape maximized value for the client

requirements, determine which one should be the focus. After several rounds of negotiation, the material economic terms were solidified with VM Innovations and leases were prepared. Negotiations involved several rounds of comments and some very intricate and creative lease language was crafted to finalize the transaction.

VM Innovations also had a very tight timeframe to have the facility operational, several turn-key construction items were part of DCT's responsibilities and the team was able to get them comfortable with each critical path item. Key to meeting the timeframes was having the existing office in place and although it was extensively modified it enabled immediate occupancy in the warehouse for installation of racking allowing DCT's new customer to receive product in parallel with completion of the office improvements.

Client Testimonial

"While DCT Industrial's business model includes hiring professionals on a third-party agency listing basis we truly depend on them to be an extension of our firm. For over a decade Jeremy and Andrew have fulfilled this crucial role on our behalf. Their help in securing VM Innovations as DCT's newest customer within our Indianapolis portfolio is the latest example of our valuable relationship. Properly positioning our availability in the marketplace along with guidance on the economics of the transaction was only the beginning. Helping us navigate what turned out to be a very complicated lease negotiation was invaluable. This team prides itself on lending its experience to clients to the fullest extent on every transaction and they did not disappoint. They exemplify the notion of a true team and have demonstrated repeatedly the willingness to go the extra mile for clients. I highly recommend Jeremy and Andrew for any project and will continue to value our relationship."

—Michael Meyers, Vice President Leasing and Construction, DCT