

CASE STUDY

OZBURN HESSEY LOGISTICS TENANT REPRESENTATION PROJECT

Challenge

Since 1951, Ozburn Hessey Logistics (OHL) has provided logistics services to clients through its network of more than 120 distribution centers in North America. OHL is the largest user of real estate in the Plainfield submarket at nearly three million SF. The company's dynamic campus of properties achieves business objectives for more than two dozen clients with operations constantly shifting and growing. To meet the growing demands of a top client, OHL required a new distribution center for the immediate relocation of several other clients within three months. OHL also required a building, which would provide for future client growth.



Approach

The OHL global real estate team at its subsidiary, ProVenture, engaged Andrew Morris and Jeremy Woods at CBRE to be their local real estate partners and help them execute the project. Within two days of engagement, the team established a comprehensive list of facility options and market-oriented real estate cost expectations using the CBRE team's proprietary Competitive Intelligence Report (CIR). Creating a competitive environment for negotiations were key, and the CBRE team helped establish a legitimate group of four different landlords to compete for OHL's lease requirement. They negotiated an aggressive market-oriented Letter of Intent within 45 days of project engagement.

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CBRE

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CASE STUDY QUICK FACTS

- OHL Plainfield campus growth challenge
- Immediate need for +/- 300,000 SF distribution center
- Required flexible lease term
- Required 90-day turn around from project start to occupancy

Results

Within two and a half months of the start of the project, CBRE helped establish a long-term lease on a 321,000 SF distribution center. Benefits for OHL included:

- 100% warehouse A/C
- Turn-key tenant improvements funded by Landlord
- Ability to move-in space on time (90 days from project start date)
- Flexible lease term (3 years) at more than 6% below average NNN market rents.

Client Testimonial

"Andrew and Jeremy have been a strategic partner for the OHL/ ProVenture team for all of its real estate requirements in Indianapolis since 2004 and it has been a pleasure to work with them. The regular access to their Competitive Intelligence Report (CIR) provides our team a competitive advantage in the market. Andrew and Jeremy really listen to understand our challenges, then provide in depth analysis of scenarios we can consider. Once we've chosen a strategy, they flawlessly execute their work with us."

—Jess Andrews, Partner, ProVenture