

# ADVISORY SERVICES: Office/Warehouse

## Corporate Headquarters



### Challenge

**Beumer Corporation**, a German based logistic manufacturing company was looking to establish its corporate headquarters in New Jersey. The requirement for a 60,000-80,000 square foot Class A facility included a minimum ceiling height of 22' to accommodate specialized equipment as well as sufficient office space for up to 100 employees.

### Action

Over a two (2) year period multiple options were explored including land acquisition, a build to suit and numerous existing facilities.

### Result

A 105,000 square foot building was identified which was ideal except for the square footage and corresponding price. A condo purchase was explored to divide the building into two (2) units. The end result of a complex transaction was an 85,000 square foot condominium sale which required a lease termination for 16,000 square feet office area and the seller leasing back 22,000 square feet of warehouse space for a four (4) year period which will allow Beumer to occupy 63,000 square feet and expand into the building.

*"It has been a pleasure working with Ian during the whole process. We really tested his patience and his ability to keep us focused on the end result: finding the right facility for our purpose! His experience and industry knowledge were a great asset that helped us to close after a 24 months search for the perfect building. The ratio of office space, warehouse and required parking was probably unheard of in New Jersey prior to our investigation. Ian made it happen and stayed with us all through the successful end."*

Matthias Erdmannsdoerfer  
President & CEO  
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