



ELYRIA, OHIO

SF: 210,000
VALUE: \$2,300,000

**FOR MORE
INFORMATION CONTACT:**

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THE OPPORTUNITY

Arnco Inc., was in need of a single consolidated manufacturing facility after growing into 3 different buildings with 3 different landlords that met the ceiling ht, room to grow and the power requirements.

THE STRATEGY

Brian Lenahan's expertise was able to narrow the field of options based on the client's requirements. In surveying the market for suitable properties, Brian reached out to the Northeast Ohio landlords and developers to uncover options for a facility that could meet the demands of the client in a cost effective way. Of all the options, the neighboring 210,000 sq ft facility under new ownership met the requirements. The facility was underutilized and in disrepair.

Brian worked closely with the client and developer/owner of the new facility to create a level of trust where both parties could find themselves in a positive position at the end of the negotiation. In the end the client was able to reduce its overall costs by staying within the same area in a newly renovated facility state of the art manufacturing facility and a very low cost per sq ft.

THE RESULTS

Despite challenges including incentives and sprinkler issues, the fully renovated, state of the art facility conversion became the example going forward for the client's other facilities. Client signed a very favorable 10 yr lease on the 210,000 sq ft facility. The region was able to retain a good company with good paying jobs.

