

# Case Study Garden Way, Inc.

## 1 Garden Way, East Greenbush, New York



**Objective:** To secure a purchaser and/or tenant for an existing 250,000 square foot facility at 1 Garden Way, East Greenbush, New York and to secure a purchaser for an additional manufacturing facility located at 215 South Park Drive, Port Washington, Wisconsin

**Result:** NAI Platform Associates structured a 150,000 SF lease for office and warehouse space with a technical services company. In addition, We negotiated on behalf of the property

owner on improvement allocations, municipal approvals, market values, renewal options and timing for the move.

**Challenges:** Locating potential users for a very large distribution facility, in addition to coordinating the tenant's requirements and the owner's needs, with regard to remaining building space and timing of the move. Structuring a transaction to minimize cash outlay on the part of the property owner.

**Transaction Value: \$8,500,000+**