

Paris Business Products

Summary

Coordinated design and bid process for 130,000 SF build-to-suit headquarters in Westampton, NJ, while negotiating an agreement with previous Landlord for a short term extension on leased property during the interim, saving client from significant holdover expenses.

Challenges

- To move from a leased to an owned property within 12 months, with the risk of severe holdover charges if unable to vacate on time
- Identify potential buildings or sites for quick site selection which would work for Paris' requirements
- Develop a financial budget and schedule to provide a comparative analysis of the Lease vs. Own options and a timetable to conduct the relocation

Success

- New, owned 130,000 SF headquarters, manufacturing and distribution facility completed and occupied within 15 months of engaging Jackson Cross Partners
- Then-current Landlord agreed to a short term extension, avoiding over \$400,000 in holdover charges.
- High employee retention by remaining within 5 miles of previous location
- Project coordination for furniture purchase at significant savings to client



QUICK FACTS

Scope

- 130,000 SF headquarters, manufacturing and distribution facility

Jackson Cross Partners Resources and Expertise

- Project Management
- Transaction Management
- Financing
- Development Services

