

Selected Transactions

“Barna Caplan Team”

Automated Packaging Systems, Inc.



600 Mondial Parkway
Streetsboro, Ohio

Automated Packaging Systems, Inc. recently acquired the former Playtex complex located at 600 Mondial Parkway in Streetsboro, Ohio. This 173,315 sf facility built in 1995 is situated on 32 acres and is equipped with above standard manufacturing amenities. The original asking price for the complex was \$8,145,805.00 and had been on market for almost 3 years. As Exclusive Agent for Automated Packaging, our national site search commenced in November, 2009 with an initial list of 44 properties in 22 states followed by site visits to 10 locations in 5 states.

Total Consideration - \$5,225,726.00.

Avery Dennison



8080 Norton Parkway
Mentor, Ohio

Our team in conjunction with Cushman & Wakefield of California exclusively represented the Rolled Materials Worldwide and Fason North America Division of Avery Dennison in the site selection and construction of a 220,000 sf, 4-story office tower, research laboratory, pilot coder facility and international headquarters located in Newell Preserve, Mentor, Ohio. The project team also facilitated negotiations and incentives at the City, County and State level. The final project was financed and is owned by the Cleveland-Cuyahoga County Port Authority and leased utilizing a synthetic lease arrangement to Avery Dennison.

Total Consideration - \$60,000,000.00+

HJB Holdings, LLC



17820-17830 Englewood Road
Middleburg Hts., Ohio

This investment transaction involved the sale of two (2) high image multi-tenant developments know as the Hadley Business Campus and Englewood Center. The portfolio was comprised of eight (8) buildings totaling 294,164 sf on 23 acres. Additionally, the offering was 94% occupied with multiple tenants (46) with short-term leases (2-5 years) and the upcoming lease turnover was a major concern. Within a relatively short timeframe, we secured an investor from California that was confident in our ability to continue to lease and manage both developments with above standard results.

Total Consideration - \$13,200,000.00



6909 Engle Road
Middleburg Hts., Ohio



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Orix Capital Markets



2242-2272 Pinnacle Parkway
Twinsburg, Ohio

We exclusively represented Orix Capital Markets in the investment sale of two (2) – 27,000 sf, multi-tenant office/warehouse buildings located at 2242-2272 Pinnacle Parkway, Twinsburg, Ohio. The masonry buildings were constructed in 1998 and 50% leased at the time of sale. The property was purchased by Premier Development Partners, LLC, a local/regional developer. Our team was immediately engaged to market the balance of the space which is currently 95% occupied within 6 months from the acquisition date.

Total Consideration - \$1,150,000.00.

AIC Ventures



1790 Miller Parkway
Streetsboro, Ohio

We exclusively represented AIC Ventures in the disposition of the former Sperro Lighting facility located at 1790 Miller Parkway, Streetsboro, Ohio. This feature-rich manufacturing complex totaled 67,030 sf on 11.24 acres and was purchased by Laser Xpedited. Our team was one of three brokerage companies to compete for the assignment. The successful completion of this assignment was a direct result of executing a definitive marketing campaign combined with ownership communication. AIC Ventures is one of the leading providers of office and industrial sale lease back financing solutions.

Total Consideration - \$2,250,000.00.

Viking Corporate Centre



31200 Solon Road
Solon, Ohio

We recently represented a west coast investor in the acquisition of Viking Corporate Centre. This two (2) building, high-image, multi-tenant development totals approximately 94,345 sf on 10 acres and was constructed in 1990. The property was not active on market. However, as result of real time market knowledge combined with a thorough understanding of our investors threshold and ability to perform a transaction was consummated within an extremely short time frame.

Total Consideration - \$3,600,000.00.

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Starland Investment Company



38683 Taylor Parkway
North Ridgeville, Ohio

We exclusively represented Starland Investment Company in the sale of an approximately 66,724 sf commercial complex on 7.9 acres to Rhenium Alloys, Inc. Our primary challenge was that this unique offering was comprised of 82% office buildout and located within a well-established industrial sector of a rural sub-market.

Total Consideration - \$2,138,650.00.

Premier Development Partners, LLC



12117 Bennington Avenue
Cleveland, Ohio

We exclusively represented Premier Manufacturing Company in the sale of their approximately 200,173 sf three (3) building industrial complex on 12.3 acres to Premier Development Partners, LLC. This investment/re-development acquisition included a partial lease-back as well as ample land for a “built to suit”. The property is located within the City of Cleveland. Premier Development Partners, LLC are experts at adding value by repositioning under utilized assets within an otherwise prosperous market segment.

Total Consideration - \$1,150,000.00.

Norfolk Southern Corporation



5800 Sterling Avenue
Maple Heights, Ohio

We exclusively represented Norfolk Southern Corporation in the acquisition of the heavy manufacturing metal processing plant owned by BCS Industries, headquartered in Memphis, Tennessee. The multi-building complex totals approximately 170,000 sf on 21.52 acres and was in sub-standard condition at the time of sale. This was a strategic acquisition for Norfolk Southern Corporation as the property was a key component in the expansion of their intermodal located in Maple Heights, Ohio. We were successful in consummating the transaction without disclosing the buyer or its intended use. Our approach to this assignment saved our client approximately 60% in acquisition costs as compared to their initial expansion within the City of Maple Heights.

Total Consideration - \$3,500,000.00.

“Additional information shall be provided upon request”

