

SUCCESS STORY

Food Manufacturer

HANOVER, MD

Aligning a real estate strategy with operational growth in a challenging industrial market

CLIENT OBJECTIVES

A food manufacturing company in the BWI/Anne Arundel submarket engaged Cresa to help navigate multiple lease expirations, increased space needs, and rising market rents. The client required a forward-looking strategy to secure additional capacity while maintaining financial flexibility.

STRATEGIC PLANNING

Cresa's team of advisors collaborated with the client and Cresa's Lease Audit team to evaluate market dynamics and build a financial case for the ideal path forward. By leveraging analytics and targeted market data, the team was able to craft a compelling negotiation strategy in a tightening industrial environment. This approach supported not only the client's expansion needs, but also aligned the lease structure with their broader Strategic Real Estate Plan.

RESULTS

- Flexible Lease Terms: Structured to support growth and future operational needs
- Facility Improvements: Secured funds for enhancements to the newly leased space
- Data-Driven Strategy: Used market analytics to guide negotiations and decision-making
- Financial Oversight: Lease Audit team provided modeling support throughout the process

PROJECT HIGHLIGHTS



BWI/Anne
Arundel

Submarket



169,464 SF

Space

PROJECT TEAM



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