

Acorn Paper Products Company

2301 West Commerce Street
Dallas, TX

Negotiating Flexible Lease Terms in an Extremely Competitive Industrial Market



Client Objectives

Acorn Paper Products is one of the largest independent packaging and janitorial/sanitary supply companies in the United States. Having one of the largest inventories of stock corrugated boxes, they also manufacture a wide range of custom packaging and point of purchase display solutions for a variety of industries.

Acorn Paper approached Cresa late in 2020 with a desire to explore industrial options and establish an operation in Dallas-Fort Worth to complement their facilities in Southern California. With location, size and a flexible term being essential, the Cresa Team knew it would be challenging to uncover the correct opportunity due to high-industrial demand throughout the DFW market.

Actions

After an initial conversation, Cresa immediately prepared options that would fulfill Acorn Paper's real estate and financial requirements. Within a couple weeks of touring sites in early 2021, potential options were short-listed and toured by Acorn Paper executives.

With high-demand impacting the process, lease negotiations commenced soon after a site was selected. Unfortunately negotiations were interrupted and the Team needed to immediately pivot back to the market to locate an alternative option suitable for Acorn Paper.

Results

After examining over 25 options throughout DFW, Acorn Paper and Cresa were able to find an ideal facility that met the necessary location requirements which offered close proximity to highways and customers. Cresa successfully negotiated an under-market rent along with a short-term lease and a spec office built-out. Such terms have proved to be challenging even for Fortune 50 industrial companies throughout Dallas-Fort Worth.



Property Size
175,000 SF



Lease Term
Flexible Short-Term



Services Provided
Transaction Management,
Site Selection, and Financial Analysis

“ Alex worked tirelessly to find the ideal options for our business in a very tight market and under an extremely shortened timeline. He knew the market and where we needed to go to find the best solution. But what surprised me the most about working with Alex was his dedication and efforts to drive the deal through lease execution, he was a true advocate and partner to our business all the way through the process.

David Doherty
Chief Strategy Officer,
Oak Paper Products Co. Inc.