

# Quest Window Systems, Inc.

## Garland, TX

Establishing a U.S. Manufacturing Headquarter



### Client Objectives

Quest Window Systems, Inc. is the international manufacturing leader of an advanced unitized window wall system used in the development of high-rise, multi-residential projects. Quest Window Systems was founded in Toronto, Ontario and employs over 600 employees across all locations.

In 2018, due to the challenge of fulfilling surplus business purely out of the Canadian facility, Quest Window Systems decided to expand its operations to the United States and open a new U.S. Headquarter.

### Actions

With Cresa's assistance, Quest Window Systems evaluated potential real estate options in the Dallas/Fort Worth market and alternative cities throughout the U.S. Cresa's consulting team was engaged to negotiate state and city tax incentives, and to evaluate the workforce Quest Window Systems could anticipate hiring in each location.

Strategic planning assisted Quest Window Systems to focus in on the Jupiter Miller Business Center in Garland, Texas, which provided easy accessibility to 300+ new hires, strong tax incentives, and excellent visibility to enhance Quest Window Systems' brand.

### Results

Quest Window Systems signed a flexible lease for a 329,000 square-foot building and Cresa negotiated lease terms resulting in a significant cost savings with additional concessions to include an impressive tenant improvement allowance along with several months of free rent.



**Space Size**  
329,000 RSF



**Industry**  
Industrial Manufacturing



**Services Provided**  
Transaction Management  
Investment Banking  
Location Strategy & Economic Incentives



"Cresa's full service offering, knowledge, and tailored project plan ensured Quest's best interests were at the forefront during the transaction, and helped get us to a successful outcome. They kept us honest and comfortable throughout the whole process, and were always two steps ahead. We look forward to the next opportunity to work with Brent, Alex, and the rest of the team."

Kevin Cosgrove,  
Chief Financial Officer

# Quest Window Systems, Inc.

## Mississauga, ON Canada

Working against time to secure industrial expansion space in a market with 1% vacancy or less



### Client Objectives

Quest Window Systems, Inc. is the international manufacturing leader of an advanced unitized window wall system used in the development of high-rise, multi-residential projects. Quest Window Systems was founded in Toronto, Ontario and employs over 600 employees across all locations.

In Q2 2019, Quest Windows Systems was in need of a 40,000 square-foot expansion space in the Toronto market to accommodate the production of a rapid increase in customer orders. In order maintain their high-level of efficient customer service and logistics, the lease needed to be executed within a four-month period for the site to ready by start of 2020.

### Actions

Quest Window Systems' CFO initially contacted their Cresa account manager, based in Dallas, who in turn introduced Cresa's local Toronto Team. Within 48 hours, the entire Cresa Team engaged with Quest Windows Systems to quickly review scope and timeline. Within two weeks of the initial request, Quest Windows Systems reviewed potential available options and was touring sites in Mississauga. Collaboratively, Quest Windows Systems and Cresa shortlisted two sites, and sent LOIs in order to quickly enter the lease negotiation process.

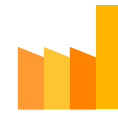
### Results

Cresa secured a 3-year lease to run coterminous with two of Quest Window Systems' existing neighboring facilities. Despite the landlord making few concessions, Cresa ensured that modifications to the site could be made, which included enlarging a standard-sized dock door in order to accept larger product.

Quest Window Systems began utilizing the facility in January of 2020.



**Space Size**  
40,000 RSF



**Industry**  
Industrial  
Manufacturing



**Services Provided**  
Transaction Management  
Site Selection



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