



CASE STUDY



After consolidating two closed manufacturing facilities into its McDonough, Georgia plant, the world's largest manufacturer of gasoline engines for outdoor power equipment employed a strategy to acquire a nearby regional distribution center to store components and finished goods.

THE CHALLENGE

When Milwaukee, Wisconsin based Briggs & Stratton Corporation decided to consolidate two plants into its McDonough, Georgia manufacturing facility, the company turned to Adam Richards to locate an 800,000 square foot distribution center in close proximity to store increased levels of finished goods and manufacturing components.

OUR APPROACH

Mindful of Briggs & Stratton's desire to identify a facility close to the manufacturing plant, our specialized Tenant Representation team immediately went to work, developing a project scope, identifying available bulk distribution buildings in the South Atlanta submarket, evaluating drive time from the plant to each facility, crafting RFP's for the shortlisted buildings and completing a thorough financial analysis for each alternative. Additionally, our incentives team worked with Economic Development officials in Henry County to evaluate possible incentives and to expedite the permitting and construction timeline.

THE OUTCOME

Briggs and Stratton leased approximately 800,000 square feet in a newly constructed building less than one mile from its manufacturing plant. Since the initial transaction, Briggs & Stratton has worked with Adam Richards to expand the leased premises along with seasonal short term space in close proximity to the distribution center.



Founded in 2013 by Adam Richards, Tyler Fann and Bob Burdell, Reliant Real Estate Partners' principals have 40+ years of combined experience in the Atlanta commercial real estate industry, having been involved in all aspects of real estate ownership, brokerage, development and property management. Since 2000, Our team has been involved in more than 20 million square feet of real estate transactions totaling over \$1 billion.

TRANSACTION HIGHLIGHTS

- Client: Briggs & Stratton Corporation
NYSE: BGG
- Southeast Regional Distribution Center
- McDonough, Georgia (Metropolitan Atlanta)
- 800,000 Square Feet
- Pre-Completion Lease and Building Expansion

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