



CASE STUDY



THE CHALLENGE

When the world's largest temperature-controlled warehousing company wanted to derive income from one of its largest assets within the company, Americold turned to Bob Burdell with Reliant Real Estate Partners, LLC.

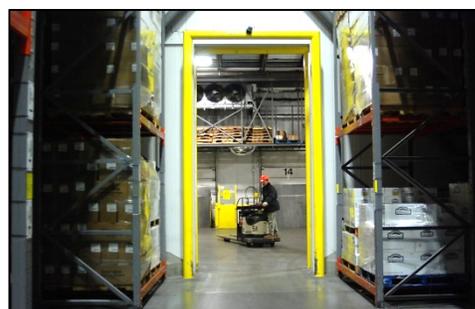
OUR APPROACH

Knowing that the cost to retrofit Americold's facility would be both expensive and time consuming, Bob Burdell and his team went to work to locate a long term tenant to occupy approximately half of Americold's 545,000 square foot facility on Xavier Drive in Atlanta.

THE OUTCOME

After a thorough analysis of the type of tenant desired for the space, Bob Burdell was able to locate a food distribution company from Florida to lease up to half of the 545,000 square foot facility for a ten year term, with a net lease value of \$7,200,000. Additionally, Mr. Burdell negotiated the complete refrigeration replacement of the front half of the facility, adding tremendous residual value to the property.

Americold is the global leader in temperature-controlled warehousing and logistics to the food industry, offering the most comprehensive warehousing, transportation, and logistics solutions in the world. Based in Atlanta, Georgia, Americold owns and operates over 182 temperature-controlled warehouses in the United States, Australia, New Zealand, China, Argentina, and Canada. Americold possesses the largest cold storage network with a total capacity of over 1.1 billion cubic feet of storage. Americold's warehouses are an integral part of the supply chain connecting food producers, processors, distributors and retailers to the end consumer.



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: Americold
- Temperature Controlled Food Distribution Facility.
- Lease
- Atlanta, Georgia (Metropolitan Atlanta)
- Approximately 273,000 Square Feet

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