

# CASE STUDY: TENANT REPRESENTATION



**CLEVELAND, OH**  
**1.3M SF**



**350,000 SF**

Lease with Expansion Options

**1.3M SF**

Full-Building Expansion

**Consolidation**

Warehouse & Manufacturing

**Tax Credits**

Ohio Job Creation

## OUR JOB

Analyze and forecast real estate needs of GOJO Industries. Find a 350,000+ SF facility to accommodate the manufacturing and distribution functions of the company.

## CHALLENGE

**Scarce availability of facilities that size. Client wanted flexibility in planning for an uncertain future.** The client had an immediate obligation for a large space, but also wanted to be prepared for a future they couldn't entirely predict.

## SOLUTION

**Focus on a space that allowed for expansion and seek out opportunities for consolidation.** After a thorough multi-state market search, Terry presented GOJO the former Rubbermaid world headquarters in Wooster, Ohio. Not only were the space requirements met, but the facility included a compact racking system with ceiling heights of 60 to 80 feet, a rare amenity that GOJO could utilize for its AS/AR system. Terry convinced GOJO that opening a manufacturing and distribution center in Wooster would suit their immediate requirement of 350,000 SF, accommodate their future growth, and accrue incentives from the city for their creation of local jobs.

## RESULT

**Success.** Terry negotiated a 350,000+ SF immediate lease with the landlord, InSite Realty, with multiple expansion options throughout the term of the lease. In 2015, GOJO expanded into the remainder of the building for a total of 1.3M SF to manufacture its own injection and blow molding as well as distribution. With this lease, GOJO successfully consolidated its inventory from five facilities throughout Northeast Ohio to one location conveniently placed right next to their manufacturing plant. They also obtained an Ohio Job Creation Tax Credit for the 200+ people they plan to hire.

*"What do you do when your company is growing, but the future isn't yet certain? In this case, we worked to win an arrangement that allowed GOJO to immediately solve its need for space, but also provided a path for expansion with ease. When you attain success, you ought to be able to enjoy it, instead of being more stressed with the problems that success brings. We were able to plan for GOJO's growth while hedging their bets by not jumping in too deep." - Terry Coyne*

Terry Coyne (SIOR, CCIM) is a full-service commercial real estate broker in Cleveland. As part of Newmark Knight Frank, Terry has provided real estate solutions for Northeast Ohio since 1995. He's consistently a top broker nationwide. Contact Terry at: [tcoyne@ngkf.com](mailto:tcoyne@ngkf.com)

