

MDSi

Alpharetta, GA
Allentown, PA

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(Transaction Management)

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(Project Management)

Expansion & Sublease of Warehouse Space



6185 Shiloh Crossing, Alpharetta, GA

Client Objectives

MDSi occupied three buildings totaling approximately 130,000 SF in North Atlanta. They needed to expand their footprint to support company growth across their supply chain and technical services offerings. Along with the expansion, MDSi wanted to sublease their secondary 24,064 SF warehouse in North Atlanta that would be consolidated into the new, larger facility. MDSi also needed to locate a 40,000 SF warehouse in Allentown, PA to support customers in the NE.



Space

Expansion: 86,660 SF
Sublease: 24,064 SF
Expansion: 40,000 SF

Results

- MDSi signed a 86,660 SF lease to expand its operations into a new, first generation space just a half mile from it's headquarters space.
- The building was large enough to handle the strong project growth of MDSi.
- The lease term negotiated was five years with favorable concessions including free rent and a substantial tenant improvement package to customize the build out of the space.
- Cresa's Project Management team provided site evaluation, assistance with test fits, and construction cost estimating, as well as design, construction, warehouse establishment, and relocation services.
- Cresa subleased the 24,064 SF secondary warehouse space to a creditworthy subtenant that occupied right after MDSi vacated. The subtenant occupied the space for the remainder of the master lease term which saved MDSi approximately \$275,000 of rental payments.
- Cresa Atlanta partnered with their Philly office to locate a 40,000 SF, short term lease in Allentown. This gave MDSi the flexibility they needed for future growth.



Industry

Technology & Logistics



Savings

\$275,000