

Lexmark International Distribution Center

(Acquisition Case Study)



Seymour, IN

Building Square Footage

600,000 SF

Transaction Timing

6 months

Transaction Value

\$14,900,000

Responsibilities

Acquisition

Client

Lexmark International
(an IBM Company)

Acquisition Overview

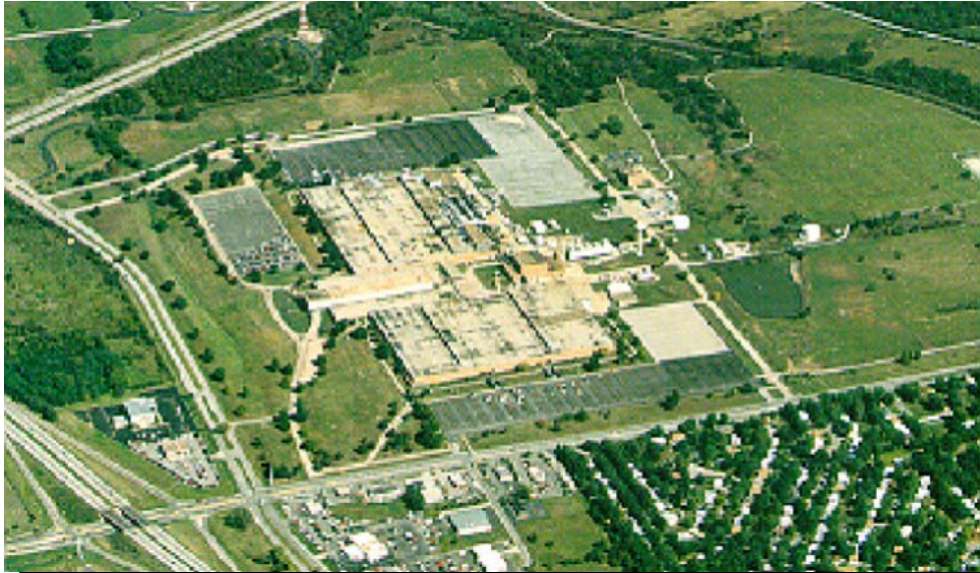
CSG conducted labor and logistical studies to help replace labor costs in addition to site selection and \$64.3 million incentives package.



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Lucent Technologies Clean-Room Campus

(Acquisition Case Study)



Kansas City, MO

Building Square Footage

1,314,000 SF

Transaction Timing

10 months

Transaction Value

\$50,000,000

Responsibilities

Acquisition

Client

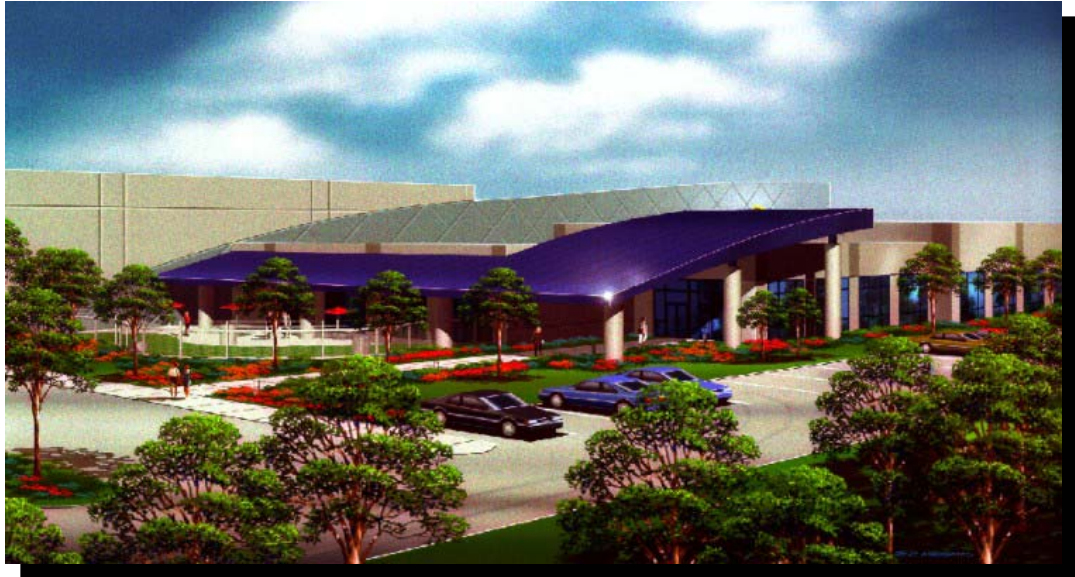
Lucent Technologies

Acquisition Overview

The Alliance team handled acquisitions for 14 major corporate relocations in the complex.

E-Toys Distribution Center

(Acquisition Case Study)



Danville, VA

Building Square Footage

70,000 SF and 161 Acres

Transaction Timing

7 months

Transaction Value

\$28,000,000

Responsibilities

Acquisition

Client

E-Toys

Acquisition Overview

The assignment entails figuring out how to finance a dot-com credit losing \$30 million per quarter, and finishing a building on rocky terrain with \$5+ million of excavating costs impacting the budget and all in a compressed time schedule.



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