

“They went well beyond what I expected. They took the hassle out of finding the space we needed...”

~ Bill Biancaniello, General Manager



Flextronics International, USA, Inc.

Flextronic’s desire was to design, build and acquire a state-of-the-art contract manufacturing campus as close to the Telecom Corridor in North Texas as possible.

The Challenge:

- 125 acres desired project size, therefore primary sites available had multiple ownership or developer seeking build-to-suit opportunities
- Desired municipalities with triple freeport exemption and a desire to offer tax incentives for both personal and real property taxes

Key Services:

- Strategic planning, market research, site selection
- Lease and purchase negotiations, financial analysis, tax consulting
- Consulting on project management, facility management
- Architectural and space planning, construction management

Size: 1,500,000 square feet

Value:

- Created strategy for short-term expansion and long-term corporate campus development
- Convinced five different property owners to sell properties, with two being developers, desirous to build final product
- Successful in negotiating 10 year 50% tax abatement on all real and personal property taxes
- Overall savings equated to roughly \$15,000,000
- Real estate team awarded William C. Jennings “Lone Star Award” from Texas Association of Realtors for the Best Commercial Real Estate Transaction in the State

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