

**Client**

Bacardi USA, Inc.

**Landlord**

Pattillo Industrial Real Estate

**Situation**

Bacardi has entrusted Wayne Schuchts and Ed Lyden to provide brokerage services for 10+ years. For 20 years Bacardi leased in the same building. This 50-year-old building had significant safety and logistics challenges. Bacardi leased a new 351,000 square foot “build to suit” facility in Jacksonville, FL to house their new US Distribution Center. StarCap personnel (while employed with Avison Young) represented the world’s largest privately owned spirit company throughout the process with our project management team, developer, general contractor and architect having weekly meetings.

The lease was executed in February 2021, when many companies and supply chains were seriously impacted by the COVID-19 epidemic. The sprinkler code was changed after lease signing, creating a huge challenge. More stringent fire sprinkler requirements for flammable liquid storage were implemented.

**Process**

Our highly experienced project management team, engaged fire protection engineers, racking companies, tenant improvement contractors and low voltage contractors to help maneuver through the disruptions and provided creative solutions to ultimately achieve a positive outcome for Bacardi.

**Results**

The end result was a class A facility that met the client’s goal of a highly efficient, cost effective, work environment allowing it to compete for quality employees in a marketplace dominated by Amazon with over 7,000 local hires. In virtually the same size space previously occupied, Bacardi is able to handle approximately 50% more cases. The cost per pallet was significantly reduced.