



SuperValu Inc.

In response to a customer's shifting needs, one of the nation's largest grocery wholesalers made a cool move: selling a facility's excess capacity while keeping operational a valuable portion of the asset — its refrigeration space.

The Challenge

When SuperValu Inc., a leader in grocery distribution and logistics — and a major retailer as well — needed to divest itself of a portion of a distribution property rendered nonessential because of a change in a customer's business, the company worked with First Industrial Realty Trust to execute the multi-faceted assignment.

Our Approach

After evaluating the 527,000 sf. distribution facility and fairly assessing value, First Industrial implemented a sale leaseback solution that involved acquiring the Aberdeen, Md., property and leasing back to the company 180,000 sf. — of which 130,000 sf. was the refrigeration space SuperValu wanted to retain for ongoing operations.

In addition to monetizing the remaining 345,000 sf. of the facility, First Industrial took off the company's hands some 20 acres of excess land, along with the considerable task of subdividing it, obtaining approvals for further development and other tasks required to market the property to other users.

The Outcome

SuperValu, the product lifeline for more than 4,000 grocery retailers and a company grounded in a history of innovation, benefited from an adroit real estate transaction that not only made it possible to retain mission-critical space — but remove unproductive assets from its balance sheet as well.

Development
Acquisition
Multi-Market
→ **Sale Leaseback**



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