



Quantum Foods, Inc.

Seeking to raise capital to support its growth objectives, the nation's largest producer of portion-control steaks used a multi-property sale leaseback to monetize its industrial real estate portfolio — and beef up its financial position.

The Challenge

Continuing on a growth path that saw annual sales rise from \$100 million to more than \$400 million in the last 10 years, Quantum Foods wanted to free up capital by tapping the value of its industrial real estate — four buildings totaling 612,000 sf. in Illinois and California — and do it in one streamlined transaction.

Our Approach

With local market experts on the ground in both regions, First Industrial's team worked with Quantum to evaluate its freezer/cooler food processing facilities — three in Bolingbrook, Ill., and one in Los Angeles — and brought to the table a level of experience in acquiring highly specialized product types that helped ensure the company's desired closing date was met.

First Industrial bought the four properties, all critical facilities, and leased them back to Quantum under long-term leases that will enable the company to continue serving up precision-cut steaks to an expanding global customer base of restaurant chains, supermarkets, cruise ships and the U.S. Military.

The Outcome

By employing an innovative real estate solution that converted its brick-and-mortar assets into capital without disrupting operations, Quantum Foods now has the financial flexibility to meet key business objectives while maintaining a tradition of quality and customer service that's a cut above the competition.

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



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