



Robert T Canter

Managing Partner

Commercial Real Estate Experience

Short List of Major companies represented in CRE:

First Industrial REIT, BP/Amoco Corp., BASF, Novartis, 3M, Coca Cola, Toys R Us, Digital Equipment Corp. (DEC), American Trading & Production Co., Unilever, DHL Couriers, Comdisco, Inc., J.C. Penney, Vistar/VSA (Vendors Supply of America), Duplex Products, Inc. John Harland Company, Lennox Industries, Thompson CFS Components Corporation, Denon America, Suburban Propane, Estee Candy MfG., Arco Architectural Products, Comdisco, LP Thebalt,

Ownership/Managing Partner

520,000 sq. ft. Industrial within Mixed Use Business Park (divested)

10,000 sq.ft. Retail Banking locations (divested)

Equity Partner in 120 acre Industrial Development (divested)

Property Management/Managing & Leasing Agent

1.7 Million Sq. Ft. Industrial Park: **Responsibilities:** Marketing, leasing, lease negotiations, lender communication and servicing, broker and tenant relations, 3rd party vendor hiring for property services, budgeting, P&L reporting, State and Local jurisdictional relations, including local tax assessor, zoning, building permits, and issuance of certificates of occupancy. Represented ownership's interest in several tenant bankruptcies occurrences in early 1990's.

Kept Occupancy levels at near 100% for 6 years 1984-1990; average vacancy over ten years was 10% 1984-1994

40,000 sq. ft. Multi-tenant Office Buildings, which ownership acquired through foreclosure...75% completed. Responsibilities: Same as above, including being the general contractor to finish building construction. Successfully brought buildings to 95% occupancy during the early 1990's real estate collapse.

Brokerage Service Highlights

- ✓ **Sold or leased** over **10 Million sq.ft.** of industrial and office space.

- ✓ **Instrumental** in the sale of local major industrial owner's portfolio of **1.7 million sq. ft. that consisted of 48 individual properties with different ownership structures for the properties to First Industrial Realty Trust for \$105 Million.** The transaction included 190 acres of vacant land. The transaction was the largest single deal in NJ and the Largest Industrial deal in the United States at the time.

The sale was complex in deal structure as it was an UPREIT transaction (tax free exchange for partnership units within the REIT). The sale required substantial environmental expertise, multi-market knowledge to evaluate pricing of the individual properties and the vacant land. In addition the buyer required in-depth market information for all property locations to get a solid understanding of the submarkets that would have properties in competition with the properties they would be acquiring. The transaction also required we provide the buyer with local quality and trusted sub-contractors such as soil engineers, structural and roof engineers that could be deployed quickly to provide buyer with timely reports. **The entire transaction was completed from start to finish in 9 months.**

- ✓ **Represented** over 1 million sq. ft in Morris County NJ of Industrial Space within the three (3) largest parks in the County, all with separate ownership and various stages of finished development.

- ✓ **Completed** the first ever large Industrial Condo sale in NJ of 55,000 sq ft within a 110,000 sq.ft. newly constructed building for \$40 psf. Buyer was an Asian Importer of household accessories manufactured in Mainland China. This transaction allowed ownership to complete construction of the building and park.

- ✓ **Transactional adviser** for a Build-to-Suit industrial-assembly facility for major German Cooling Tower manufacturer. This during the early 1990's real estate collapse. Instrumental in designing deal structure enabling the project to obtain construction and permanent mortgage financing for a special purpose assembly building of 55,000 sq. ft.

- ✓ **Responsible** for lender relations between ownership and primary construction lender providing market updates and leasing activity reports for all three (3) developments.

- ✓ **Sold** 5 acre site with Highway frontage to be developed for two principal structures, a 70,000 sq.ft 4 story office building and a TGIFriday's Restaurant...successfully helped buyer get zoning

variance approval, by providing expert testimony for the site plan application.

- ✓ **Managed** full service brokerage office of 10 commercial agents for a National Real Estate Brokerage Company, becoming the number one office in revenue of the three in the State.

Representative Properties that Bob was involved as Managing Agent-Equity Partner

Fox Hill Park Parsippany NJ
1.7 Million Sq. Ft. Total

81,000 sq.ft



88,000 sq.ft.



71,000 sq. ft



44,000 sq. ft.



67,000 sq. ft



105,000 sq.ft.



Representative Deals

Office and Industrial

40,000 sq. ft.
Multi-Tenant Office



140,000 sq.ft.
Coca Cola Distribution Center



70,000 sq. ft
Rockaway Bedding HQ

