

Business Park Capabilities – *JOSE I. JUNCADILLA*

THE “BLACKSTONE” FACILITY

PRODUCT TYPE:
HEADQUARTERS OFFICE / WAREHOUSE

PROJECT SIZE:
270,000 SF



Description: 270,000 SF facility built within Miami International Business Center (MIBP). The building was built for single-user Blackstone Calling Cards. Prior to taking occupancy of their custom built facility, Blackstone defaulted on the lease with their landlord, WP Carey. The building consists of a three-story, 50,000 SF/floor – 150,000 SF office building connected to two pods of 60,000 SF of warehouse on each side.

Responsibilities/position: WP Carey listed the facility with Mr. Juncadella and Lee Katsikos, both senior brokers. Responsible for the marketing campaign, repositioning concept for academic use since the location of this type of building, the amount of office and the type of warehouse was obsolete for its market. The repositioning concept worked and received serious interest from multiple colleges and trade schools. Negotiated with Miami-Dade School Board and Miami-Dade Community College, which ultimately purchased the facility for \$20.5 million and opened their west campus there.

