

Business Park Capabilities – JOSE I. JUNCADELLA

RYDER SYSTEM, INC.

PRODUCT TYPE:

OFFICE HEADQUARTERS / LAND SALE

PROJECT SIZE:

- I . 233,000 SF CORPORATE HEADQUARTERS BTS – S.FL SEARCH
- II . 46 ACRE, 420,000 SF BUILDING SALE, SALE OF RYDER DAY CARE AND RYDER ELEMENTARY



Description: 233,000 BTS for Ryder System Headquarters, sale of 420,000 SF facilities on 46 acres of land. Sale of Ryder Elementary and Day Care Centers.

Responsibilities/position: Ryder System's exclusive South Florida broker. Represented Ryder System in all their corporate office requirements over a period of 18 years and handled the sale of land surrounding their headquarters. Represented Ryder in their South Florida search for new corporate headquarters. Responsible for the relocation analysis and demographic studies of their present and future workforce. Analyzed over 20 alternatives and negotiated their BTS lease for 233,000 SF at Flagler Station. Participated in all design meetings and governmental incentives negotiations. Represented Ryder in the sale of their prior corporate headquarters consisting of a 420,000 SF facility on 46 acres of land. Was able to sell property for over \$6 million of what was their projected sales price by strategically marketing the property to residential instead of commercial developers. In addition, sold their existing Ryder Elementary and Ryder Day Care Center.

