

# Complex Sale- Leaseback

## Strengthens St. Louis Manufacturing Hub

CASE STUDY



### THE CHALLENGE

Hydromat, Inc., a long-standing leader in advanced manufacturing and one of St. Louis's largest employers, sought to strategically reposition part of its Maryland Heights campus. The company needed to unlock capital through a sale while retaining operational control of its facility, ensuring stability for employees and ongoing production.

The complexity of the assignment was clear: attract competitive offers in a challenging market, negotiate a structure that met both short- and long-term needs, and identify a buyer who would become not only a landlord but also a strong neighbor within the Hydromat campus.



ADDRESS | 11640 Adie Road  
Maryland Heights, MO 63043



PROJECT TYPE | Manufacturing



SQUARE FOOTAGE | 35,041 SF



OWNER/SELLER | Hydromat, Inc.



SELLER REP BROKER | Gary Parker, Intelica



BUYER REP BROKER | Dan Flaiz, McKelvey Properties



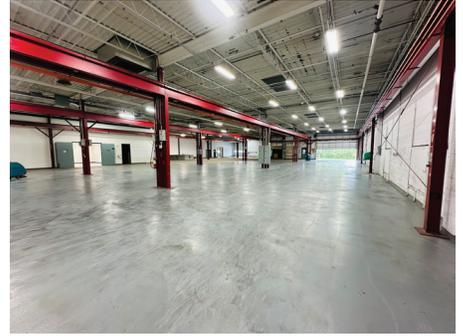
CIVIL ENGINEER | Gabe DuBois, THD



LEGAL | Barry Haith, Stinson LLP

## THE INTELICA SOLUTION

Led by Gary Parker, Intelica structured and managed the process with precision, leveraging decades of trusted advisory work with Hydromat. The deal combined multiple layers, sale, partial leaseback, and cross-access agreement, into a seamless transaction.



- **Brokerage Services:** Gary Parker, Founder of Intelica, represented Hydromat and generated multiple competitive offers, a rare achievement in today's market.
- **Buyer Match:** StreamTech Engineering was selected as the purchaser, aligning as both a strategic neighbor and a financially strong partner.
- **Deal Structuring:** Intelica negotiated a sale with a partial leaseback, creating new revenue for StreamTech while meeting Hydromat's operational requirements.
- **Value Preservation:** A cross-access agreement was structured to preserve and enhance the long-term value of both parcels.
- **Team Coordination:** Civil engineering by THD (Gabe DuBois) and legal guidance from Stinson LLP (Barry Haith) ensured a smooth process.

## TRANSACTION TIMELINE



**Brought to Market**  
Mid-May 2024



**Under Contract**  
June 2024



**Closed**  
First Week September 2024



**Occupancy at Closing**  
100%  
(Seller-Occupied Portion +  
Buyer-Retained Portion)

## RESULTS

The property sold and closed on time following a process marked by friendly negotiations, upfront discussions, and collaboration across professional teams. Hydromat achieved its goal of releasing capital while maintaining operations in its facility, and StreamTech Engineering gained both an income-producing asset and a base within a thriving manufacturing hub.

The result underscores Intelica's ability to structure complex transactions that create value for all parties. For Hydromat, this deal continues a trusted, three-decade-long partnership with Gary Parker, strategic advisory that has consistently supported their growth and operational success.



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