

Trusted Advisory Leads to Strategic Headquarters Ownership

CASE STUDY

THE CHALLENGE

The pursuit of a long-term headquarters for Lawrence Fabric & Metal Structures came during a period of exceptionally tight industrial market conditions, with record-low vacancy and limited options in the desired submarket. The company's leadership was determined to remain close to their established workforce, making relocation boundaries narrow and viable alternatives scarce.

Compounding the challenge was a complex ownership and sale structure that required careful navigation and creative negotiation. Aligning the timing, financial expectations, and objectives of multiple parties demanded deep market insight, patience, and strategic guidance. The goal was to position the client for long-term stability while overcoming the constraints of both the market and the transaction's unique structure



ADDRESS | 3509 Tree Ct Industrial Blvd
St. Louis, MO 63122



PROJECT TYPE | Manufacturing/Industrial



SQUARE FOOTAGE | 66,736



BUYER/TENANT | Lawrence Fabric & Metal Structures



BUYER REP BROKER | Gary Parker, Intelica

THE INTELICA SOLUTION

Led by Intelica Co-founder and broker Gary Parker, a long-standing advisor and friend to the Lawrence team, the approach blended data-driven strategy with strong industry relationships:

- **COMPREHENSIVE SITE SELECTION & MARKET ANALYSIS** to evaluate options across the region
- **EMPLOYEE ZIP CODE & COMMUTE STUDY** to ensure accessibility and workforce retention
- **MULTIPLE PARALLEL TRANSACTIONS** — securing off-market ancillary warehouse space to enable operational flexibility
- **STRATEGIC GUIDANCE** throughout shifting market conditions
- **TRUSTED RELATIONSHIP MANAGEMENT** between seller-owners and tenant-owners
- **DEAL STRUCTURING** to successfully purchase their current headquarters while leasing nearby space for expansion



Intelica's depth of local knowledge and personal connection allowed the team to creatively maintain Lawrence's operational footprint, without risking disruption to their people or production.

RESULTS

Through a complex acquisition navigated with patience and precision, Lawrence Fabric & Metal Structures **purchased their 66,736 SF headquarters while also securing additional leased warehouse space nearby.**

- Continued investment in their employees and current location
- Full control of their manufacturing facility and future growth path
- Financial stability through ownership rather than escalating lease exposure
- The project wrapped with a successful closing on October 2, 2025. Exactly the long-term outcome Lawrence envisioned.

This headquarters acquisition reinforces what Intelica stands for; strategic execution built on trusted relationships. By combining creativity, market intelligence, and personal commitment, Intelica helped Lawrence secure not just a building, but their future.



Gary Parker, SIOR

Founding Principal

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