

## **Simmons Mattress**

BUILD TO SUIT

### **Project Outline**

Simmons Mattress required a new facility that would accommodate their needs for a state-of-the-art manufacturing and distribution system. The building was to be 150,000 square feet with 10,000 square feet of office. They needed a temperature controlled manufacturing area, upgraded lighting, complex electrical and air sources, and distribution capabilities. GVA Kidder Mathews' Doug Klein was selected by Simmons to assist in their relocation.

### **Services Provided**

- Vacant land survey/site analysis
- Improved property site analysis
- Lease financial analysis
- Site plan consultation
- Financial negotiation
- Construction management
- Analysis of tenant's needs

### **Results**

Prior to surveying the market, GVA Kidder Mathews spent the first month meeting with engineers and with Simmons' employees to develop a complete needs analysis. Every detail of their needs were known prior to searching the market. When this survey was completed, Simmons' and Doug Klein were able to effectively analyze all potential existing building and vacant land sites that were available. Four sites were selected and proposals were sent out. Each was analyzed using a spreadsheet that compared both the financial and non-financial features of each proposal. Interviews with each prospective developer were conducted and a new building from Panattoni Development was selected in Sumner. Terms were negotiated with an emphasis on heavy developer penalties for a late delivery. The project was completed on time and all of Simmons' goals were met.



**Simmons Mattress  
Rainier Park of Industry  
Sumner, Washington**