

## SUCCESS STORY

# SHORT-TERM DISTRIBUTION EXPANSION IN A CONSTRAINED MARKET

### TRANSACTION PROFILE

**Transaction Type:** Lease

**Building Type:** Distribution Warehouse

**Size:** ±89,600 SF



241 Corinna Drive  
Columbus, OH 43213

*“This facility gave us the right space, at the right time, in the right location and on the right terms. It allowed us to support a new customer seamlessly while maintaining alignment across our existing distribution footprint.”*

- Bob Parsons, Owner



### Project Overview

When Dismas Distribution Services secured a new customer account requiring immediate capacity expansion, the company needed a short-term industrial lease solution that could move quickly without disrupting the long-term structure of its existing two-facility portfolio. NAI Ohio Equities' Industrial Property Team identified and negotiated a ±89,000 SF lease at 241 Corinna Drive, part of the Columbus Works Commerce Center, securing a short term commitment at market-competitive rates in a landlord-favored environment. The deal was intentionally structured to align with Dismas' existing leases, delivering immediate operational capacity while preserving long-term portfolio flexibility.

### Challenges & Solutions

**Challenge:** Dismas Distribution had just secured a new account requiring immediate expansion capacity. Their two existing facilities shared lease expiration dates, making long-term commitments undesirable. The assignment required a short-term solution in a highly selective submarket where availability was limited and landlords were generally unwilling to offer shorter terms.

**Solution:** Our team conducted a targeted geographical search for quality industrial assets capable of supporting distribution operations while offering flexibility on lease structure. We identified 241 Corinna Drive as a strong candidate due to its scale, functionality, and market positioning — and successfully negotiated a shorter-term commitment at compelling market rates despite prevailing pressure for longer durations.

### Outcome

- Immediate capacity delivered to support a newly won customer
- Short-term lease achieved in a landlord-favored market
- Lease expirations aligned across all three Dismas locations, enabling future portfolio optimization
- Market-competitive economics, protecting margins while enabling growth