



## Cybex International, Inc.

An American manufacturing success story, this premium exercise equipment maker benefited from a development solution that cut the fat out of construction costs and delivered increased capacity to keep the company going strong.

### The Challenge

To meet demand for its innovative new strength and cardio-training machines, Cybex International turned to First Industrial Realty Trust to build a 340,000 sf. manufacturing headquarters in Owatonna, Minn. that would provide greatly increased capacity and expansion flexibility over its existing facility — and reinforce the company's steadfast commitment to American-made product.

### Our Approach

Drawing on extensive local market expertise and development experience, First Industrial's team helped Cybex reduce project costs by 25 percent through value engineering — including creating a more efficient design that fit a planned two-story office within the one-story construction shell — and by utilizing a competitive bidding process for general contractor and subcontractor services.

First Industrial also gave Cybex significant flexibility to accommodate future growth and evolving business objectives by providing an expansion option of 150,000 sf. additional manufacturing space; building a 3,500 sf. showroom that can double as an employee gym; and restructuring a long-term lease after Cybex expressed a desire to have the option to buy the facility upon completion.

### The Outcome

Replacing the 200,000 sf. building that has served as the company's main plant for a quarter of a century, Cybex gained a new high-tech manufacturing facility a full 70 percent larger to allow significantly stepped-up production — at a price tag that was millions of dollars less than the original budget.

#### Development

Acquisition  
Multi-Market  
Sale Leaseback



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