

SUCCESS STORIES

Ahern Agribusiness Corporate Headquarters

5501 Oberlin Drive, San Diego, CA

SUBMARKET

Sorrento Mesa

PRIOR HQ

Otay Mesa, 25+ Years

OPTIONS REVIEWED

20+ Properties

ASSET TYPE

Office / R&D

CHALLENGE

Ahern Agribusiness had occupied an industrial warehouse facility in Otay Mesa for more than 25 years. Although the existing offices were well improved for the submarket, the location created a lengthy commute for company principals living in north-central San Diego County and no longer projected the image they wanted for a corporate headquarters.

With facilities throughout Mexico and the United States, Ahern is a leader in the agribusiness industry specializing in seed development and hybrids. The assignment required a high-quality facility that could satisfy the company's specific space requirements while presenting the image and amenities appropriate for a successful, high-revenue corporate organization.

ACTION

The Voit team began with an in-depth discovery meeting at Ahern Agribusiness' existing headquarters. It quickly became clear that the company maintained an unusually high standard of office finish, which significantly narrowed the field of acceptable alternatives.

We developed a comprehensive survey of logical opportunities in Del Mar, Solana Beach, Torrey Pines, University Town Center, Sorrento Mesa, and surrounding north-central San Diego submarkets. The search included both traditional office and flex/R&D properties. Ahern strongly preferred a ground-floor location, easy access, and ideally no occupants directly above the premises.

Given the softer R&D and life science market conditions, we also evaluated high-quality projects traditionally designed for research, development, and life science users that could be repositioned effectively as a corporate headquarters.

Brian Mulvaney, SIOR CCIM | Josh West, SIOR

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RESULTS

After reviewing more than 20 alternatives on paper and touring more than a dozen properties, we identified several viable options. The final decision came down to one location in University Town Center and another in Sorrento Mesa.

Ahern selected the Sorrento Mesa property because it offered the best overall combination of image, accessibility, amenities, and functionality. The ground-floor premises provided convenient access without occupants above, while the project offered a professional corporate setting with a common-area meeting and conference center, an on-site café, and a quality fitness center.

The result was a headquarters location that better reflected Ahern Agribusiness' stature, improved convenience for its leadership team, and positioned the company in a high-quality north-central San Diego business environment.

TESTIMONIAL

"The Voit team worked diligently to meet all of our physical and locational requirements, which were very particular in nature. They did an exceptional job coordinating the property search, identification, negotiation, and ultimately the tenant improvements required prior to occupancy. They stayed involved through every step of the process and also assisted us with the disposition of our prior facilities in Otay Mesa, going out of their way to help us eliminate that financial burden. We will certainly use the Voit team for any other real estate needs we have in the United States. To this day, they continue to follow up on our occupancy, confirm that everything is going smoothly at the property, and offer assistance with anything else we may need. Their follow-up is incredible and greatly appreciated."

Roberto Hernandez, COO, Ahern Agribusiness

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