



MELVIN MARK

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Columbia Sportswear

The Situation

When Columbia Sportswear wanted to expand its Portland campus off of Hwy 26, it turned to three buildings adjacent to its footprint. The three buildings totaled 200,000 square feet and were owned by Electro Scientific Industries (ESI). The buildings were not on the market, however, so Columbia knew they needed a broker with experience.

Our Approach

They reached out to [Tim Parker](#), who evaluated the current market conditions, compiled sale prices for comparable properties, and researched the history and condition of each building.

After reviewing all research and financials, Tim helped Columbia prepare an offer to present to ESI. But after difficult and misleading communication from ESI's broker, the deal ultimately fell apart with no alternatives.

A few years later, ESI was bought by Massachusetts-based solutions company MKS Instruments. Tim noted the acquisition and reached back out to Columbia to see if they were still interested in the three ESI buildings. They were, so Tim repeated the process of research and communication between the two parties.

The Results

ESI ultimately agreed to sell the buildings for \$33M and Columbia Sportswear accepted. By understanding his client's long-term goals and with a willingness to follow up, Tim was able to help Columbia expand its campus.