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The Cascades at The Colony

THE COLONY, TX—Four companies have signed leases totaling 60,000 square feet at The Cascades at The Colony, a 100-acre master-planned community located along the State Highway 121 corridor.

Developed by Dallas-based Jackson-Shaw, The Cascades at the Colony includes a mix of office and industrial space, along with two Marriott-branded hotels and The Cascades Event Center, which opened in 2009. A two-acre park serves as the focal point of the development.

Jason Nunley, vice president of development for Jackson-Shaw, attributes the increased leasing activity to the partnership between the developer and The Colony Economic Development Corp. "The city has played an integral role in bringing tenants to The Cascades," he tells GlobeSt. "This is a relationship unlike any I've had with other municipalities. We have a team approach to pursue tenants."

Three new tenants signed leases for flex office and industrial space. Tuffronts, a manufacturer of pre-cut vending machine panels and supplies, committed to a five-year lease for 27,230 square feet. Similarly, Write Now! Office Products, an office supply distributors, signed a five-year lease for 15,500 square feet.

Schneider Optical, a German-based manufacturer of optical lenses, inked a five-year lease for 11,017 square feet for U.S. headquarters. The fourth tenant, Lakeland Marketing, a supplier of marketing supplies to the foodservice industry, signed a five-year lease for 8,000 square feet of office space.

The Cascades is exclusively represented by Burson Holman and Adam Hammack at CB Richard Ellis.

"The Cascades at The Colony has been a strategic tool for attracting businesses, jobs and new revenue sources to our community," says Keri Samford, director of economic development for The Colony Economic Development Corp. "We anticipate this activity will increase as our community grows."

Nunley says several of the recent leases signed at The Cascades have been supplemented with incentives from the City. "This is a perfect example of how an informal public-private partnership can work to the benefit of both parties," he contends. "We would not have experienced the level of success without the city's help. In these competitive times, having a municipality that will lock arms with you to creatively and aggressively pursue deals is invaluable."