

CASE STUDY



Challenge

- ✓ Intuity a 25,000-40,000 SF Flex Front w/ approx. of which ask for light manufacturing
- ✓ Air35k Conditioner
- ✓ Min 18-25 Clearance
- ✓ 600 Amps
- ✓ 4-5 Offices
- ✓ 1 Dock Hi



Action

- ✓ Narrowed down the ___ from 9 opportunities to 4 options in a market w/ > 3% vacant
- ✓ Created a computer lease environment between multiple and lands
- ✓ Engaged a project manager and their team to potential compressive analysis of a building systems and infrastructure
- ✓ PM assistance in accompanying all construction of stacks and using them to assist in NRG more landlord financial responsibilities



Result

- ✓ Received above market rental abatements & tenant improvement concessions
- ✓ Leased approx. 9,000 SF more at a approx. \$.20/SF less than the smaller facility
- ✓ Increasing landlord building responsibilities
- ✓ Not effective savings in excess of \$1,000,000



33,488 SF
NEW LEASE