

Success Story



Challenge

- ✓ Identify a 25,000 - 40,000 sf flex building for light manufacturing within a 1/2 radius from their existing facility
- ✓ Min 18-25 Clearance
- ✓ 600 Amps
- ✓ 4-5 Offices
- ✓ 1 Dock Hi



Action

- ✓ Narrowed down the options from 9 opportunities to 4 options in a market w/ > 3% vacant
- ✓ Created a competitive lease environment between multiple and landlords
- ✓ Engaged a project manager and their team to provide a compressive analysis of building systems and infrastructure



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
- ✓ Net effective savings in excess of \$1,000,000



LGM Pharma

PARTNER SMART.

33,488 SF

New Lease

Testimonial

"I utilized my relationship with Jeff Cebula of NAI/Merin Hunter Codman within the NAI network to identify a location for our specialized use. With very little inventory available, Mike Arnold founder of the Tenant Consulting Group at NAI along with his team did an outstanding job of creating the appropriate leverage to provide us with a perfect location and facility. Their innate ability to understand the current market opportunities both on and off the market, allowed us to simultaneously negotiate on multiple opportunities. This leverage, ultimately provided us with extremely favorable terms and conditions on our long-term lease commitment.

We cannot be more pleased with the level of service we were provided including, project management, deal comparison analysis, market evaluations and workplace strategies.

NAI will remain our service provider now and in the future!"

- Hamilton Lenox

Senior Vice President