Success Story

⚙ Challenge

- ✓ Orci was looking for ways to enhance their brand and image. Their building had recently sold, and the new landlord was also raising rents. Orci wanted to identify an opportunity that could accommodate growth, improve their image and brand, and reduce or maintain their expenses.

🏃 Action

- ✓ NAI met with the "C" Suite and determined a course of action to align Orci's goals with the current state of the market. NAI put a comprehensive team in place to evaluate workplace strategies that incorporated everything from How, Where, What, When, and Why the agency worked the way it does. Once we were able to ascertain these answers our team, which included Project Management, Architectural, and Legal representation, were able to implement a plan that had to be put into action in only 7 months

📋 Result

- ✓ We were able to lease an entire floor of 15,035 SF
- ✓ We were able to secure a 20% discount of the space we leased in the first year
- ✓ Received approximately $250,000 in rental abatement with the right to appropriate a portion of the abatement to additional TI if necessary
- ✓ Received approximately $1M in TI with the ability to convert a portion to "soft costs"
- ✓ Leased approximately 40% more space for the same price they were paying previously
- ✓ Orci was able to relocate with zero out-of-pocket expenses.
- ✓ Negotiated the right to receive an additional $150,000 in TI above the provided allowance

ORCI

15,035 SF
Expansion/Relocation

Testimonial

"I have known Michael for over 35 years. He has assisted our company in the last 4 leases we did. Whether we expanded or contracted and then expanded again, he was always there providing us sound advice. Michael continues to always stay in contact with us making sure the operating expense are correct, confirming our use of out TI or making sure our rental abatement was properly applied. He listens, makes suggestions, and always has our best interest. Michael will always be our commercial real estate advisor, and I highly recommend him!"

- Andrew Orci
President/CEO

NAICapital | **TENANT**
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE | CONSULTING GROUP