

Case Study

Tenant Representation



The solution that you provided for us became Indianapolis' premier industrial transaction of 2002. The Indianapolis Business Journal even took note with the story of our triumph in their front section, reviewing your extraordinary efforts on our behalf. . . I can't imagine working with another team after experiencing your customer commitment, intelligence, energy, and market savvy. We look forward to a long and fruitful relationship with both of you."

Glenn Russell
Distribution Director

Emerson Climate Technologies

Challenge

- Emerson was rapidly expanding beyond their space due to the consolidation of the distribution divisions of parent, Emerson Electric.
- There was no expansion capability in their existing building and no existing space available within the immediate area.

Solution

- Steve negotiated an eight-month renewal at a mere 1% increase to allow time to implement a relocation strategy.
- They leveraged three build-to-suit/ pre-leases and quickly finalized a lease at Mt. Comfort within the required timeframe.
- The new lease provided an additional 46% space with only a 2% increase in monthly rent and provided a moving allowance and free rent.

Total Savings: \$851,000 / 28.0%

