

# Tenant Representation Services Case Study

## Sommer & Barnard, P.C.

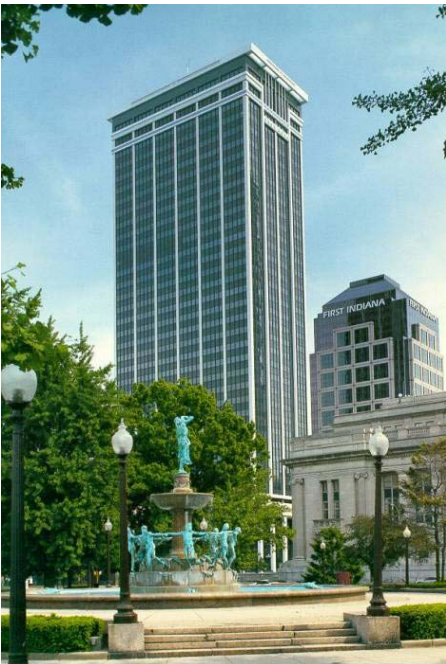
### Challenge

Sommer & Barnard, P.C. is a large downtown law firm that needed to grow by 90%+ while “landlocked” and paying rents almost 50% above fair market rents at its current location and had over four years remaining on the firm’s lease.

### Solution

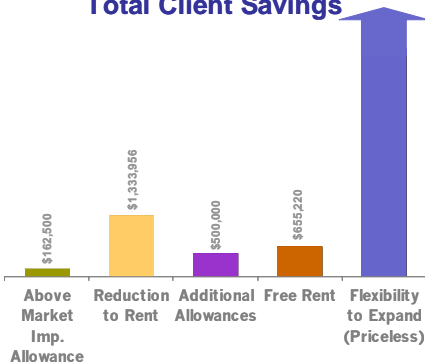
Jeff Harris and a former colleague used Meridian’s proven process and the soft downtown office market to create real competition from two separate Class “A” buildings which could accommodate the firm’s growth and long-term expansion requirements. The Meridian team negotiated below market rental rates, as well as extremely aggressive tenant improvement allowances and other incentives to accommodate the firm’s specialized construction requirements. Jeff and his team negotiated an additional incentive structure at both competing buildings to offset the firm’s remaining lease obligation, should the firm opt to relocate. The Meridian team also negotiated a renewal in place (which was feasible through the relocation of existing tenants), but proved to be significantly more expensive than the firm’s chosen option, a relocation to One Indiana Square.

The Meridian solution enabled the firm to expand and relocate at an extremely attractive below-market long-term rent structure, with the opportunity to redesign their space gaining further efficiencies and cost savings.



70,000 SQ. FT. LAW FIRM  
RELOCATION TO  
ONE INDIANA SQUARE

### Total Client Savings



*“Although we negotiate real estate matters routinely, Jeff [and his team] brought an experience level and creative negotiating terms which significantly improved the non-economic portion of our lease. These abilities were invaluable to structuring this multi-million dollar, multi-year lease transaction. They were truly a value-added service.”*

*Jerald I. Ancel*  
Partner/Director