



# CASE STUDY

## REGIONAL HEADQUARTERS



### 210,000 SF CAMPUS SITE CONSOLIDATION PETALUMA, CA



#### PROJECT & SCOPE

- Formulate a strategic plan that will accommodate the need to phase out 4 existing multi-building Leases and design an initial 72,000 SF build-to-suit building that incorporates the need for 3 different types of space: assembly, labs and office.
- Negotiate a long-term Lease that will provide the client with flexibility to contract space in the original building or expand up to two identical buildings (144,000 SF) at fixed rates and conditions.
- Evaluate possible developments and available land, while negotiating with the existing Landlord to phase out current Leases for a 75,000 SF BTS and future 144,000 SF growth.
- Protect the client's long-term position by negotiating Right of First Refusal to purchase the building (s) and retain renewal options of 3-6 year terms for a total of 28 years on 210,000 SF.
- Negotiating one of the first Petaluma area BTS 10-year Lease with a 7-year cancellation option.

#### VALUE ADDED

- Negotiating a Lease with multiple fixed firm expansion rates, terms and conditions favoring the client in a tight, booming real estate market located on the outskirts of San Francisco.
- Reduced client's contingent liability by 2 years.
- Tenant Improvements over Landlord's original proposal
- 2-year cancellation clause
- Escalation and utility reductions
- **Total Value Added: \$9.6 Million**