



Case Study

Location

Central Business District - Richmond, VA

Size

26,632 RSF

Use

Office & Call Center

Services Provided

Workplace Strategy
Tenant Representation
Project Management

9

months free rent

Turnkey Construction

w/ minimal out-of-pocket client costs

107 Free Parking Spaces

In building covered garage

Real Estate Goals

- Consolidation of three offices
- Convert to open office environment with client interactive space
- Improve employee and prospective client experience

Challenges

- Combining three offices from separate sub-markets
- Securing 4/1000 parking in the CBD
- Timing – condensed project schedule to meet preferred occupancy date
- Space needs increased during process and negotiation

Solutions

- Proposed office use of intended retail space
- Leveraged previously negotiated deal terms
- Created additional space through construction of mezzanines

Result

- Achieved lease terms containing favorable renewal, termination and expansion options
- Maximized project efficiency through combination of workplace strategy, brokerage and project management

