



Location

Central Business District - Richmond, VA

Size

8,700 RSF

Use

Office & Bar Center

Services Provided

Workplace Strategy
Tenant Representation
Project Management

12

months free rent

Above Market Improvement Allowance

reducing client out-of-pocket expenses

Favorable Lease Terms

to include termination, ROFR, and renewal options

Case Study

Real Estate Goals

- Fully evaluate all relocation options in Richmond’s CBD
- Upgrade and improve office space
- Consider addition of new bar center

Challenges

- Multiple decision makers
- Meeting goals and objectives of employees, board and membership
- Budget – the VBA is a non-profit voluntary membership organization

Solutions

- Created a class-A space in a class-B building with a 125 person common area conference room free for tenant use
- Savings achieved from the above allowed for the inclusion of the first ever RVA Bar Center in the organizations 100+ year history within the Premises

Result

- All goals were achieved through a coordinated, thoughtful process which included the leveraging of the VBA’s two building finalists

