

# Tenant Representation



## CASE STUDY



## CLIENT

Dickey's Barbecue Pit



## ASSIGNMENT OVERVIEW

- Coordinate all phases of lease negotiation of Class A retail sites from Champaign, IL to the Lake of the Ozarks
- Locate markets in need of barbecue that meet all the corporate demographic requirements
- Walk the new owner/operators step by step through the entire lease negotiation process
- Leverage landlords that are competing for Dickey's Barbecue as a tenant to get the most aggressive rental rate and tenant improvement allowance possible

## RESULT

- Obtained below market rents
- Obtained above market tenant improvement allowance

*"I was so impressed with Sansone Group and Mark Kornfeld that I have decided to make them our exclusive broker for Dickey's Barbecue in my territory."*

*Doug Gruder, Dickey's Barbecue Area Developer*

## GRANT MECHLIN & MARK KORNFELD

[gmechlin@sansonegroup.com](mailto:gmechlin@sansonegroup.com)

[mkornfeld@sansonegroup.com](mailto:mkornfeld@sansonegroup.com)

314-727-6664

[www.sansonegroup.com](http://www.sansonegroup.com)

120 S. CENTRAL, SUITE 500, ST. LOUIS, MO 63105