

# Tenant Representation



## CASE STUDY



### CLIENT

Star Manufacturing, Inc.,  
a Middleby Corporation



### ASSIGNMENT OVERVIEW

- Renegotiate office/warehouse lease representing 48,191 square feet

### CHALLENGES

- Unresponsive Landlord unwilling to consider any concessions
- A number of issues with Tenant's occupancy including space configuration and HVAC issues
- Unique space that dictates above market rents

### RESULT

- Rent reduction of \$545,000
- Operating expense savings of \$237,000
- Turn-Key tenant improvement allowance
- Locked in fixed rents and operating expenses for a long term
- Overall improvement to Star Manufacturing, Inc. bottom line of approximately \$1,000,000

*Sansone Group Industrial Team*

vbajardi@sansonegroup.com

314-727-6664

www.sansonegroup.com

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