

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