



Florida Transportation Services

BUYER REPRESENTATION

Occupier Strategies

Florida Transportation Services, Inc. / Pompano Beach, FL

SERVICES

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used for Florida Transportation Services, Inc. to provide a lease with purchase option alternative for the expansion of their Tri-County Bus Dealership and repair facility.

SITUATION

Florida Transportation Services, Inc. was forced to relocate on short notice due to their landlord's need to expand. Since FTS's contracts with The School Board were being renegotiated their urgent need to move put these contracts at risk. The Conte Team jumped on the assignment and quickly found some suitable land and building sites for current business needs and future expansion. Recommendations were made on how to buy additional time with their current landlord so that proper lease could be structured.

PROCESS

- Upon formal engagement of The Conte Team, several goals and outcomes were developed. The primary goal was to identify a suitable building which had extra paved land for outside storage of buses.
- The 2nd objective was to negotiate long term lease control of the new location with an Option to Buy at a set price.
- Within a short time one property stood out among the rest and patient but diligent negotiations ensued.

RESULTS

Our process provided Florida Transportation Services, Inc. the ability to move quickly from LOI to lease with the ability to purchase the property well below market price two years into their lease. A 5,000 square foot free standing warehouse building on 3 acres of paved land was leased and then purchased 2 years later. Take a drive by 1290 NW 15 Street, Pompano Beach and see what exceptional recommendations, anticipation and preparation can do for you.

- REFERENCES AVAILABLE UPON REQUEST -

The work described in this case study was performed by JC Commercial Realty Consultants references are available upon request.

