



TENANT REPRESENTATION

Be Power Tech

SERVICES

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used to benefit Be Power Tech in providing lease alternatives with very specific energy needs.

SITUATION/PROCESS

- Because of the complexity of this new natural gas powered air conditioning technology, this well funded start up company needed to lease space with a landlord that was close to natural gas lines.
- John Kaufmann and Daniel Betts formally engaged The Conte Team to identify suitable office service spaces with close proximity to the Interstate, flexible lease terms and most importantly the property needed to be very close to gas lines to run their prototype air conditioners.
- The Conte Team identified several office service buildings throughout the county. Properties were toured on several occasions as negotiations fell through on many spaces for reasons outside the Team's control. The Team continued to press and source up additional locations until the right property, at the right price with proximity to natural gas surfaced.
- Negotiations took place with the landlord's agent and a transaction was quickly finalized providing the Tenant with very favorable lease which will not inhibit rapid growth.

RESULTS

By implementing The Strategic Relocation Plan (SRP), Be Power Tech leased 4,000 square feet of space along Powerline Road in Fort Lauderdale. Powerline Road has Teco Natural Gas lines running along the west side of the street which made it easy for Be Power Tech to tap in. The landlord, Rising Tide Development responded exceptionally well to all the needs of this Tenant.

- REFERENCES AVAILABLE UPON REQUEST -

The work in this case study was completed by JC Commercial Realty..

References are available upon request.

