



TENANT REPRESENTATION Kone Elevators – HQ Relocation

SERVICES

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used to benefit Kone Elevators & Escalators by providing viable expansion options for their Southeast Florida Headquarters.

SITUATION/PROCESS

- Kone Elevators occupied 11,200 square feet with a very large and savvy local landlord. With Kone's business growing in South Florida they needed professional help to potentially navigate an *incumbent tenant* situation.
- Upon formal engagement of The Conte Team, several goals and outcomes were developed. The primary goal was to deliver a value lease opportunity which would enhance efficiencies internally, improve the office environment and expand warehousing of products.
- A realistic relocation time line was crafted 18 months prior to lease expiration and a two county property search ensued. After the tour a short list of properties was established.
- Request For Proposal's were sent out to all the prospective landlord's including the *incumbent landlord*. Terms were negotiated several rounds with each landlords. Favorable terms were achieved with two: The Ave Aviation and Commerce Center and the Miramar Park of Commerce.

RESULTS

The Conte Team carefully implemented The Strategic Renewal-Relocation Plan to provide the client with two comparable alternatives. In the end, Kone was provided a new 18,959 square foot Headquarters with 9,589 square feet of offices on a Turn Key basis in the Miramar Park of Commerce. The project was delivered on time and within budget.

- REFERENCES AVAILABLE UPON REQUEST -

The work performed by The Conte Team was completed while at The Staubach Company.
References are available upon request.

