



TENANT REPRESENTATION

Bekins of South Florida - Fort Lauderdale, FL

SERVICES

Strategic Renewal/Relocation Planning (SRRP) for Bekins of South Florida was the service line that provided Bekins with real market leverage.

SITUATION/PROCESS

- Joseph Sabga purchase the Bekins business and was concerned about the 15 year incumbent landlord relationship. Bekins was paying an above market rent. A key goal was to minimize operational disruption without sacrificing the monetary benefits intrinsic to a full relocation.
- The Conte Team was hired to quarterback the renewal process. Eighteen months prior to lease renewal a base line proposal for early renewal was requested from the landlord.
- A multi-county search was conducted and several properties were visited. Request For Proposals were sent out to the most viable alternatives.
- Several rounds of negotiations occurred for each alternative landlord. One landlord was the most responsive and flexible on terms.
- Adhering to a strict process driven approach, The Conte team created real market leverage to bring the incumbent landlord to agree to market terms.

RESULTS

The Team delivered real value to Bekins bottom line by saving them in excess of 25% in their occupancy cost, mitigated substantial risk for future weather perils and minimized business disruption.

- REFERENCES AVAILABLE UPON REQUEST -

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

