



BRIGGS AND MORGAN

Legal Client

www.briggs.com

PROJECT OVERVIEW: TENANT REPRESENTATION

In September 2013, the Advisory Services Group was engaged to represent the law firm of Briggs and Morgan in a potential renewal or relocation of its office space.

BUILDING

IDS Center
80 South 8th Street
Minneapolis, MN 55402

SQUARE FOOTAGE

116,827 SF

SERVICES

- Lease Extension
- Lease Negotiations

APPROACH

- The project team, in collaboration with a project manager, architect, and contractor, assessed improving space efficiencies within IDS Center as well as opportunities to relocate.
- The project team used alternate CBD space options as leverage in negotiating favorable lease renewal terms with the existing Landlord.

RESULTS

- A lease renewal amendment was executed in June 2014 with the client's existing Landlord.
- In addition to securing an allowance to make updates to the client's space, the project team's negotiations with the Landlord resulted in a 13% reduction in annual occupancy costs.