



## **INSTITUTE FOR JUSTICE**

Legal Client

[www.ij.org](http://www.ij.org)

### **PROJECT OVERVIEW: TENANT REPRESENTATION**

The Advisory Services Group was engaged in June 2014 to advise regarding a renewal or relocation of the Minneapolis office of the Institute for Justice to accommodate a growing staff .

#### **BUILDING**

Renaissance Square  
520 Nicollet Mall  
Minneapolis, MN 55402

#### **SQUARE FOOTAGE**

2,461 SF

#### **SERVICES**

- Site Selection
- Lease Negotiations

#### **APPROACH**

- Approximately 35 options were explored and six options were toured.
- Requests for Proposal were issued for three options, including the then current landlord.
- Negotiated economics, lease term and turnkey improvements paid by the landlord.

#### **RESULTS**

- Executed a 5-year lease for a spec suite, which provided the desired configuration and a modern environment for staff and visitors.
- Achieved a cost per square foot approximately 10% lower than what the client had previously been paying at former space as well as tenant improvements valued at approximately \$12,500.

“C&W and Jaclyn and Jeremy in particular understood the needs of our organization. They are knowledgeable, thorough and easy to work with. No better group around.”

**Steven Anderson**  
Managing Vice President  
3/16/15