



## MEMORIAL BLOOD CENTERS

Nonprofit Client

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

### PROJECT OVERVIEW: TENANT REPRESENTATION

The Advisory Services Group was engaged in May 2015 to advise Memorial Blood Centers on the renewal of a 2,872 square foot office space in Bloomington, Minnesota.

#### BUILDING

500 West 98th Street  
Bloomington, MN 55420

#### SQUARE FOOTAGE

2,872 SF

#### SERVICES

- Lease Renewal

#### APPROACH

- Conducted a market survey of comparable properties in the southwest marketplace to determine and assess market conditions.
- Leveraged prevailing market conditions in negotiating with the landlord and co-tenant, Premier Bank Minnesota.

#### RESULTS

- Successfully negotiated a 3-year lease extension with the landlord that was executed in August 2015.
- The lease rate for the extension term was not increased until year 2 of the term.

*“Jaclyn and Paul have been very attentive, professional, and flexible as our internal needs have evolved. They took time to understand our needs and consistently followed up to ensure they were met. It’s been quite an advantage having both a trusted and knowledgeable source working on our behalf.”*

Dexter Gillette  
Manager – Facilities, Materials & Logistics