



PROGRESS VALLEY

Nonprofit Client

www.progressvalley.org

PROJECT OVERVIEW: TENANT REPRESENTATION

The Advisory Services Group was engaged in February 2013 for strategic planning purposes to identify the ideal real estate solution for Progress Valley's corporate offices and a treatment facility.

BUILDING

Progress Valley
1100 East 80th Street
Bloomington, MN 55420

SQUARE FOOTAGE

23,111 SF

SERVICES

- Strategic Planning
- Site Selection
- Sale Negotiations

APPROACH

- Strategic planning and an extensive real estate search resulted in more than 50 options being considered and 8 toured.
- Worked through process with the City of Bloomington to secure a Conditional Use Permit, converting industrial warehouse property to an office/treatment center.

RESULTS

- Executed a purchase agreement in August 2014 that included a leaseback provision allowing the seller time to relocate its existing business.
- Closed on the purchase in December 2014.
- Aggressive price negotiations yielded a savings of more than \$110,000.

"Cushman & Wakefield provided outstanding services. They were highly effective and most helpful throughout our search and eventual property purchase. Jaclyn May's skills, tenacity, support and professionalism were bar none! Together we successfully found the ideal site for our services and we couldn't have done it without them!"

Susanne Lambert
Executive Director