



## SMARTBASE SOLUTIONS

Corporate Client

[www.smartbasesolutions.com](http://www.smartbasesolutions.com)

### PROJECT OVERVIEW: TENANT REPRESENTATION

The Advisory Services Group was engaged to assist SmartBase Solutions with the renewal of existing space or potential relocation of its office within the southwest metro or Minneapolis, Minnesota.

#### BUILDING

Internet Exchange Building  
411 Washington Avenue North  
Minneapolis, MN 55401

#### SQUARE FOOTAGE

6,139 SF

#### SERVICES

- Relocation
- Expansion
- Site Selection
- Lease Negotiations

#### APPROACH

- Developed a drive-time study for the firm's existing employee base to identify suitable locations.
- Conducted an extensive market search to accommodate the client's expansion needs.
- Conducted property tours for 13 options and subsequently issued Requests for Proposal to 6 properties.
- Arranged hiring of an architect and contractor for planning, pricing, and design work of the potential spaces.
- Negotiated economics, lease term and turnkey improvements to maximize client's leasehold position.

#### RESULTS

- Identified an optimum North Loop location based on access, nearby amenities and more manageable commute times.
- Reduced the overall cost per square foot by approximately 10 percent, despite nearly doubling the amount of leased space.
- The new space reflects SmartBase Solutions' desire for a more dynamic office space with a configuration promoting a collaborative work environment that will help attract and retain employees.

*"Thanks for all your help. You worked hard for us and I really appreciate it."*

**Kris Lynch**  
President & CEO