



MINNESOTA AIDS PROJECT

Nonprofit Client

www.mnaidsproject.org

PROJECT OVERVIEW: TENANT REPRESENTATION

The MSP Advisory Services Team was engaged in August 2017 to represent Minnesota AIDS Project (MAP) in identifying space for its new mental health clinic, with the goal of opening in Q1 2018.

BUILDING

1000 University Avenue
Saint Paul, MN 55104

SQUARE FOOTAGE

5,486 SF

SERVICES

- Site Selection
- Lease Negotiations

APPROACH

- MAP wanted to focus on properties located near its headquarters at Highway 280 and University Ave in St. Paul. Search requirements included ample free parking, ADA compliance and gender-neutral bathrooms.
- Conducted a market search, evaluated 28 properties, and toured 4.
- Issued a request for proposal (RFP) to 2 properties.
- Guided merging organizational boards through lease review and approval.

RESULTS

- A 7-year lease at 1000 University was executed in December 2017 for occupancy and clinic opening in March 2018.
- Through negotiations, Landlord agreed to build a gender-neutral bathroom at no cost to MAP (\$20,000 value).
- Landlord also agreed to deliver space built out to MAP's preferred finishes (\$220,000 value).
- Through negotiations, achieved a rental rate reduction of \$1.00 per SF off initial proposal, for a total value of \$38,402 over the term.
- Lease ensured flexibility via a termination option.