



VOLUNTEERS OF AMERICA

Nonprofit Client

www.voamnwi.org

PROJECT OVERVIEW: TENANT REPRESENTATION

The MSP Advisory Services Team was engaged in August 2017 to represent Volunteers of America Minnesota and Wisconsin (VOA) in the renewal or relocation of its Community Family Supports operations in St. Cloud, MN.

BUILDING

1139 Franklin Avenue
Sauk Rapids, MN 56379

SQUARE FOOTAGE

1,586 SF

SERVICES

- Site Selection
- Lease Negotiations

APPROACH

- VOA needed 1,500-2,000 SF in a safe location in St. Cloud metropolitan area with free parking and easy access to major highways.
- Conducted a market search, evaluated 26 properties, and toured 11 spaces within 4 properties.
- Issued a request for proposal (RFP) to 3 properties.

RESULTS

- Identified an optimal relocation site based on access, safety, and parking.
- A new 5-year lease was executed in December 2017 for occupancy in March 2018.
- Negotiated that Landlord would manage build out and increased tenant improvement allowance by \$25 per SF (\$29,650 value).
- Secured corporate donation of 8 office work stations (\$12,000 value).