



### Shopping Center Owner Tenant Negotiation

**Problem.** Our savvy, third-generation property investor client needed assistance with complex negotiations that covered leasing, planning and build-out issues with a challenging anchor tenant.

The tenant, a leading national drugstore chain, demanded excessive concessions and privileges.

### Smart Solutions.

- Leasing - We obtained modifications to global tenant form lease provisions.
- Planning – We obtained local planning permission for a drive-through facility.
- Build-out – We successfully bid for a build-out contract to be executed by the property owner’s contracting arm.

### Client Review.

*“From our first conversation, we knew that Barrie understood the complexities of our situation. He was confident that we could work together to secure a successful tenant lease that was satisfactory to both parties. He was right. We couldn’t have done this deal without him.” ...John K., Campbell, CA*