



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.