

ARE YOU LEAVING MONEY ON THE TABLE?

Husch Blackwell's real estate attorneys can save you up to **\$150 per square foot.**

THE HUSCH BLACKWELL DIFFERENCE

Husch Blackwell understands that corporate real estate professionals are under constant pressure to deliver cost savings to their executives. Our experience and negotiation strategies mean that we uncover pennies here and dollars there that add up quickly to substantial savings towards your bottom line. We anticipate issues early and leverage our ingenuity to find you money that often gets left on the table.

Our ability to consistently partner with clients and maximize savings is exhibited by our extensive list of long-standing clients - many of which have been with us for decades. Our approach is well-established and uniform across the firm, so every attorney has your business interests at heart. Several on our team come from a background of working as in-house counsel in major corporations, which gives us a unique understanding of the budget and time constraints you're up against.

We are proud to offer one of the largest real estate practices in the country, while keeping costs much lower than coastal firms. We also have a dedicated pricing team that will work with you to come up with a fee arrangement that is best suited to your goals.

Top 10

largest real estate practices in the country

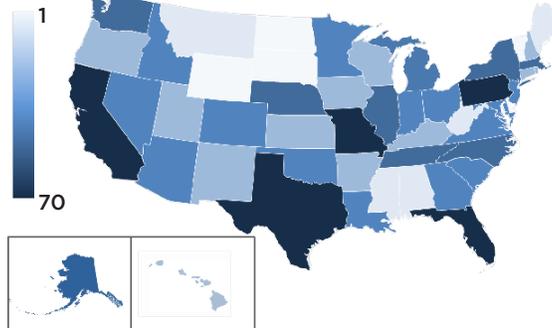
Kudos

"The team can handle any situation. They have expertise in all areas...and are motivated to work on behalf of its clients to make sure a deal is completed on an orderly and timely basis."

-CHAMBERS USA 2018

Broad Reach

Corporate Real Estate Deals Closed Since 2016



We have experience closing deals in all 50 states and Washington, D.C.

International deals include all Canadian provinces, as well as China, France, Germany, India, Italy, Mexico, Netherlands, Oman, Puerto Rico, Peru, Saudi Arabia, South Africa, South Korea and the United Arab Emirates.

Tier 1

national ranking from *U.S. News & World Report*

R.O.I.

Our rates are a fraction of what you stand to save. For example, when calculated by square foot, a current Fortune 500 client with a global portfolio pays less than \$0.35 per sq. ft. in legal fees.

CASE STUDY

Client Reimbursed: \$2M
San Francisco Bay Area,
California

In a sale/leaseback of a large industrial campus, our client had ongoing operations while it phased its exit from the property over a number of years. We negotiated a provision that any interruption in service caused by the buyer would be reimbursed to our client. Not only did this result in approximately \$2 million in reimbursement, it kept the buyer vigilant when it came to potential disruptions.

WAYS TO SAVE (leasing)

per square foot

DESIGN & CONSTRUCTION

test fits reimbursed.....	\$1
right to remeasure.....	\$1
commencement date definition.....	\$2
general contractor fees/ general conditions.....	\$1
core & shell definition.....	\$5
right to offset.....	\$3
landlord supervision fee.....	\$1
rent penalty.....	\$1-\$2

OTHER ECONOMICS

combine tax/operating expense.....	\$1
capital expense limitation.....	\$4
holiday operating costs.....	\$1
base year.....	\$3
management fee/cap.....	\$1
electric.....	\$3
after-hours HVAC.....	\$3
early access.....	\$3

HIDDEN COSTS

cancellation right.....	\$20-\$50
contraction right.....	\$5-\$50
holdover damages.....	\$5-\$15
assignment/ subletting flexibility.....	\$10-\$30
audit rights.....	\$1-\$5
renewal right on reduced SF/ definition of FMV.....	\$15-\$30
signage rights.....	\$10-\$20
parking right, not obligation.....	\$5-\$20
restoration.....	\$5-\$20

Cobb County, Georgia Saved client: \$300K

Negotiated a lease provision stating that tenant (our client) gets potential abatement of \$2K per day for landlord's late delivery of tenant improvements and SNDA. After late delivery, client was entitled to approximately \$300K of reimbursement.

Los Angeles Metro Area Saved client: \$250K

Negotiated a 50K sq. ft. lease that detailed condition of delivery, including slope of floors. During construction, floors were found to be uneven. Landlord was forced to remedy, resulting in significant savings for our client.

Southern Alberta Saved client: \$22.5M

In a 300K sq. ft. built-to-suit lease, we negotiated a one-time right to reduce premises by 100K sq. ft. in year 10 of 15-year term lease without penalty, adding up to over \$4M per year for remaining five years.

Fulton County, Georgia Saved client: \$4.5M

Negotiated a 70K sq. ft. lease which included a \$4.5M tenant improvement allowance and the right to offset. When landlord went into receivership, tenant improvement was funded as free rent for client.

San Francisco Bay Area Saved client: \$2.9M

We custom-tailored the lease provision regarding tenant's maintenance obligations as they related to the roof and HVAC that enabled tenant to force the replacement of both the HVAC and roof, at landlord's cost, within three years of the execution of the lease. As a result, the client saved almost \$3M and eliminated the risk of interruption to its business operations from a deficient roof and HVAC.

Dallas-Fort Worth Metro Abatement: \$650K

While negotiating a client lease with a must-have outdoor storage space, our team ran a title report at no cost to client, which returned with stipulation saying no outdoor storage unless approved by a board of trustees that hadn't existed in years. We negotiated with the landlord a remedy that entitled our client to an abatement of over \$650K if outdoor storage space is ever deemed unusable.

Contact Our Practice Co-Chairs

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HUSCH BLACKWELL

huschblackwell.com

From offices in 18 U.S. cities, Husch Blackwell delivers legal insight and business leadership that help our clients identify smart solutions, advance their goals and move forward.

Arizona | California | Colorado | Illinois | Missouri | Nebraska | Tennessee | Texas | Washington, D.C. | Wisconsin