

CASE STUDIES

Success with Multiple National Requirements

Client: *Fortune 500 financial services company.*

The client is Fortune 500 national publicly traded financial planning firm that manages its own mutual fund family and has approximately 150 locations. They called Copaken Brooks soon after the company went public in 2000, after they had promised Wall Street growth in new markets. Copaken Brooks represented them in twenty new markets in twelve months and has gone on to help them on a company-wide basis with portfolio management, transaction management and lease review and negotiations.

City, State	Total Estimated Savings	Total Estimated Exposure	Percent of Savings	Total Square Feet
Hamden, Connecticut	\$400,075	\$430,329	48%	5,500
Portsmouth, New Hampshire	\$230,164	\$719,929	24%	4,455
Sioux Falls, South Dakota	\$171,908	\$230,164	24%	5,148
Wayzata, Minnesota	\$33,033.50	\$135,245	20%	1,001
Waltham, Massachusetts	\$109,200	\$473,237	19%	3,640
Great Falls, Montana	\$77,482	\$409,365	16%	3,500
Torrance, California	\$185,790	\$1,061,613	15%	6,378
Tampa / St. Petersburg, Florida	\$50,408.33	\$379,225	12%	2,630
Troy, Michigan	\$24,216	\$193,083	11%	3,027
Lawton, Oklahoma	\$32,183	\$284,543	10%	3,615
TOTAL	\$1,314,460	\$4,316,733	21%	38,894

Selected Savings Examples:

Location: Hamden, Connecticut	Total Estimated Savings: \$400,075
	Total Estimated Exposure: \$430,329
	Percent of Savings: 48%
	Total Square Feet: 5,500

Copaken Brooks negotiated a turnkey deal with estimated tenant improvement charges equal to \$160,000. Copaken Brooks reduced the effective annual base rent from \$22.50 to \$13.77 per square foot, saving the client \$240,075.

Location: Portsmouth, New Hampshire	Total Estimated Savings: \$230,164
	Total Estimated Exposure: \$719,929
	Percent of Savings: 24%
	Total Square Feet: 4,455

Copaken Brooks negotiated a turnkey deal with estimated tenant improvement charges equal to \$200,475. Copaken Brooks negotiated an extension and was able to reduce the holdover penalty in half by moving up the date at the new location saving \$24,343. Copaken Brooks reduced the base rent in the five year term by \$5,346. Copaken Brooks eliminated a security deposit equal to three (3) months rent or \$25,059.

Location: Sioux Falls, South Dakota	Total Estimated Savings: \$171,908
	Total Estimated Exposure: \$230,164
	Percent of Savings: 24%
	Total Square Feet: 5,148

Copaken Brooks negotiated a turnkey deal with estimated tenant improvement charges equal to \$153,072. Copaken Brooks negotiated a three year out. Copaken Brooks delayed commencement by three months in order to eliminate double rent saving the client \$32,718.

Location: Wayzata, Minnesota	Total Estimated Savings: \$33,034
	Total Estimated Exposure: \$135,245
	Percent of Savings: 20%
	Total Square Feet: 1,001

Copaken Brooks negotiated a turnkey deal with estimated tenant improvement charges equal to \$30,531. Copaken Brooks negotiated a reduction in the net effective base rental rate by \$0.50 per square foot saving an additional \$2,503.

Selected Savings Examples Continued:

Location: Tampa / St. Petersburg, Florida	Total Estimated Savings: \$50,408
	Total Estimated Exposure: \$379,225
	Percent of Savings: 12%
	Total Square Feet: 2,630

After a Market Overview was completed for St. Petersburg and the West part of Tampa, Florida on April 25, 2005, geographic parameters were expanded on May 6, 2005 and revised again to include South Tampa on May 27, 2005. Copaken Brooks coordinated a tour on July 7, 2005. After the Lease Proposal Summaries Report was completed the week of July 18, 2005, the client decided to pursue The Towers at Westshore Center. The desired space was leased out before the client's space plan and revised pricing was complete. Copaken Brooks negotiated temporary space and a five year term with a three year out at Colonial Place. In a very tight market, Copaken Brooks negotiated a reduction in the security deposit by \$6,303. Copaken Brooks negotiated a tenant improvement allowance equal to \$44,710.

Location: Troy, Michigan	Project:	Total Estimated Savings: \$24,216
		Total Estimated Exposure: \$193,083
		Percent of Savings: 11%
		Total Square Feet: 3,027

Copaken Brooks negotiated a turnkey deal with estimated tenant improvements charges equal to \$24,216. Term is for three (3) years.

Client: Lawton, Oklahoma	Project:	Total Estimated Savings: \$32,183
		Total Estimated Exposure: \$284,543
		Percent of Savings: 10%
		Total Square Feet: 3,615

Copaken Brooks negotiated turnkey deal with estimated tenant improvement charges equal to \$15,000. Copaken Brooks negotiated a reduction in the base annual rental rate by \$0.44 per square foot. Square footage reduced from 4,148 to 3,615 square feet.