



COMPASS COMMERCIAL, ITRA GLOBAL

Providing commercial real estate services by advocating for our corporate clients' interests and increasing their profits.

SUCCESS STORY: Girl Scouts of Southeastern Michigan

The Compass Commercial Difference:

Your Advocate:

We represent only tenants and users of commercial real estate—never landlords or developers.

Your Expert:

Our team of seasoned professionals negotiate on your behalf, lowering your cost. We use our years of experience to leverage your negotiating power.

Your Local & Global Representative:

We provide broad geographic coverage and seamless representation in multiple markets through offices around the world.

Your Trusted Advisor:

You will always receive objective, unbiased advice. Our team will save your hours of time researching, conducting negotiations and other services or your behalf.

The Challenge:

The Girl Scouts had a long-term lease at the Fisher Building in Detroit Michigan. Their rent was significantly over market and they had more square footage than they needed.

They also faced many issues as a tenant, including: bankruptcy of the building, continual maintenance issues which caused property damages to the space and furniture, and Osprey (a protected bird) building nests next to the windows, which meant the tenants couldn't use the adjacent space.

Compass was tasked with identifying potential buildings to lease in the Detroit market that didn't charge for parking.

The Results:

More than 20 potential buildings were identified. The team toured seven locations and sent out three requests for proposals, including one from the new landlord as the Fisher Building had been purchased out of bankruptcy. The new landlord was working to catch up on the maintenance, but while doing site plans for the space it was determined there were so many columns in the proposed space that it couldn't be laid out efficiently.

Negotiations on the remaining locations were completed simultaneously. In the end, 1333 Brewery Park was chosen.



Need some help? Just call us at 248.817.5400

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"If you think hiring a professional is expensive, wait till you hire an amateur."

Red Adair

- Total Savings Per Year: \$305,150/year. Over a 10-year period this reduction will be more than \$3M.
- An annual rental reduction of over 20%.
- A 41% reduction of square footage, by changing to an open work environment and fewer existing columns in the space.
- The new landlord contributed a significant amount of money towards the build out.
- Fenced-in, safe campus area with round-the-clock security, and free parking for employees and visitors.

The facility has a loading dock, useful for loading and unloading cookies!

