



COMPASS COMMERCIAL, ITRA GLOBAL

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

Leukemia & Lymphoma Society

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 on your behalf.

THE CHALLENGE:

Compass Commercial was charged with executing a few initiatives for the LLS, including determining the number of existing locations, developing a process to save end users time and money, creating a pertinent information database, managing renewals and relocations for the 100 leases LLS holds across the United States and Canada, establishing space use standards, and determining uniform non-monetary business lease terms.

WHAT WE DID:

One of the first things Compass Commercial did was consolidate the Society's lease data into a centralized database. The team then developed a website to track expiration dates, renewals and cancellations.

The Society had a higher than average turnover on relocations. Staff often had to move into locations that were smaller than what was required, causing spatial issues within six months of occupancy.

Once a tenant moves into a space, they lose negotiating power. A review of LLS leases showed that many of the lease agreements the Society had signed had inconsistent terms. Some had local offices responsible for capital improvements far outside their budget parameters.

The Society is fiscally strong, but they were paying security deposits on several properties – money that could have been used elsewhere. 80% of leases contained clauses requiring them to reimburse the landlord for legal fees.



Need some help? Just call us at 248.817.5400

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THE RESULTS:

- Compass Commercial achieved a total rent reduction of \$13M over a six-year period for the LLS. The team also reduced unnecessary relocations by establishing standardized space requirements.
- False starts were eliminated by 80% in year two of the account, and concrete non-monetary lease guidelines were established, substantially reducing the Society's risk.
- The team also eliminated payout of security deposits, and deposits were returned upon lease renewal.
- Missed lease options were eliminated, and a smooth renewal and relocation system was created, ensuring things went well from inception to lease execution.
- Additionally, the team eliminated holdover expenses by ensuring leases were signed in appropriate time frames.

