



ITRA Global COMPASS COMMERCIAL, LLC

Your Advocate for Commercial Real Estate Services

Mission

Compass Commercial provides commercial real estate services by advocating for our corporate clients' interest and decreasing their costs.

Company Overview

Compass Commercial LLC was formed in 2010 to exclusively represent corporate clients' commercial real estate needs across North America. Recognized as an industry expert and founder, Lynn Drake uses her 30 years of experience in commercial real estate as the basis for creating and streamlining the leasing and buying processes for clients saving them time and money. Lynn Drake is also the author of "Do You Speak Lease?"

UNSPSC	DUNS#
80130000	039498032
80131502	NAICS CODES
80131503	531210
80131601	531390

Differentiators

- Building Owner Pays Our Fees
- Conflict Free Representation for Business Owners
- \$200M In Transaction Completed
- 1,400 Transactions Managed
- 23% Average Savings Negotiated on Clients' Behalf
- 37 Step Documented Transaction Process

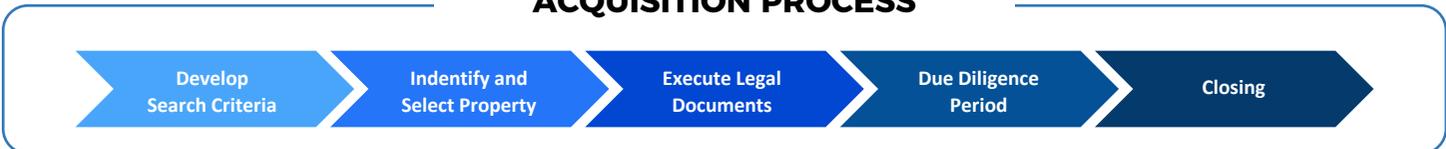
Core Competencies

Commercial Real Estate Site Selection across North America

- Office Lease, Renewal, or Purchase
- Industrial Lease, Renewal, or Purchase
- Health Care Lease, Renewal, or Purchase
- CRE Portfolio Management
- Surplus Property Disposition and Analysis
- State and Local Incentives



ACQUISITION PROCESS



CAPABILITY STATEMENT



Compass Commercial LLC

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Clients



Certifications

WBE WOSB SBA

Non-Profit Girl Scouts of Southeastern Michigan

Relocation Office Space



The Challenge

The Girl Scouts had been in a long-term lease at the “Fischer building” in Detroit, Michigan. Their rent was significantly over market value, and they had more square footage than they needed.

What We Did

More than 20 potential buildings were identified. The team toured 7 buildings and made three requests for proposals. One of the buildings under consideration was the “Fischer building”. The building had been purchased out of bankruptcy, and the new landlord was working to catch up on the maintenance. However, while doing site plans for the space, they discovered that there were so many columns in the proposed space that it could not be laid out very efficiently.

The Results

Negotiations on the remaining locations were completed simultaneously. In the end, they chose 1333 Brewery Park. Compass negotiated the following points on the GS’s behalf:

- Total savings per year in the new location: \$305,150/year over a 10-year period for an overall reduction of more than \$3M.
- New landlord contributed \$25.00/s.f. toward the build out.
- Tenant signed a 10-year lease with the ability to cancel the lease in the 7th year.
- Free parking for all employees and visitors.
- Facility includes a loading dock that can be used for loading and unloading cookies.

Engineering Firm DSA Systems

Lease Renewal Industrial Space



The Challenge

The client reached out to Compass Commercial 90 days before their current lease was going to expire. The client needed to consolidate their California operations into their existing suite. Although the existing suite had enough square footage, the space was poorly laid out.

What We Did

We requested a copy of the tenant’s current lease so that we could review the business terms. We met with the client to discuss needed repairs and how to transform the space to a more efficient lay out. A written request for proposal that reflected the client’s needs was prepared.

The Results

Upon receipt of request for proposals from other property owners, DSA’s landlord agreed to significant concessions.

- Recommended changes to the layout allowed the client to add space for 6 new staff members.
- Based upon the initial offer, rent was reduced by 23%.
- The client was given one month of free rent.
- The landlord agreed to replace the carpet, paint the entire office, replace damaged ceiling tiles as needed, clean lights, repair or replace bathroom stalls and toilets as needed, and build a new office with side lights at their expense.
- Overall savings to the client including improvements was 47%