

## SITUATION:

- Impending Lease Renewal: Crafco, a key tenant's lease term on a 18,000 SF warehouse space was nearing expiration, putting future tenancy and property income at risk.
- Tenant Improvement Requests: As part of the renewal conversation, the tenant required physical upgrades to their space—an added layer of complexity to the negotiation.
- Time-Sensitive Coordination: The tenant's busiest operational season was approaching, leaving a limited window to complete any construction work without business disruption.
- Multi-Party Involvement: The renewal process required input and action from three divisions—Brokerage, Property Management, and Construction—each with different roles, priorities, and timelines.
- High Stakes for Ownership: The lease renewal outcome would directly impact property revenue, tenant retention, and longterm asset value.

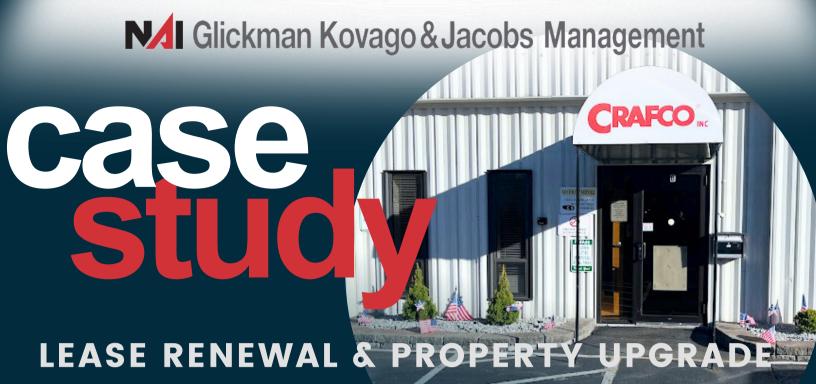


## CHALLENGES:

- Time Sensitivity: Lease renewal deadline approaching.
- Tenant Expectations: Improvement requests tied to renewal.
- Coordination: Multiple teams needed to align efforts.

#### **OUR APPROACH:**

- **Proactive Communication:** Property Management flagged the renewal deadline early to identify pain points, wants and needs.
- Collaborative Planning: All three GKJ divisions— Brokerage, Property Management, and Construction worked together.
- Tenant-First Mindset to Drive Owner-Driven Results: Negotiation strategy prioritized tenant retention while supporting ownership goals.



### **SOLUTION + RESULTS:**

- Full-Service Delivery: Property Management engaged Brokerage to engage lease negotiations, and Construction to bid on requested upgrades.
- Seamless Execution: Construction completed the work on time, coordinated with tenant's busy season.
- Successful Negotiation: Brokerage secured a 108% rent increase from \$5.53/SF to \$11.50/SF.
- Win-Win Outcome: Tenant renewed under favorable terms; owner gained increased revenue and retained occupancy.
- Efficient Collaboration: Having all three services under one roof ensured quick decision-making and a smooth process.



# TESTIMONIAL

Working with GKJ has been a game-changer for my investment. Their commercial brokerage team negotiated a lease renewal that significantly increased my property's income, while their property management division handled every detail seamlessly.

On top of that, their construction team made key upgrades that not only helped with negotiations but also boosted the property's long-term value. Having all three services under one roof made the entire process smooth and efficient. I couldn't ask for a better team to protect and grow my investment!

Marty Linder, Owner