



CASE STUDY:

Design Group

515 E Main Street Columbus, Ohio

Problem:

Design Group CEO Bob Vennemeyer had met Greg Schenk at an awards ceremony for Corporate Caring awards where both firms were up for the award! Bob discussed then that a large project in Florida had been put on hold and that his firm had way too much office space but over 2.5 years left on his lease.

Solution:

Greg Schenk was retained to negotiate a new lease with the new landlord and provided Design Group with a new lease that relieved them from about 4,500 square feet of unneeded space and decreased their rent by almost 25% for ten years!

The Design Group was able to go from thinking about having to lay off more employees to being able to plan for the future. The Schenk Company helped avert what could have been a financial disaster turned it into a strategic plan and gain for this leading green architectural firm in downtown Columbus!

CLIENT LETTER: DESIGN GROUP



DesignGroup

July 29, 2009

Mr. Greg Schenk
The Schenk Group
1714 Churchview Lane, Suite 100
Columbus, OH 43220

RE: DesignGroup Lease Negotiations

Dear Greg::

We are now enjoying the fruits of our mutual labors. Our rent reduction went into effect this month. We will be enjoying this expense reduction on our financials for the next ten years.

On behalf of all the Principals at DesignGroup, I wanted to thank you for your assistance and guidance through this process that actually began at the end of last year when we engaged you as our Tenant Representative.

We are very pleased with the outcome of our negotiations. Looking back at the results we accomplished the following:

- Base rent rate reductions in excess of 25% on a \$/SF basis,
- Reduction of 4600 SF of rentable area that we no longer use,
- Tenant Improvement credits that will enable us to improve the appearance of our current space after 8+ years of use,
- Ability to reduce our electrical operating costs based on floor-by-floor consumption versus overall building averages,
- And a couple of months of free base rent.

Your insights and experience helped us identify cost savings that we would never have been able to negotiate without your involvement.

This couldn't have happened at a better time for us! Thanks for making 2009 a much better year than it could have been.

Sincerely,

Robert J. Vennemeyer, AIA, LEED AP
Principal

RJV/kkb

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Planning, Architecture, Interiors, Graphics, Sustainable Design

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