

Manley Deas Kochalski LLC Law Firm Record Growth is Handled!

Six Critical Steps to Success for any firm that desires to handle record growth:

- Determine best and worst case scenarios for facility growth thru Schenk Company Client profile forms.
- Work with space planners/architects to review amount of space, type of space, image, identity desired, etc.
- Develop Standards for Furniture, Fixtures, and Equipment. Evaluate bulk purchase discounts and lead times.
- Design a Project & Construction Plan that defines timelines, communication, and a step-by-step checklist of tasks to be accomplished.
- Create a System Sourcing Standard Handbook that can be given to any vendor in any geographic location to ensure consistent results and provide quick answers to requests for information.
- Create Move Standards that outline all critical efforts in the relocation and assign responsibilities for each task.

1900 Goodale Boulevard.
Columbus, Ohio 43216

How does a firm go from 18,000 to 52,000 square feet? Very carefully!

When Ed Kochalski heard Greg Schenk SIOR speak for the Columbus Bar Association back in the fall of 2005, he knew he had heard someone that kept his finger on the pulse of the local market and could come up with opportunities to assist this record breaking law firm that helps with foreclosures nationwide.

Greg first went over what MDK had done with its previous broker, architect, etc., and updated a new Client Profile using The Schenk Company, Inc. Client Profile forms to ensure that all partners with MDK were on the same page of where they were then and where they wanted to be 7-10 years in the future.

Confirming the image, identity, size, budget, and location that the firm desired, Schenk studied the market and came up with a creative opportunity to ensure their short and long-term facility needs would be met.

Schenk found a new renovation project on Goodale Boulevard that the Edwards Company had just begun that could accommodate MDK's record growth for now and in the future! Schenk then gathered and coordinated

other important team members including a space planner, contractor, project manager, and move manager to ensure all parts of MDK's new space would work for them now and in the future of a twelve year new lease.

Schenk negotiated unheard of incentives including one year free rent and a half million dollar cash incentive for their tenancy in this project!

Schenk also coordinated with MDK local tax incentives and provisions to expand and renew the lease they negotiated.

In an industry where you can grow from 18,000 to 52,000 square feet of office space you need to ensure your long-term growth is safe. Being in a space too small with no growth opportunities would hurt the company's future growth and profitability.

Three years later after their 2006 move MDK is still breaking records and The Schenk Company, Inc. is happy to be a part of their growth and success.

For more information about what MDK had to say about The Schenk Company, Inc. please visit www.irephthetenant.com under letters of recommendations.

Be well and prosper!
Put a strategic plan in place to ensure your growth will continue!

CLIENT LETTER: MANLEY DEAS KOCHALSKI

MANLEY·DEAS·KOCHALSKI LLC

ATTORNEYS AT LAW

November 12, 2007

Gregory P. Schenk
The Schenk Company, Inc.
1350 W. 5th Ave., Suite 224
Columbus, OH 43212

Dear Greg:

As you know, we moved into our new office at 1400 Goodale Blvd. in Grandview about seven months ago. I am writing to let you know how pleased we are with our new space and to thank you for your hard work and dedication in representing us. You were a very effective negotiator, which produced sizeable benefits that we otherwise would not have obtained. You were attentive and prompt in responding to our many questions and requests for information. And your thorough knowledge of the marketplace and loyalty made us feel confident that we had properly evaluated all of our options and made the right decision.

Thanks again for all of your help.

Sincerely,

MANLEY DEAS KOCHALSKI LLC



Brian T. Deas

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