



**Tenant Representation/Advisory Services/  
Transaction Management**

## THE GALLUP ORGANIZATION

101 California Street, 40th Floor, San Francisco

**THE GALLUP ORGANIZATION**



### PROJECT DIRECTOR

**Mark Hutchinson**

### SITUATION

- Gallup needed to open new West Coast Regional office in SF
- Need to have high presence, prestige, 1st class building with views
- Very few multi-tenant floors in 1st class buildings available

### ACTION

- Aggressive “pro-active” market research
- Scheduled tours; Submit offers to several buildings to create competition
- Prepared financial analysis to compare proposals

### RESULT

- Identified a Daichi Kangyo Bank sublease
- Negotiated new 5 year lease direct with Landlord
- Negotiated full tenant improvement package from sublandlord Daichi
- Achieved a below market rent for direct space
- Achieved a better than market TI package from Daichi Kangyo Bank

