



Transaction Management/Strategic Occupancy Consulting 8 HQ Renewal and Expansion Transactions

WOODRUFF-SAWYER & COMPANY

220 Montgomery Street, Mills Building, San Francisco



PROJECT DIRECTOR

Kirk Usher, Jr., SIOR

SITUATION

- Advise and facilitate growth from 17,000 to 60,000 sf in the HQ facility at 220 Montgomery/Mills Building.
- Leverage market conditions minimizing occupancy costs while maintaining the excellent long term relationship between landlord and tenant.
- Effectively manage the brokerage professionals outside of San Francisco providing brokerage services for new branch facilities in San Mateo, Pleasanton and Portland, OR.

ACTION

- Excellent service provider partnership on long term basis. (1985-2003)
- Balanced tough negotiating position over multiple extended periods of discussions and negotiation on behalf of Woodruff-Sawyer client, while maintaining working relationship with landlord.
- Provided market data, market analysis and general market information on ongoing basis to support Woodruff-Sawyer internal senior management reporting requirements and understanding of short and long term lease obligations and market opportunities.

RESULT

- Provided all transaction support services except architecture, construction management, and final legal review to facilitate 8 HQ lease renewals and expansions. Leases provided flexible and effective expansion, downsizing, renewal options, advantageous subleasing rights, and numerous other valuable tenant advantages.

