



TRANSWESTERN

REAL ESTATE
SERVICES



Northbrook, IL

2375 Waterview Drive

Tenant Advisory + Workplace Solutions

A global pharmaceutical company tasked Transwestern's Tenant Advisory team with finding a build-to-suit office to serve as its North American headquarters. But when the Great Recession hit, the hurdles of financing a build to suit property became unnecessarily complicated. TW brokers helped the client shift focus to financially backing the buildout of its own HQ.

This shift allowed the client to ensure the project would meet its expansion needs, sustainability efforts, attract top talent, and achieve numerous other goals. TW Tenant Advisory helped establish requirements for a build site and then represented them in the purchase of the site. The client retained TW's services through the final planning and buildout of its new North American Headquarters, with the TW Project Services team acting as construction manager of the \$150 million, 440,000-square-foot, two-building office development. The project went on to win the Suburban Office Development of the Year, Chicago from NAIOP.

“The unforeseen is part of the job, and my Tenant Advisory colleagues and I try to embrace alternatives when roadblocks occur,” said Executive Vice President Kyle Robbins. “The task going into this project became something notably different by the end, and we are glad we could explore other options with the client and present a solution that checked all the boxes for our client.”