



EXTRAORDINARY DELIVERED

THE FOUNDATION SCHOOL

Gaithersburg and Landover, Maryland
Tenant Advisory Services

OPPORTUNITY

In 2016, The Foundation School, a school for students with emotional disabilities, engaged Transwestern to negotiate its lease renewal in Gaithersburg, Maryland.

SOLUTION

Transwestern took the client on tours throughout the Rockville and Gaithersburg submarket to create leverage for renewing a lease at its existing location.

RESULTS

Transwestern successfully negotiated a new lease for 19,363 square feet at the same location, 220 Girard Street in Gaithersburg, Maryland, and saved the school more than \$100,000, reduced its operating expenses, created protections so that its operating expense increases were capped, and secured free rent. The Transwestern team also secured a generous tenant improvement allowance so the school could make cosmetic improvements.

In 2018, The Foundation School retained Transwestern once again to represent it in opening a new school at 855 Brightseat Road in Landover, Maryland. The school leased 7,431 square feet with very low rent and a generous tenant improvement allowance, allowing the school to build a top-quality facility without having to spend any of its own money.