

## EXTRAORDINARY DELIVERED

# CENTRAL QUEENS ACADEMY

New York, New York  
Tenant Advisory Services

## OPPORTUNITY

Requirement for a long term third school location to serve up to thirteen hundred K-12 students.

## SOLUTION

- In response to limited on-market availabilities, we conducted an extensive off-market search and leveraged our one-team office model to uncover multiple off-market opportunities.
- We aligned the rent stream with the school's student growth plans through an innovative free rent structure over the early years of the lease.
- Our team leveraged our nonprofit expertise and strategic outside council to structure the lease as an installment sale to capture the benefits of CQA's tax exempt status reducing the cost by nearly 25%.

## RESULTS

Tax exempt 98,000 SF turnkey custom-built school with expansion options

