



ATLANTA, GEORGIA

THE COUNCIL FOR QUALITY GROWTH

Tenant Advisory + Workplace Solutions

OPPORTUNITY

The client was approximately one year out from a lease expiration, coupled with growing concerns of how to mitigate the effects of COVID-19 on their not-for-profit business. Transwestern identified multiple unique office opportunities to satisfy the client's current and future space needs, while simultaneously negotiating a renewal with the current landlord.

SOLUTION

- Developed both "Stay" and "Move" plans providing the client with multiple unique office alternatives
- Guided the client through a financial analysis to show the impact of an early lease restructure & renewal that would immediately create value and additional cash flow for their business during COVID-19

RESULTS

Through understanding the market and quantifying the tenant's COVID-19 leverage, the Council for Quality Growth was able to successfully re-access their real estate strategy by locking-in a long-term renewal. This solution will continue to make a positive impact on the council's mission and workforce in the future.

"An early lease restructure and renewal during COVID-19 gave us immediate rent relief and a competitive lease for many years to come."

Michael Paris
President & CEO