



ATLANTA, GA

ENERCON ENGINEERING

Tenant Advisory + Workplace Solutions

OPPORTUNITY

A Transwestern national portfolio client was quickly outgrowing available space in their Kennesaw Headquarters facility. Transwestern analyzed build-to-suit and relocation alternatives before restructuring the existing lease with aggressive below market terms, a “Landlord Swap” and providing the client with tenant participation in the profits of the facility.

SOLUTION

- Studied workplace impact on operations, modeled demand forecast for head count and growth projections tied to corporate goals and key performance metrics
- Tested multiple physical and financial structure scenarios including relocation and build-to-suit options
- Delivered a creative lease restructure solution providing significant value to client

RESULTS

The ultimate solution was a “Landlord Swap” transaction, arranging the acquisition of the 4-building complex by an investment fund while simultaneously renegotiating and restructuring the client’s lease to provide a capital infusion for its business, future fixed-price expansion rights and material non-equity participation in the financial performance of the entire complex.