



**EXTRAORDINARY DELIVERED**

## **M&T BANK AT 1350 EYE ST. NW**

Washington, D.C.  
Tenant Advisory Services

### **OPPORTUNITY**

M&T Bank occupied approximately 12,000 square feet of extremely inefficient space at 1350 Eye St. NW in Washington, D.C. They sought to expand and consolidate three subsidiaries into one single space in the District. However, M&T's lease was not due to expire for several years.

### **SOLUTION**

Phil McCarthy, Keith Foery and Pete Prominski worked in conjunction with M&T's in-house real estate department and division leaders on a solution. Leveraging the tenant-driven market and the threat that M&T could move to another building, McCarthy, Foery and Prominski got the landlord to release M&T from its existing lease liability and negotiated an early relocation, expansion and lease extension in the same building on another floor.

### **RESULTS**

Transwestern negotiated terms that included generous free rent and an extensive tenant improvement allowance to allow M&T to customize and brand the new space, which totals 16,303 square feet.