

CASE STUDY: TENANT REPRESENTATION



"Terry and Kristy did a great job in finding us building alternatives to meet our time frame, specific requirements, and economic goals. As a new-aged technology company, we are looking forward to working in our brand-new, cool office space that we are proud to show off to our clients."

- Gerald Hetrick, COO, Vox Mobile



34,000+ SF
Office/Warehouse

Required Expansion Opportunities

Vox Mobile

Economic Incentives
(Largest package from Independence, Ohio on record)

OUR JOB

Terry Coyne and Kristy Hull represented Vox Mobile in their search for an office/warehouse space that provided employment incentives and room to grow.

CHALLENGE

Wanted space that fit their sophisticated branding. Needed room to expand. In our time working with Vox, their space requirements increased by 33%. That gives some idea of how important it was for them to find a flexible lease that accommodated the possibility of rapid growth. Also, Vox has carefully crafted a sophisticated, modern brand and wanted a space that reflected and enhanced the corporate identity they established.

SOLUTION

Find good options. Make a choice. We only brought options to Vox that fit their important requirements - a building large enough to house their workforce that included a dock door and an opportunity to expand, backed by a city that offered economic employment incentives. Also, it was paramount that we choose a space with acceptable lease rates over a ten-year period. The team negotiated with the landlords and the cities to find locations that worked for both Vox's budget and space requirements.

RESULT

Success. Not only did Vox select a building that offered expansion opportunities, they received excellent building signage that can be seen on a main corridor with high daily traffic counts. The tax incentives for employment weren't just good. They were the City of Independence's largest tax incentive package ever given out to a tenant. Not only did they secure an affordable architectural firm that adjusted their new space to the workflow, space plan and vision of the company, they motivated the owner of the building to renovate the lobby and corridor areas. The entire office complex now matches Vox's sophisticated, modern ethos.

"Sometimes in real estate, it's not just substance. It's style, too. Vox, understandably, wanted a building that reflected their sophisticated, modern brand. They wanted a 'cool' space. We get it. And not only did we get that, we also negotiated the largest tax incentive for a tenant in the history of the City of Independence, Ohio. Pretty cool." - Terry Coyne