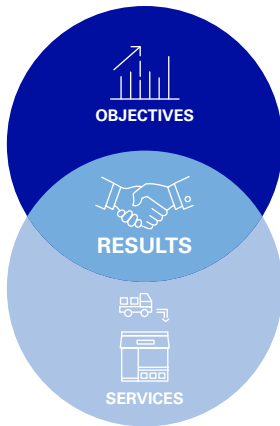


UNITED STATES

# Furniture and Appliance Retailer



“Created and executed against a Supply Chain strategy that optimizes efficiency for southeastern U.S.”

## Services

Site Selection Management    Lease Administration  
Asset Management            Supply Chain

## Objectives

Create multi-branded New Store Development program for a company accustomed to growing by acquisition, and establish rigor and compliance within lease administration across global portfolio.

- Accelerated growth from two new stores/year to +15/year
- Manage the existing leasehold portfolio to deliver rent savings through renewals, restructures, and dispositions

## Results

- Services provided since 2017
- +135 locations across U.S. (10% annual growth)
- Average size 40,000 SF
- 20 leases executed in 2018 for 1.7M SF
- Secured new distribution centers in Houston and Baton Rough while adding a third in Florida

## Lease Administration

- Year one audit savings of \$253,345
- Over \$12M in outstanding TIA payments owed, collected in four months

## Asset Management

- Performed full market and competitive analysis, and rent evaluation for 75 leases at the immediate onset of our engagement
- Manage all key dates and renewals for store, office and industrial leases
- \$1.5M in rent reduction savings through 10 renewals in 18 months