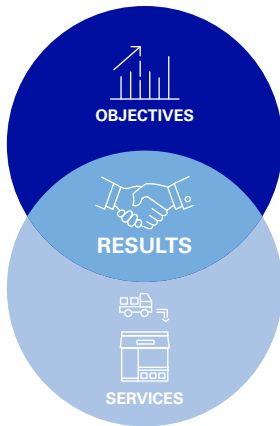


UNITED STATES

Hard Goods Retailer



“Saving \$11-12M
per year through
Lease Renewals”

Services

Site Selection Management
Asset Management
Lease Administration

Objectives

Design and implement customized services platform that accelerates store growth and integrates broad strategy initiatives through asset management and lease administration services.

- Accelerated growth from 45 new stores/year to +100/year
- Manage the existing leasehold portfolio (with average stores size of 16,000 SF) to deliver rent savings, tenant improvement allowances (TIAs), and unload excess space through lease renewals, restructures and dispositions services
- Lease administration services to ensure compliance and identify cost savings

Results

- Services are ongoing since 2012
- Complete pipeline management and construction coordination for opening 110 stores/year
- Broker network management of ~70 brokers across all 50 states
- Managing ~100 renewals/year
- Secured over \$15M in TIAs to go towards capital improvements inside stores over 18 month period (new door systems, flooring, HVAC, lighting, etc.)
- Generated over \$65M in term savings since 2015
- 98% success rate in improving lease terms (R&M, additional options, self-help, etc.)
- Portfolio has grown from 327 stores at the onset of the engagement to ~1,000 locations in the 47 states today, and growing