

# RELEVANT EXPERIENCE

Tenant Advocacy – 31,000 SF Completed Assignment for Food Processor

## 70 Empire Drive, West Seneca, NY

### LEASED & SUBSEQUENTLY EXPANDED & RENEWED!

#### CHALLENGES

- Rapidly growing company required additional space near one of its existing processing facilities.

#### PROCESS

- Previously discussed market conditions and opinions of value with the company for a variety of possible assignments and about a variety of possible options. Prompt responses with accurate information and insights opened clear lines of communication for the future.
- Initial survey for current assignment completed without mentioning name of the tenant.
- Proposal solicited.

#### RESULTS

- David was a buffer and confidential screen, while creating competition for the lease.
- Lease completed at a fair market, arm's length, rate in a very tight warehouse market at a building next to the processing facility.



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For further information about securing the best possible solution in a challenging, tight market, call:  
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