



Cenex Harvest States 149,000 sf lease renewal *Inver Grove Heights, MN*

Challenge Assist CHS with negotiating market lease renewal terms in a property CHS previously owned. Repair the relationship between Tenant (CHS) and Landlord (United Properties). Old building did not meet modern code requirements.

Strategy Identify critical changes necessary for Tenant to remain within the property, and negotiate with the Landlord to ensure that Tenant needs were met. Convince the Landlord that Tenant was prepared to vacate after 30 years of occupancy. Redesign fire suppression system to meet code.

Results Multiple meetings with Landlord to explain the Tenant concerns convinced the Landlord on-site personnel changes were in the best interests of both parties. The Tenant committed to a 12.5 year lease renewal to achieve a 38% savings in rent cost, and split costs to upgrade the building to current life safety codes. The relationship between Landlord and Tenant was repaired.