



TERRA FIRMA
GLOBAL PARTNERS

COMMERCIAL SERVICES

THE COMMERCIAL ARENA

Terra Firma is pleased to provide commercial services under our umbrella to better serve our clients and support our residential associates. With over 30 years of combined commercial and property management experience between leadership and key associates, we are well qualified to provide a wide range of commercial assignments to include leasing, sales, development/land use and entitlement consulting.

THE COMMERCIAL LEASING PROCESS FLOWCHART

PLANNING & PROGRAMMING:

- existing lease review analysis and summary
- establish relocation and/or renewal criteria
- establish financial objectives
- develop space program
- identify ideal building configuration
- draft request for proposal
- establish critical path time line

IDENTIFICATION OF ALTERNATIVES:

- market survey of potential alternatives
- market overview
- client, employee and competitor location analysis
- landlord assessments
- alternative scenario identification
- establish priority properties
- preliminary property tour

CONSTRUCTION & MOVE COORDINATION:

- finalize space plan
- solicit pricing and bidding
- contractor selection
- construction management
- move management

ANALYSIS & NEGOTIATION:

- submit requests for proposal
- perform financial analysis
- perform qualitative analysis
- summarize and present proposals
- establish short list
- structural analysis and building systems analysis
- tour and evaluate short list
- business point negotiation
- preliminary space plan
- negotiate LOI
- lease negotiation

FOLLOW THROUGH:

- lease abstract
- annual operating expense audits
- periodic strategy and market analysis
- expansion negotiations
- renewal negotiations