

Solutions



Horsham, Pennsylvania

Client: FIA Profile I Fund

Challenge:

Major hi-tech tenant, positioned for rapid expansion was a potential purchaser for property. Ownership's instructions were to "keep this tenant at all cost" while accommodating their needs for expansion, and enhancing property value for disposition to tenant or third party.

Services:

Colliers L&A formed a team to accomplish the Ownership's goals. We worked closely with the prime tenant, and their rapidly changing needs, and four other tenants in order to effect an orderly restructuring of the property. Coordinated efforts with marketing staff to relocate the vacating tenants while meeting their needs and time tables.

Results:

An orderly transition was achieved without disruption of business and space was created for prime tenant's expansion. One year after engagement date, we successfully met all objectives. The building was sold as an attractive investment vehicle.

- *Tenant Representation*
- *Construction Management*
- *Leasing*
- *Acquisition*



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