

# CASE STUDIES

## ARUP

900 WILSHIRE BLVD, LOS ANGELES, CA

66,000 RSF

- Flexibility to design extremely efficient floor plan that requires less than 125 SF/person
- Custom TI buildout with a large tenant allowance
- Building top digital signage, the first tenant sign right in Downtown's history
- Subleased ARUP's space in Playa Vista offsetting any double rent situation

## DTI SERVICES

101 PACIFIC COAST HWY, EL SEGUNDO, CA

40,000 RSF

- Generous TI allowance and free rent
- Annual savings of \$2.4M (includes \$700,000 in gross receipt savings)
- Massive reduction in net occupancy costs of 61%

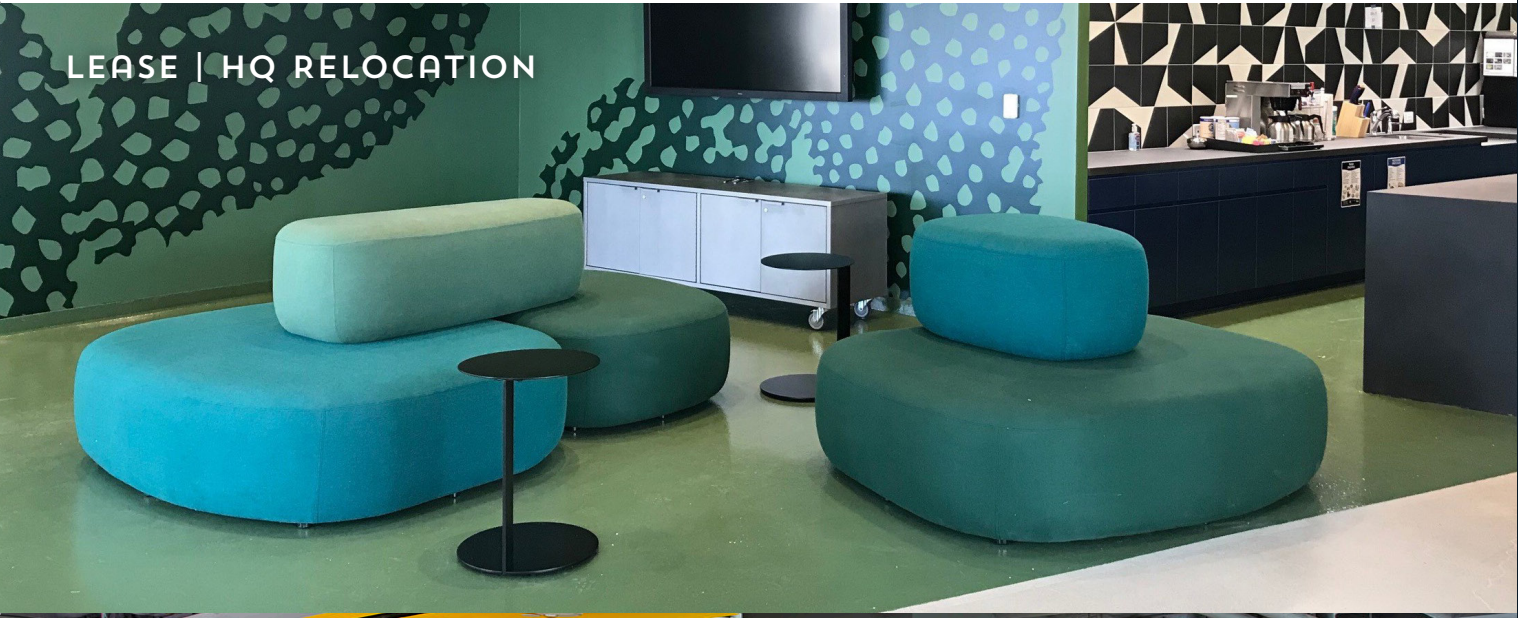


1320 E 7TH ST, LOS ANGELES, CA

12,500 RSF

- 13% below market office rental rate for an expansion space that exuded the organization's brand and culture
- Mitigated exposure to risk, time spent and overall cost

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