

ADVISORY SERVICES: **Non-Profit**

Long term lease for a specialty school



Challenge

Cerebral Palsy League was looking to expand their school, to provide additional services to the community, in a geographic area that provided limited opportunities.

Action

Conducted a comprehensive market study over a twenty-four month period and identified an industrial/flex building, which had just come on the market.

Result

Negotiated a long-term lease valued in excess of \$23 million to gut and rebuild a 36,500 square foot building on more than 2 acres of land. This state-of-the-art school includes a “Main Street” concept whereby students can experience working and living in a mixed use, retail/residential, environment.



“Ian worked with us over a two (2) year period to help secure a new specialty school facility for our expanding operation. His experience working with Not for Profit organizations and his interaction with our board of directors coupled with his market knowledge and negotiation skills resulted in a successful project. Ian was hands on from our initial meeting right up to the day when we had our ribbon cutting!”

*Debra Wolfel
Executive Director
Cerebral Palsy League*



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