

# DFW Project Solutions

**Premier Place**  
**5910 North Central Expressway**  
**Dallas, TX 75206**

Identifying and delivering a high-quality relocation solution, with room to expand, in three months time



## Client Objectives

DFW Project Solutions, LLC is a full-service commercial construction management firm guiding client projects through zoning, planning, design, construction, and delivery. DFW Project Solutions, led by experienced industry professionals, set plans to grow and cultivate new business while attracting top expert talent. To accommodate such growth, it needed to expand its office presence from its current co-working location. Through reliable industry relationships, Alex Coe and Cresa was engaged in finding a relocation opportunity to accommodate business and operational growth initiatives.

## Actions

Strategic conversations between DFW Project Solutions and Cresa quickly went into action. With an in-depth, working knowledge of the market, Cresa organized a survey of over twenty-five potential relocation options. After filtering a combination of direct and sublease options, DFW Project Solutions toured six potential options. They worked with Cresa to short-list four opportunities. Cresa began negotiating with each option, working to understand which location was optimal from various perspectives, including financial cost, proximity to customers and talent, timing for delivery, and possibilities for future expansion. Carefully weighing and comparing each option against each other, Alex Coe competitively positioned DFW Project Solutions to focus on the solution best for its business.

## Results

Cresa successfully negotiated a direct relocation that quickly met DFW Project Solution's occupancy, budget, and location needs. After a few rounds of negotiations, Cresa attained a well below initial starting rate. The like-new second-generation space also included a significant rate abatement period and a tenant improvement allowance to cover the full build out of the new and improved office space. Furthermore, Alex Coe incorporated the "right of first refusal" language into the lease to allow DFW Project Solutions the opportunity to expand into adjacent space should their business trajectory need it. From initial conversations to lease execution, the total time to complete the process amounted to less than 12 weeks.



## Notable Terms & Savings

- 5- Year Term
- Significant Rental Rate Savings
- Rent Abatement Period
- High Tenant Improvement Package
- Right of First Offer on Expansion Space
- Fast-Tracked Occupancy



## Services Provided

- Transaction Management
- Site Selection
- Financial Analysis
- Lease Negotiations

“  
 Alex has always been the top real estate professional for me because of his customer service and the value add solutions he provides. He makes a complicated world very simple for the Client and I highly recommend him for office and industrial needs.  
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**Brian J. Straley,**  
 Founding Partner  
 DFW Project Solutions