

Consulate General of Brazil

Washington, DC

Government entity saves over \$1M
at long-time home in East End



Client Objectives

The Consulate General of Brazil in Washington, DC, is one of 10 Brazilian consulates across the United States which provides services to visiting or permanent citizens of the Federative Republic of Brazil. The District-based consulate coverage includes New Jersey, West Virginia, Ohio, Kentucky, Virginia, Maryland, North Carolina and, of course, the District of Columbia.

The Consulate General of Brazil is located at 1030 15th Street, NW, in Washington's East End, where operations are spread across retail and office space. Cresa was hired to identify methods for real estate cost savings prior to the group's natural lease expiration in 2024.

Results

Cresa began by leveraging the expertise of several in-house disciplines to ensure a holistic assessment of the Consulate General's needs. While our Workplace Strategists **developed a workspace design strategy to enhance productivity, efficiency and space utilization**, our Transaction Management experts worked to overcome the challenges faced by determining an optimal solution with regard to negotiating with a reluctant landlord for an early downsize versus an early reduction in rental rate with additional concessions.

By evaluating and negotiating with landlords holding comparable properties in the District with triple-net rents valued \$10.00 to \$15.00 per square foot below the Consulate-General's current all-in rate, Cresa's Transaction Managers were able to **maximize the current landlord's concession offering and reduced the rental rate by \$10.00 per square foot**. Additionally, without major disruption to operations, Cresa's Workplace Strategists were able to **re-align the existing footprint to better suit the group's functional requirements while enhancing employee experience**.



Space

11,338 SF



Industry

Public Administration
Government Entity



Savings

Over \$1,000,000