

Address

1900 West Park Drive
Westborough, MA

Square Footage Leased

14,969 RSF

The Company

Highland-March Executive Suites provides fully appointed first class office spaces and all ancillary support services, with short or long term commitments regardless of size.

The Challenge

Highland-March was faced with finding suitable office space for its Westborough start up, but needed to minimize initial investment in real estate and open in time for the anticipated busy season.

The ideal layout for Highland-March included a heavily partitioned office buildout, expensive to construct and rare in suburban Boston office buildings today.

The Results

Identified a short list of buildings and landlords amenable to the Highland-March use, willing to invest in buildout and phase in rent obligations.

Created an "auction" environment between the final 3 buildings competing for Highland-March's tenancy to maximize leverage.

Focused on a space which had a heavy office buildout already in place and would require minimal construction.

Negotiated 6 months free rent, 6 months at 50% rent, and a rent obligation designed to mirror the company's growth.

Secured a tenant improvement allowance to offset buildout costs as well as options for further expansion and renewals.

FHO Partners remained involved through out lease negotiations, construction and move in to help assure an on-time delivery of the office space.



"I really think what made the difference for me in working with FHO Partners is that I really trust you. I felt like you never let your integrity slip to promote a deal, and I can't say that about all brokers.

I also felt like you did such a great job of keeping big picture in mind, while managing all the details.

You clearly understood my business and what I needed to be successful concerning location and type of building, and guided me in applying those criteria to commercial real estate."

Lisa Kirby-Gibbs
President
Highland-March Executive Suites