

# Tenant Representation

Is your workplace working for you?

**kimbleco**  
RELEVANT. RESULTS. REAL ESTATE.



# Real Estate is one of your company's largest expenses.

And, it houses an important asset: your people.



Is your real estate:

1. Priced competitively with the market?
2. Right sized?
3. In the optimal location?
4. Negotiated to minimize risk and maximize flexibility?

**The right work environment matters.**

KimbleCo will help you find or build the optimal workspace so you're positioned to:

- ✓ Attract and retain employees
- ✓ Improve productivity
- ✓ Encourage innovation and collaboration
- ✓ Improve employee engagement
- ✓ Reduce sick time

# What is Tenant Representation?

A Tenant Rep is a licensed broker that acts as a fiduciary for a tenant or user of space focusing solely on their needs. The world of commercial real estate is likely entirely different than your core business. An expert broker understands the market and will guide you, ensuring that your new business home aligns with your business strategy and your space needs. A Tenant Rep broker will add valuable experience to mitigate risk, save you money and improve the final product.

## OUR PROCESS

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### 1 Getting to know you

- Introductions
- Needs identification
- Review, revise and advise

### 2 Hitting the market

- The search for space
- Presentation of options
- Tours

### 3 Sealing the deal

- Evaluation and analysis
- Shortlist and proposals
- Selection and lease negotiation

### 4 Making it your own

- Pre-construction
- Build the team
- Design
- Budget
- Financing
- Build-out of space

## KIMBLECO BY THE NUMBERS

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**45+ years**  
experience  
entrepreneurial  
to Fortune 100  
companies



**5+ million**  
square feet  
office, industrial,  
retail & housing  
developed & leased



**32% average**  
savings  
on tenant  
representation  
lease transactions



**30 countries**  
global experience



**10% profits**  
donated to charity



**90% of clients**  
repeat & referrals

→ see our results at [kimbleconsult.com](http://kimbleconsult.com)

## OUR SERVICES

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### FEE DEVELOPMENT

There are so many details when developing a new building. We manage these details on your behalf, first understanding your goals and then leading and implementing the many steps of development. We will always protect your interests and work to mitigate risk, reduce cost and deliver a better end product to you.



### LEASING, SALES & PROJECT MANAGEMENT

Benefit from more than 45 years of experience representing both tenants and landlords. We provide market insight, financial feasibility analysis, site selection, building expertise, and expert advice during lease negotiations, with meticulous attention to every detail of the transaction. And, we can project manage your build-out based on our experience of more than 5 million square feet of ground up development.



### CONSULTING AND CORPORATE ADVISORY

It's vital to align your real estate portfolio with your overall corporate strategy. We provide portfolio analysis and strategy, site selection and incentives, asset re-positioning, build to suit development services and manage special projects. Our experience spans portfolios of all sizes, from start-ups to Fortune 100 companies, and from local to global.

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Licensed MN  
Real Estate  
Broker