



CASE STUDY:	Expansion & Relocation
TENANT:	APG Test Consultants
TENANT REP:	Rare Space Inc.



Prior to enlisting the help of Rare Space, APG Test Consultants was split between two facilities, one of which they owned and the other leased. APG did some forecasting and knew they wanted to both consolidate their operations and create room for growth. Initially attempting negotiations with the existing landlord on their own, the APG executives found themselves at a standstill when their requirements for high power distribution and specific air handling systems for the production aspect of their business were not being met.

Heeding these requirements, Rare Space acquired APG as a client and suggested that they focus their real estate search on shell space that could be built out to fulfill their unique needs. Rare Space identified suitable buildings that could potentially meet the tenant improvements they required. After APG's tour of these spaces and the preferable building selected, Rare Space began negotiations to have the landlord fund building out the turn-key space. In the end, APG moved into a space that was custom designed for them below market rate and below their budget.