



Engineered Success



Shaffer Baucom Engineering and Consulting was founded to provide superior engineering and consulting services to institutional, industrial and commercial clients. Shaffer Baucom is experiencing tremendous success, and the management team decided to enhance the image of the company in a new building that would provide room for expansion and a layout that increased their collaboration.

Rare Space analyzed the market and located buildings that would accommodate Shaffer Baucom’s space requirements. This enabled Rare Space to create a competitive bid environment for Shaffer Baucom resulting in favorable terms for a new lease that included 7 months of free rent, free parking and turnkey buildout.

Rare Space accomplished the following, for a total savings of \$188,563 for Shaffer Baucom:

	Current Lease	New Headquarters
Square Footage	9,297	13,002
Increase In Space	NA	40%
Lease Rate	\$17.50	\$15.50
% Decrease In Lease Rate	NA	11.5%
Free Rent Value	\$0	\$117,559
Tenant Improvement Allowance	\$0	\$310,000
Additional Incentives	\$0	\$45,000
Moving Allowance		\$26,004
Total Savings (Lease Rate, Free Rent, Other)	<u>\$188,563</u>	
	<u>Which Represents 93% Of 1 Years Rent</u>	