



Dramatic Improvement!



E Light was named one of the top three electrical contractors in Colorado in 2015. When E Light hired Rare Space, the Landlord had presented the firm with a proposal to renew their lease. Fortunately, that's when E Light saw the light and contacted Rare Space.

Challenges that faced E light: **1.)** Determining if they should renew their lease, relocate, or purchase a building. **2.)** Negotiations were stalled with their Landlord. **3.)** Improvements were needed in their current space **4.)** They wanted to financially and operationally compare alternative buildings to their renewal option.

Rare Space presented E Light with alternative spaces and financial structures, which created a competitive bid environment between building owners. Ultimately, E Light renewed their lease and **saved \$220,481** through free rent and a larger tenant improvement allowance from the Landlord.

Rare Space accomplished the following resulting in **total savings of \$220,481** for E Light:

| | Current | New |
|---------------------|------------------|-----------|
| Average Annual Rent | \$178,337 | \$178,337 |
| Free Rent | \$0 | \$72,200 |
| Tenant Improvements | \$25,000 | \$173,281 |
| Total Savings | \$220,481 | |