



ITRA MacLaurin Williams | Denver/Boulder, CO

How Landlords Blow Up Your TI Allowance

Can a Landlord cause you to overspend a Tenant Improvement (TI) Allowance leaving you holding a surprise tab costing thousands?

Absolutely, so it pays to eyeball your TI costs sharply, even in a "turnkey" situation. Plus, TI costs directly affect your rental rates.

If you work with a Landlord's Architect and General Contractor (GC), your TI costs will get inflated unnecessarily. So will your rental rates. Obtain the best value and keep your rent down by using an outside Architect and bid your TIs competitively with qualified, outside GCs.

When ITRA MacLaurin Williams is your Tenant Representative, we persuade competing Landlords to pay for an outside Architect to prepare Space/Pricing Plans, instead of using the

Landlord's Architect. We also help to select two to four outside GCs to bid on your project.

A Tenant we know recently got forced into using a Landlord's Architect and Engineers to plan its TIs and got charged \$4.91/RSF. By comparison, an outside Architect we know quoted the same job at \$1.60/RSF.... 67% less.

A Landlord's Project Manager bid out a Tenant's Pricing Plan with two buddy-GCs and the lowest bid was \$43.63/RSF. We fought hard and brought in a third GC at \$35.04/RSF.... 20% less.

Keep your TI costs and rent down by calling William Gary at 303-294-0277. He'll watch over your TI costs like a hawk.

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