



TENANT/BUYER REPRESENTATION

Newmark Grubb

Zimmer



HOW WE STACK UP.

A Full Service Powerhouse

Newmark Grubb Zimmer (NGZ), a full-service commercial real estate company, provides a range of services including sales and leasing, property and facility management, global corporate services, owner's representative services for public and private development projects, and public sector consulting, as well as various real estate consulting services.

NGZ is regularly recognized as one of the top brokerage firms in the region, negotiating more than 450 real estate transactions per year. The firm currently manages more than 7.1 million square feet of office, medical, industrial, retail and educational

property and serves as corporate real estate advisor for an assortment of local, regional, national and international companies.

NGZ has been responsible for some of the most iconic developments in the Midwest region, including the NNSA National Security Campus, Sprint World Headquarters Campus and the Village West tourism, entertainment and retail district — each valued at \$1 billion or more.

For further information, visit www.ngzimmer.com.

Tenant Representation

Premier Tenant Advocate

As one of the largest full-service real estate advisory firms in the world, Newmark Grubb Zimmer (NGZ) has extensive expertise in meeting any kind of tenant requirement. We offer comprehensive services that range from strategic planning to project management.

Regardless of a company's position, we provide value added real estate services that meet our tenant's changing needs. Whether your company is facing a near term lease expiration, is rapidly growing and needs to expand its facilities or is downsizing and needs to dispose of surplus space, our real estate professionals can develop unique, creative strategies that go beyond typical brokerage services.

Solutions For Any Situation

NGZ analyzes your company's current space usage and its capacity to meet your future requirements. As part of the evaluation process necessary to determine whether a renewal or relocation best suits your company's needs, we abstract your lease and benchmark your remaining obligation against prevailing market conditions, both at the submarket and building level.

Regardless of the ultimate decision to stay or move, NGZ enhances your negotiating leverage by identifying alternative location options. To achieve this, we develop valuation matrices establishing your financial constraints, operational requirements and qualitative considerations. A short list of alternatives and corresponding negotiating strategies is created based upon our knowledge of the market, as well as the financial position and reputation of each building's landlord. Once the desired location is identified and the most favorable lease terms are negotiated, NGZ's



professionals stay closely involved to coordinate the ancillary activities associated with a renewal or relocation.

For those companies with a remaining lease obligation on space that is no longer necessary or financially prudent, NGZ creates unique solutions to improve their situation. We develop strategies based on market conditions and an exhaustive analysis of the landlord's financial position on the property, including, but limited to, the underlying mortgage, tax burden, operating expenses and anticipated vacancies. We advocate your position in negotiating the restructure of an unfavorable lease or, if necessary, assist in the disposition of excess space through a sublease, assignment or early termination.

Comprehensive Services, Creatively Applied

Our approach to tenant representation is the most expert and comprehensive methodology available in the marketplace. By utilizing a combination of sophisticated analysis and creative thinking, we craft real estate strategies for our clients and customers that enhance their business objectives.

Upon completion of an assignment, NGZ's advisors remain intimately involved with the process ensuring that the client is satisfied with the result of our efforts. The firm also provides ancillary services, including lease auditing, project management and construction supervision.

Tenant Representation Services

- Acquisition and Disposition
- Strategic Planning
- Site Selection
- Financial and Market Analysis
- Comprehensive Lease and Sale Negotiations
- Lease Auditing
- Project Management
- Construction Supervision



Kansas City, Missouri

1220 Washington Street
Suite 300
Kansas City, MO 64105
816.474.2000

St. Louis, Missouri

8235 Forsyth Boulevard
Suite 310
St. Louis, MO 63105
314.254.4600

Eastern Jackson County, Missouri

1485 SW Market Street
Lee's Summit, MO 64081
816.474.2000

Salina, Kansas

P.O. Box 3224
Salina, KS 67402
785.342.9106

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Sustainably
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