

“It was a difficult lease to handle...they found workable solutions...it was successful, and we achieved our goals.”

*~ Jack R. Kay, President and CEO
Susquehanna Real Estate*



Susquehanna Radio Corporation

Susquehanna Radio Corporation needed to secure a new radio station facility to provide for future growth.

The Challenge:

- To achieve zoning height and use variance for the installation of a radio station, while demonstrating to the institutional ownership how the lease can enhance the long-term value of the asset
- Ongoing lease expansions had to be incorporated to justify significant up front capital expenditure of both landlord and client

Key Services:

- Tenant representation
- Municipal incentive negotiations
- Management of construction value engineering, and acoustical and architectural design processes

Size: 40,000 square feet

Value:

- Obtained height and zoning variances
- Achieved orderly growth for subsequent six expansions
- Reduced client's facility costs in excess of \$1.2 million

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