



SUCCESS STORY

North Texas Tollway Authority (NTTA)

5900 W. PLANO PKWY
RICHARSON, TX



– North Texas Tollway
Authority

TEAM

Scott A. Morse, CCIM
Scott Jessen, CCIM

INTRODUCTION

The North Texas Tollway Authority wanted to acquire a long-term corporate headquarters facility by either buying existing or design build within a very specific area, with good access and visibility to President George Bush Turnpike and/or Dallas North Tollway.

CHALLENGE

- Client had existing lease obligation of 3 years for 65,000 square feet, 2 different locations
- Desired location required qualitative requirements, reducing potential opportunities to a minimal choice
- Client is a non-taxable entity and therefore municipality participation was limited
- Final facility choice would require housing some of Client's business partners which were taxable entities

SERVICES

- Tenant Representation
- Site Selection
- Construction management, tax consulting services
- Contract negotiations
- Lease audit

RESULTS

- Created competitive environment within the marketplace by considering all design build and outright purchase possibilities
- Final purchase price of \$1,500,000 below original asking price
- All taxes abated on entire building
- Successful in passing through all real property taxes of existing taxable entities to taxing authorities

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