



Overview

The scope of Tenant Representation Services provided by Richard Bowers & Co. is extensive from a number of standpoints including financial considerations and space efficiency, among others.

Our agenda can clearly identify not only the cost of the space selected, but also how much it will cost to prepare it for relocation and occupancy. The structuring of economics of a real estate transaction— ranks second only to personnel expenses. It makes sense to have a tenant representative that can help you control all the variables in the project, and thus enable you to better manage your bottom line.

Service Model

Defining Parameters

We assist the client in identifying all the details of a real estate project including: space programming, determining submarket preferences, economic budgets, lease terms, expansion and renewal requirements, ergonomics, building profile requirements, special facility needs, amenities and business needs.

Market Survey

These surveys are tailored to the client's needs: space availability in major developments, subleases, small buildings for sale or lease, pre-leases and build-to-suit opportunities.

Inspection of Alternatives

Our agents are very efficient at conducting tours of properties and providing answers for our clients on the properties surveyed as well as on the general market.

Project Scheduling

We have the experience and internal capabilities to project the time requirements on various facility options available including acquisitions, build-to-suits, pre-leases and leases.

Narrowing the Alternatives & Obtaining Proposals

Our Request for Proposals clearly address:

- Details on economic factors
- Services to be provided by the Landlord
- Building characteristics and amenities

Financial Review

Proposals received are run through our customized financial software which evaluates such economic components as rental rates, efficiency factors, square footage requirements, improvement allowances, concessions, potential parking expenses, methods of escalation and special services required.

Comparative Analysis

Characteristics such as building services, security, efficiency of space and design, HVAC system, life safety systems, building location, parking availability and amenities are evaluated.

Lease Language & Contract Review

We can recommend experienced legal counselors specializing in real estate and can assist your attorney in providing comments when compromises become necessary.

Clients Represented

ADT
Aldata Solutions
American Cancer Society
AT&T
Crawford & Company
Cryolife
Georgia Commerce Bank
Georgia Institute of Technology
Georgia Power
Georgia State University
Habitat for Humanity
Ikon Office Solutions
MCI | WorldCom
Northside Hospital
Primerica
The William Carter Company
U.S. Army Corps of Engineers
United Postal Service
USTA
Wachovia Securities
Walter Industries
Yellow Freight Transportation