

North American Electric Reliability Corporation Atlanta

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Expanding NERC's HQ Space While Retaining
Below Market Rental Rates



Client Objectives

- NERC wanted to expand its current headquarters' location while maintaining below market rental rates.
- NERC additionally wanted to refresh its entire space without spending capital or paying additional fees for improvements.



Space
60,000 SF

Strategy

Cresa's strategy was to preserve NERC's cash flow while leveraging the landlord's funds.



Industry
Energy

Results

- Cresa expanded NERC's headquarters by 10,000 SF with full construction and refresh of the entire facility.
- Cresa additionally extended NERC's existing lease by 5 years at below market rates.
- The client saved over \$1,000,000 to be allocated for needed expansion and improvements.



Savings
\$1,000,000

"I was extremely impressed with the recommended strategy by Cresa and their ability to achieve their stated goals of not spending our capital for improvements and retaining submarket rental rates." - **Andy Sharp, Controller, NERC**