

The Virginia Bar Association

RICHMOND, VA

Delivering a modern headquarters and first-ever bar center for a historic legal association

CLIENT OBJECTIVES

The Virginia Bar Association (VBA), a nonprofit membership organization with more than a century of history, sought to evaluate relocation options within Richmond's Central Business District. The goal was to upgrade its office environment, improve functionality for staff and members, and explore the addition of a dedicated bar center, all while remaining mindful of budget constraints.

STRATEGIC PLANNING

Cresa's team guided VBA through a comprehensive evaluation of relocation opportunities, balancing the needs of multiple stakeholders including employees, board members, and association leadership. Through a competitive process between two finalist buildings, Cresa developed a strategy that maximized value while aligning with the organization's financial goals.

The team ultimately secured an 8,700-square-foot office that delivers Class A quality within a Class B building, incorporating a 125-person shared conference facility available at no cost. Favorable lease terms—including termination, renewal, and right-of-first-refusal options—provided long-term flexibility, while a strong concession package helped minimize upfront costs.

RESULTS

- 12 Months Free Rent: Reduced occupancy costs and preserved capital
- Above-Market Improvement Allowance: Minimized out-of-pocket expenses for buildout
- Enhanced Workplace Experience: Delivered a high-quality office with access to large conference facilities
- First-Ever Bar Center: Enabled inclusion of a dedicated member space for the first time in VBA's history
- Flexible Lease Structure: Secured termination, renewal, and expansion rights for long-term adaptability

PROJECT HIGHLIGHTS



Association

Industry



CBD, Richmond

Submarket



