

Northwest Power Planning Council

Project Outline

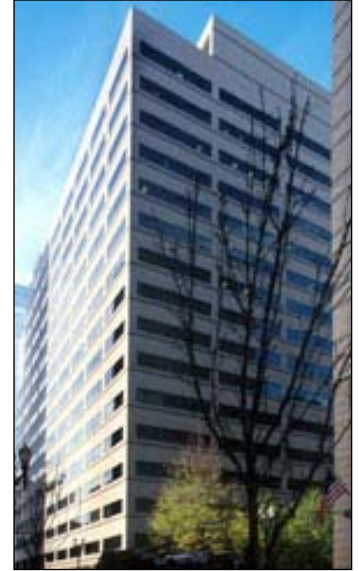
In the first quarter of 2003, the Northwest Power Planning Council was in the process of re-branding to better reflect the changes in the organization. At the same time, the newly renamed Northwest Power and Conservation Council (NWPCC) received a mandate to significantly reduce its expenses due to budgetary constraints on their main funding source, the Bonneville Power Administration. Mark Fraser and Brandon O'Leary were engaged 18 months prior to the termination of their 20,000 square foot downtown office lease to assist them in reducing expenses, increasing flexibility for future budget issues, and helping retain some of its operating programs.

Services Provided

- Tenant Representation
- Competitive Market Approach
- Complete Transaction Management and Counsel

How We Added Value

Mark and Brandon were able to reduce NWPCC's rent by nearly \$100,000 per year of fiscal year budget allocations and structured rental abatement in the fiscal years more heavily impacted by budget constraints. They helped to secure a \$270,000 tenant allowance with the flexibility to spend at a time and in a manner that was at the Council's discretion and when it determined such a credit would be most advantageous. They also achieved the right for NWPCC to terminate in the final three years of the lease.



Portland, Oregon



"The Council balances the region's power and environmental needs. We are under pressure to perform in changing times and with fluctuating revenue sources. Mark and Brandon not only saved us money but, by understanding our real concerns, helped us obtain flexibility that we didn't think we could achieve."

Sharon Ossman
Director of Finance