

## Columbia Basin Fish and Wildlife Authority

### Project Outline

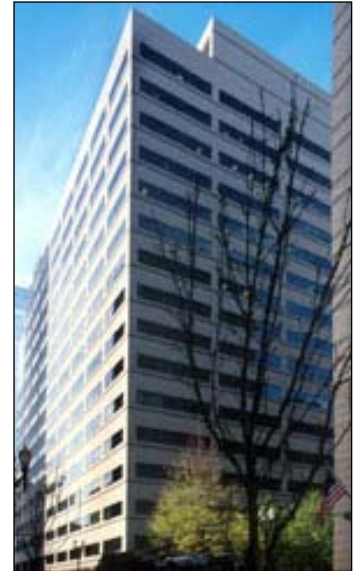
GVA Kidder Mathews was retained by the Columbia Basin Fish & Wildlife Authority to provide real estate counsel and relocation alternatives as the organization began to address its occupancy costs and budget projections. CBFWA's budget is under constant pressure and the organization could not afford to increase occupancy costs above the projected budget. With strict financial limits in place, Mark Fraser and Brandon O'Leary needed to match the relocation alternatives to CBFWA's qualitative and quantitative requirements.

### Services Provided

- Real Estate Advisory
- Tenant Representation
- Tenant Representation
- Transaction Management

### How We Added Value

By leveraging their experience with other regional environmental groups posed with similar budget constraints, Mark and Brandon worked with CBFWA executives to outline occupancy cost targets. Following a market survey that matched their targets, the team was able to select finalists that were prepared and eager to meet the needs of the organization. With the help of GVA Kidder Mathews throughout the negotiations, CBFWA moved to a Class A building, achieved discounted rent from their existing Class C building, received an above-market \$150,000 tenant improvement allowance, an operating expense reduction due to their never-before utilized 501c(3) designation and an overall reduction of over \$25,000 from their initial occupancy cost projections for the first year of their new lease.



Portland, Oregon



*"Our mission is to coordinate the protection of fish and wildlife in the Columbia Basin. Our board members are from rural areas and we needed functional offices that worked for us but didn't project opulence. Mark and Brandon helped us get attractive well located space and worked with us to facilitate the approval process with our Board."*

**Jann Eckman**  
President