

## PROBLEM:

With still two years remaining on its headquarters lease, **FMC Corporation** found itself with too much space, an inefficient office configuration and an above-market rental rate. FMC wanted to take advantage of favorable market conditions to reduce its total real estate costs.



Tactix Real Estate Advisors, LLC

[www.tactixusa.com](http://www.tactixusa.com)

# Smart move #23: **FMC**

## SOLUTION:

**Tactix** negotiated an early renewal of FMC's lease that included the immediate deletion of two whole floors, a reduction in its rental rate and a generous improvement allowance. Using the allowance, FMC was able to reconfigure its remaining space in a more efficient manner while using the deleted space as temporary swing space during construction.



150,000 sq. ft. Corporate Relocation

Some of the region's best companies turn to **Tactix** for intelligent real estate solutions. Shouldn't you? Call Salvatore Ambrosio, Judson Wambold, Glenn Blumenfeld, or Mike Milone at 610.688.1800.