

CASE STUDY



311 S WACKER DR

Chicago, Illinois

SIZE

3,397 RSF

SERVICES

Competitive Market Analysis
Financial Analysis
Lease Negotiation

CONTACT

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CLIENT:

Clifton Gunderson is ranked as one of the nation's largest certified public accounting and consulting firms. It provides a wide range of assurance, tax, and consulting services to clients in a variety of industries. Founded in 1960, Clifton Gunderson has a staff of more than 1,900 professionals serving clients from 46 offices across the country.

CHALLENGE:

Clifton Gunderson was launching a litigation practice and had hired a senior level executive from a competing firm to run it. This senior executive expected and required office space consistent with an A+ quality accounting firm that would allow him to quickly recruit top talent from competing firms and appropriately brand his practice in the eyes of Clifton Gunderson's target audience, Chicago's law professionals. Because this practice was expected to grow quickly, a short-term, turnkey solution that looked first-class was necessary.

SOLUTION:

Bella Terra Partners focused on A class buildings specifically around sublease, "plug & play," top-quality, fully built-out options. An in-depth analysis of the strict parameters that constrained our search (short-term, turnkey, first-class build-out, in an A+ building) allowed us to focus quickly on two options the market had available. Because Bella Terra Partners was able to bring an advanced understanding of the tight market conditions surrounding A+," plug & play" top-quality space, it was able to develop an incisive strategic approach to advising its client about the imperative need to move quickly to sublease.

BENEFIT:

Clifton Gunderson made it into its new space in time to get its litigation practice up and running in less than two months after the day of tour. Clifton Gunderson's senior executive was able to focus on recruiting the best talent to grow their litigation business because of our focused and quick approach to solving their problem with little to no work required to create the office aesthetic.

