

CLIENT
Minnesota
Genealogical Society

INDUSTRY
Non-Profit / Educational
Organization



SERVICE
Commercial Lease /
Tenant Representation

The Challenge

The Minnesota Genealogical Society (MGS) was asked by its landlord to move due to the sale of the building. Located in its current space for approximately 10+ years, MGS had a “sweetheart” rent structure that was considerably below current market rates. MGS primarily utilized office-type space for the library; however, it also had a unique meeting facility in the basement of the building where it conducted monthly programs for up to 75 people. Finding a new location that would provide adequate space for the library and programs, plus parking capacity for these events, all at a similar rent structure, would not be easily replicated in a traditional office building.

The Meridian Management Strategy

- Searched available properties in the Minnesota Commercial Association of Realtors (MNCAR) database;
- Broadcast e-mail of client’s requirements to 400+ brokers in the MNCAR network;
- Tapped personal and professional networks to locate buildings that were not currently listed as “For Lease” and were within the geographic region selected by the client.

The Result

- Meridian Management located space that was ideal for MGS in terms of size, with meeting facilities and parking for up to 100 people, plus additional storage space for marketing and collateral materials, all at the same rent structure that MGS previously had;
- Meridian Management negotiated a lease that included minimal rent increases over the term of the lease, with renewal and expansion options favorable to the tenant.

About Meridian Management, Inc.

Meridian Management, Inc. is a commercial real estate company based in St. Paul, Minnesota, that specializes in providing commercial tenant representation to clients—large and small—throughout the Twin Cities metro. Since property owners pay our fees, we provide commercial tenant representation at no cost to businesses and corporations. Utilizing our years of experience as owners/investors, developers and property managers, we can help you make an informed decision on your next lease or building purchase.

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