

BSB DESIGN	
Real Estate Type:	Regional Office Headquarters
Square Footage:	+/- 5,674 RSF
Location:	South End, Charlotte, NC
Services/Team:	Childress Klein Brokerage Services Group
Brokers:	Scott Wilson, Partner & Director of Brokerage Services Henri Gresset, Brokerage Services Senior Associate
Website:	<a href="http://www.bsbdesign.com">www.bsbdesign.com</a>

### ASSIGNMENT

In 2015, BSB Design, a national architecture firm focused on commercial and multifamily design, engaged Childress Klein's Brokerage Services Group to locate and secure creative office space for lease.

With a goal of relocating their offices closer to the younger workforce, BSB Design decided to focus on the South End/Uptown areas of Charlotte. After considering several Uptown office towers, BSB's focus shifted to the revitalized and popular South End submarket. This area has become a popular submarket amongst millennials, surrounded by thousands of apartments, walkable restaurants, numerous fitness options, breweries, Rail Trail, and a convenient direct connection to the LYNX Light Rail.

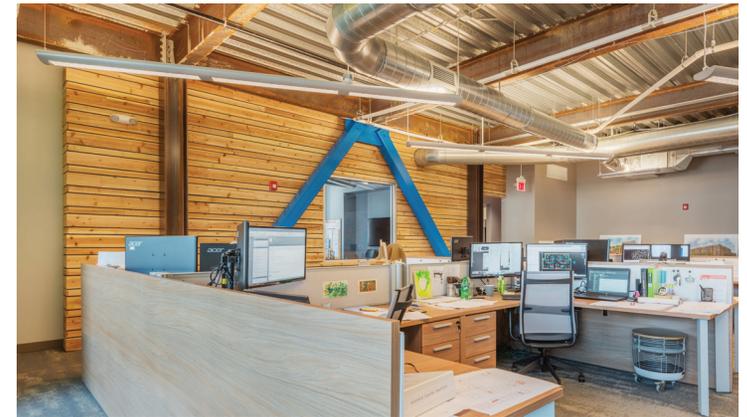
### STRATEGY

By negotiating several proposals at once, and by leveraging landlords against each other, Scott & Henri secured aggressive overall lease economics, including a substantial tenant improvement allowance which created a high-end attractive and collaborative design and upfit.

Throughout the leasing process, Scott and Henri worked with numerous local & national BSB staff members, including many Partners in the firm. BSB's satisfaction with the overall process and positive experience partnering with Childress Klein was made evident in various ways, including through BSB's outspoken approval of Childress Klein at various public speaking engagements.

### RESULTS/SOLUTION

Ultimately, BSB Design leased +/-5,674 square feet at 1616 Center, a brand-new mixed-use development in the heart of South End. 1616 Center, a highly-successful and architecturally unique development in South End, combines historic construction style (exposed ductwork, brick, structural beams, etc.), with elements of modern office buildings: "green" energy-efficient initiatives; shared conference rooms and fitness facilities, rooftop terraces with panoramic views; walking distance to numerous restaurants, housing options, and the Light Rail.



“ We couldn't have chosen a better property for our firm and we are so thankful for the expertise and guidance offered by Childress Klein. ”

-Todd Meckley, BSB Design, Inc.