

# Success Story

## Dallas Safari Club

### The Client

Founded in 1970, Dallas Safari Club (DSC) is a non-profit organization dedicated to promoting the preservation of endangered species of wildlife, ecology and outdoor education.

### The Challenge

- Partnered with NAI Robert Lynn, DSC recognized an opportunity to immediately reduce its real estate costs.
- DSC had 12 months remaining on its current lease at its corporate headquarters in the LBJ submarket of Dallas.
- NAI Robert Lynn presented a strategy that leveraged competition in the LBJ submarket. Subsequently, DSC was presented with multiple options to immediately reduce its real estate costs - either by relocating its headquarters before its current lease expired or by renegotiating its current lease.

### The Solution

- Relying on its deep knowledge of the LBJ submarket, NAI Robert Lynn quickly identified multiple buildings and potential sublease opportunities to accommodate DSC.
- Ultimately, a comparable building with quality amenities proposed lease concessions in the form of rental abatement and cash allowance, which would allow DSC to immediately relocate at lower rental rates without absorbing “double-rent”.
- As a result, DSC’s current landlord proposed to cancel their existing lease, then proposed a new lease with a 33% rental rate reduction. DSC immediately saved \$50,000 over the balance of its existing lease term.

### Transaction Summary

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| • <b>Address</b><br>6390 LBJ Freeway, Dallas, Tx | • <b>Size</b><br>6,821 SF                             |
| • <b>Submarket</b><br>LBJ                        | • <b>Transaction Type</b><br>Lease                    |
| • <b>Industry</b><br>Conservation                | • <b>Property Owner</b><br>Signature Asset Management |