

Success Story

Heineken USA

The Client

Brewed since 1863, Heineken was the first imported beer to reach America's shores in the 1880s and following the repeal of prohibition in 1933. Since our inception in 1995, Heineken USA has been a leader in the imported beer segment, and has built a reputation for high quality and for excellence-both in the products we sell and the manner in which we conduct our business.

The Challenge

The local zone office for Heineken was growing due an addition of sales staff. With over 3 years remaining on the existing lease term, the landlord was initially not willing to expand their space within the building without an extension of term. NAI Robert Lynn was hired to negotiate favorable expansion terms for Heineken while not extending the term of the lease.

The Solution

After negotiations with the Landlord, NAI Robert Lynn was able to provide Heineken with a space expansion plan that did not extend the original lease term and was a competitive market rent. This expansion allows for immediate space to accommodate the additional sales force and keep the flexibility with the impending lease expiration.

Transaction Summary

- **Address**
1231 Greenway Drive, Irving, TX
- **Size**
3,830 SF
- **Submarket**
Las Colinas
- **Transaction Type**
Lease
- **Industry**
Brewing/Bottling & Distribution
- **Property Owner**
Greenway Tower Joint Venture
(Folsom Companies, Inc.)