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CALENDAR

Editor's note: submit events, meetings, workshops and conferences at least one month in advance to cibm@news-gazette.com for inclusion in Mark Your Calendar.

< Dec **Jan** Feb >

January 7
Government Council Meeting, 7:30 a.m.
 Chamber Large Conference Room, 1817 S. Neil St., Suite 201, Champaign

January 12
Planning and Infrastructure Council Meeting 4 p.m.
 Chamber Large Conference Room, 1817 S. Neil St., Suite 201, Champaign

January 15
Agribusiness Council 7:30-8:30 a.m.
 Wachovia Securities, 2237 S. Neil St., Champaign

January 15
Business After Hours 5-7 p.m.
 Refinery 2302 W. John St., Champaign Join fellow Chamber members and their guests in this great networking opportunity hosted this month by Refinery and Chef Benjamin & Company. Proceeds from the \$5 donation at the door will help fund Chamber programs. The donation for non-members and guests is \$8.

January 20
60 Minute Success Seminar: The "Wow" Factor 12-1 p.m.
 Chamber Large Conference Room, 1817 S. Neil St., Suite 201, Champaign What's the difference between good customer service and service that has people talking? More

Archive

May 2007

BUSINESS LAW

Negotiating for the best commercial lease

By Jason Barickman
 CIBM Contributor
 Published: May, 2007

When it comes to leasing commercial real estate, make sure you've covered your bases before you sign on the dotted line.

On its surface, it may seem like a relatively straightforward transaction, but there is no such thing as a standard lease. In theory, every provision of your lease is negotiable. The important thing to consider is what you want and what you can afford. The end result may be a more favorable lease that saves your company money.

Scrutinize the lease carefully. It is a legally binding contract, not something you can break at will or change to suit your future business needs. There are numerous provisions in every lease that may have unintended consequences on the tenant.

One aspect of the lease to focus on is the lease term. Shorter lease terms benefit a tenant by creating flexibility to meet your changing business needs. Longer lease terms benefit the landlord by creating fixed income streams. Of course, longer lease terms also create a predictable office expense for your business, rather than putting your business at risk of rising rent costs in a hot real estate market. The longer lease term you are willing to agree to, the more likely that your landlord will make more concessions in other areas of your lease.

Negotiating the right to assign or sublet your space allows you an exit strategy without necessarily breaking your lease agreement. Also, if the space is larger than your business needs, you can sublease some of the space until your business is ready to use it.

Even if the rental price has been set, the landlord may be willing to provide an allowance for tenant improvements to the space to meet your business needs. It is not uncommon to move walls to meet individual office requirements. Often, the only question is whether that is an expense of the landlord or tenant. Tenants want to make sure their landlord won't unreasonably prohibit or delay them from making alterations to the property. Also, watch for clauses that require the lease premises to be returned in their original condition.

Companies that sign long-term lease agreements are optimistic about the future of their business. As such, business owners should plan for their success accordingly. A landlord may be willing to grant an option to renew your lease, often at a fair market price or even better at a pre-determined, fixed price. If you are leasing space within a building, a right of first offer requires your landlord to present newly available space in your building to you before presenting it to third parties. A right of first refusal allows you to match any third party deal to lease space in the building.

Even rent is negotiable, within certain limits. Longer lease terms often have rent escalations, which some landlords are willing to cap. A reduced rent for a few months may help offset your moving costs. A



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importantly, how do you create these "Wow!" customer experiences in your organization? During this workshop, Lisa Cheely, education and training manager at Christie Clinic, will explore the key differences between good service and knock-your-socks-off service. Attendees will also examine how to set expectations and cultivate a culture in which "Wow!" experiences abound.

January 22

How to be the employee your company can't live without

Morning session: sign-in, 8-8:30 a.m.; session, 8:30-11:30 a.m.
Afternoon session: sign-in, 12:30-1 p.m.; session, 1-4 p.m.

The Champaign County Chamber of Commerce is hosting a three-hour-seminar titled "How to be the Employee Your Company Can't Live Without," led by author and professional speaker Glenn Shepard. Shepard, author of the national best-seller of the same name, has taken the most powerful principles from his book and turned them into a live presentation that shows employees exactly what employers want from them - and how meeting employers' expectations will put them on a path to ever-increasing success. To find out more about the program, contact Norma Wesley at (217) 531-4669 or NormaW@champaigncounty.org. Cost to attend the program is \$129 for Chamber members/ \$175 for non members.

January 26

Intro to the World of Grants 1-3 p.m.

Parkland College Business Training 2400 W. Bradley Ave., Champaign New to the world of grants? Donna Camp will introduce you to the language of RFPs, 501c(3)s and needs statements. This two-hour workshop provides a good introduction to the grant writing and proposal development for nonprofits course. The deadline to register is Jan. 20 and the cost to participate is \$45.

January 28

A Manager's Guide to Human Behavior 8 a.m.-5:05 p.m.

Parkland College Business Training 2400 W. Bradley Ave., Champaign Join Chuck Baldwin and discover how to inspire employees to higher performance; maximize your positive impact on others; develop more productive working relationships by communicating in sensitive, nonthreatening ways; establish rapport and mutual trust; give and receive performance feedback; and really understand people's needs. The deadline to register is Jan. 21, and the cost to participate is \$249.49, which includes a book.

January 29

Teamwork: Managing Your Communication Style 8 a.m.-12 p.m.

Parkland College Business Training 2400 W. Bradley Ave., Champaign Competition demands that organizations do more, in a shorter response

gross lease includes utilities, repairs, taxes and insurance in you rent payment, while a net lease requires you pay these costs separately. Some landlords accept higher rent payments in lieu of a net lease.

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Privacy Policy

time, with fewer resources. Let Steven Welland show you how to work smarter and faster, relying more on the knowledge and skills of teams, by identifying your primary communication style and those of your team members. Then, develop plans to build better working relationships with other team members. The deadline to register is Jan. 15, and the cost to participate is \$175 (book and assessment included). Paid registrants will be issued an access code in order to complete an online DISC personal profile assessment. The assessment must be completed by Jan 22.

