

CASE STUDY



RETAIL STOREFRONT IN CBD

19 Court Street | Cincinnati, Ohio 45202

CLIENT:	QC Properties, Ltd.
ASSET TYPE:	Mixed-Use (Retail and Multi-Family)
ASSET SIZE:	12,136 SF; 3,034 SF Leased
YEAR BUILT:	1880; Renovated in 2017

PROPERTY & CLIENT CHALLENGES

19 E. Court Street is a historic, multi-tenant building in Downtown Cincinnati, with apartments situated above retail space. The property is owned by a local multi-family investor for several years. The owners renovated the building in an attempt to lease the retail space but were unsuccessful. Lee & Associates approached the owner in early 2013 regarding the vacant retail space, after the owner unsuccessfully marketed the vacant space, in late 2015 the owner entered into a listing agreement.

Since the retail space had been vacant for over a decade, the space was in need of a full interior renovation. Before a tenant could occupy the space, the interior needed to be gutted, rebuilt, and refinished-including updates to the plumbing, HVAC, and electrical wiring. In addition, there were several Code/ADA compliance issues.

Given the potential costs the owner would incur on improvements and buildout, it was imperative to find a credit tenant, to give the owner the confidence needed to move forward.

Although the redevelopment of Downtown Cincinnati had begun years earlier, Court Street had not seen significant improvements since the 1980s. A creative and aggressive leasing strategy needed to be formed.



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LEE & ASSOCIATES SOLUTIONS

The property was shown to over a dozen prospects and obtained several LOI's before going under contract with Empire Bakery and Commissary. The lease took significant time to negotiate; Empire went through several design iterations, and wanted complete assurance that the space would be constructed to meet their specifications.

Significant upfront investment would be required to renovate and update the space. We worked with the landlord to craft a creative deal where the owner would fund approximately \$300,000 in construction costs, and would be reimbursed by the tenant over the life of the lease. We provided the owner with a detailed financial analysis, and assisted with the financing. Remaining diligent, continuing to show the space, while negotiations continued with Empire Bakery for over a year.

Once the final drawings, construction estimates, and financing were approved, a lease was negotiated with Empire Bakery and signed in May of 2017.

THE POWER OF INTEGRATED SERVICES

Lee & Associates called upon their in-house contractor, General Contracting Partners, LTD., (GCP) to manage the renovations and buildout. GCP is a full service general contracting firm specializing in interior commercial finished. GCP began the project in October of 2017, and completed the space in January of 2018.