



CBIZ Gibraltar
Real Estate Services, LLC

HighTower Holding, LLC

Portfolio Client Case Study

Client Success

Negotiation & evaluation of all new & existing office locations

Assistance in set-up of a lease administration platform, enabling critical data management & financial reporting

Semi-annual portfolio review to evaluate ongoing strategy based on occupancy costs, market trends, labor, sustainability & client specific real estate parameters

Weekly status updates & live interactions with Gibraltar and HighTower's executive team

"Gibraltar has been a valuable partner to us for many years; we have completed over fifty projects with their team. The effort they put forth on each and every project shows us their continued commitment to accomplishing our objectives. Their team has made our real estate endeavors both comprehensive and cost-effective. We chose Gibraltar not only for their expertise in the industry, but the personal level of service they provide. They are very responsive and even provide insight on situations outside the scope of current projects. We look forward to continuing to work with a loyal partner."

Kimberly Pozza, Executive Director of Facilities

Challenge

As a national financial services company, HighTower Holding LLC wanted to engage a single-point-of-contact commercial real estate services provider across the United States to gain a consistent level of service throughout their entire portfolio. The company sought a firm that can successfully handle the larger, corporate locations with the same attention and detail in both large and small markets.

Solution

Gibraltar implemented a standard process for all transactions, providing an excellent level of service to all of HighTower's locations - both, large and small. Gibraltar assisted the company in implementing a lease administration platform that enables the management of critical data and financial reporting, allowing for consistency, but also flexibility in the transaction process. Gibraltar hosts a series of weekly status updates, conference calls, and a semi-annual portfolio review of HighTower's national real estate. The Gibraltar team assists HighTower in evaluating the best strategic real estate approach to off-set occupancy costs, which is based on market trends, labor analysis and HighTower's specific parameters and requirements.

Results

Gibraltar has been a trusted partner of HighTower's for nearly ten (10) years and has maintained a strong, working relationship with HighTower, assisting the firm with their entire real estate portfolio throughout the United States.

Client Profile

Client:
HighTower Holding, LLC

Address:
200 West Madison Street, Chicago

Industry:
Financial Services Company

Number of Employees:
500+

Square Footage:
59 U.S. Locations

Geographic Footprint:
National