



CBIZ Gibraltar
Real Estate Services, LLC

Hahn Loeser & Parks, LLP

Law Firm Case Study



Client Success

Established a new office that met the law firm’s need for growth

Secured an above market tenant improvement allowance package to create a high-end office environment with a focus on recruitment and retention

Overview

Cleveland based law firm, Hahn Loeser & Parks, LLP (“HLP”), engaged CBIZ Gibraltar Real Estate Services, LLC (“CBIZ Gibraltar”) in 2019 to assist the firm in expanding their presence in the Chicago market within the Central Business District. HLP previously occupied roughly 10,000 SF of space in Chicago and was looking for an office space that would reflect their desired image. The previous space was not a viable option as it did not meet HLP’s long term needs.

HLP’s goal was to find an office space that would reflect the firm’s brand, enhance its office culture and promote a productive work environment. In addition, the firm was focused on a space that would help attract and recruit talent as HLP was looking to expand within the Chicago market.

CBIZ Gibraltar conducted an extensive market search of building options and presented HLP with several building alternatives for their consideration. Upon review, and with CBIZ Gibraltar’s expertise and guidance, HLP selected 200 West Madison Street as their building of choice.

CBIZ Gibraltar was able to secure an above market tenant improvement package for Hahn Loeser in order for the firm to design an upscale space that suited their needs. Part of HLP’s mission was to design an office space that captured the latest law firm space planning trends. CBIZ Gibraltar also negotiated for a significant rent abatement package to assist with some of HLP’s upfront costs.

HLP’s lease for 14,500 SF of space at 200 West Madison Street also has expansion rights for the remainder of the floor. The 7,800 SF expansion option was an essential part of CBIZ Gibraltar’s negotiation as it allows HLP to plan for future growth given the law firm’s desire to increase their Chicago presence.

Client Profile

Client:
Hahn Loeser & Parks, LLP

Address:
200 West Madison Street

Industry:
Law Firm

Square Footage:
14,500 SF

Geographic Footprint:
Chicago, IL



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