

## MLT Vacations, Inc.

*vacation retailer, a Northwest Airlines Corporation Company*



*MLT's Corporate Headquarters*



Keewaydin completed needs analysis, site selection, detailed financial analysis, lease negotiation, architect selection, project management and relocation services for MLT's Minneapolis headquarters facility.

MLT was operating out of a facility that was outdated and too large after their call center was relocated to another state. They wanted to be closer to the Minneapolis airport, and in a location that would have only a minimal impact on commute times for their employees. Furthermore, MLT desired a Class A interior and mechanical system but was working with a very conservative budget.

Keewaydin conducted a site selection for Class B/C space near the airport that had the potential to create the image and systems MLT desired. Keewaydin compared each alternative using detailed financial analysis of tenant improvement dollars available and additional costs that would be required to renovate each facility. In addition, Keewaydin conducted a traffic study, evaluating drive times for employees to potential new locations, enabling MLT to make informed decisions as to each building alternative and location, and how it would affect every employee.

Keewaydin's thorough analysis helped MLT focus on the site of an office park midway between the airport and MLT's current location. Through tenacious negotiations and because of Keewaydin's Minimum Building Shell requirements, we were able to negotiate considerable, above-standard improvements to the proposed building shell.

During months of extensive negotiations, Keewaydin continued to pursue other options for MLT to maintain viable alternatives. Keewaydin also extended MLT's lease in their current facility at the same rate, allowing them to complete negotiations and tenant improvements in their new facility. Keewaydin's tenacity and negotiating skills allowed them to get a very aggressive deal for MLT, including above-market tenant improvement allowances in below-market rent.

Once the lease was completed Keewaydin set to the task of managing the project – the redevelopment of an older Class C building. Keewaydin evaluated options for installing new mechanical and electrical building systems, abating hazardous materials, complying with ADA regulations and completing the tenant improvements. In the end MLT moved into a building that may, from the outside, appear to be an older facility but whose internal systems perform similarly to those of a Class A facility.

### Keewaydin Services:

- Site Selection
- Real Estate Negotiation
- Project Management
- Relocation Management