

PARTNERS

Commercial
Real Estate
Value-Advisors

Address

26 Landsdowne Street
Cambridge, Massachusetts

Square Footage Leased

100,000 SF

The Company

ARIAD, a Cambridge biotechnology company, is engaged in the discovery and development of medicines to treat cancers by regulating cell signaling with small molecules.

The Challenge

ARIAD had an extension option at below market rates, but had no further options to stay in their building beyond 2012. In addition, ARIAD identified a need of approximately \$600,000 for base building improvements.

The Results

A full-scale FHO Partners Lease Audit revealed an issue with a potential for significant cost savings to ARIAD. These audit findings were used to create the negotiating leverage necessary to continue to maintain below market rents for the next five (5) years, obtain two additional five (5) year extension options and have the landlord fund the \$600,000 for base building improvements.



“From the diligence demonstrated in our Lease Audit to the strategic input into our lease negotiations, our colleagues at FHO Partners provided real value to ARIAD in securing critical long-term space requirements. We value them as our partners and will continue to call upon them to help us meet our growing needs in the future.”

Edward M. Fitzgerald
Senior Vice President,
Finance and Corporate
Operations, Chief Financial
Officer
ARIAD