

Address

11 Walkup Drive
Westborough, Massachusetts

Square Footage Leased
23,000 RSF

The Company

SI-CAL is a manufacturer of high quality heat transfer decals for decorating and enhancing a wide range of products, specializing in solutions to difficult decorating and labeling applications.

The Challenge

SI-CAL was paying above-market rental rates at their current facility with more than 18 months remaining on a long term lease.

Specialized equipment and process lines meant that the costs and disruption of moving would have been prohibitive.

Leverage was at a minimum given remaining term and the high cost of relocation.

The Results

FHO Partners presented a survey of possible relocation alternatives.

Based on the cost to relocate and the rents for competitive spaces, engaged the current landlord roughly 18 months prior to lease expiration.

The lease was eventually renegotiated one year prior to expiration, immediately saving SI-CAL roughly 10% versus the in-place rents.

FHO Partners' lease audit team reviewed the final lease document to ensure that SI-CAL's future obligations and liabilities were understood.

Deferred maintenance and capital items which would have been the tenant's responsibility were addressed, quantified and negotiated to minimize and limit SI-CAL's exposure.



“With 18 months left on our lease, we were skeptical at first that engaging our landlord early would be worthwhile. We also knew that the costs to move and the disruption of relocating our operations would be substantial and risky.

FHO Partners helped us understand our options and presented a “win-win” solution for us and our landlord which meets our needs, saves us money, minimizes risk and limits our exposure to costly capital/maintenance items in the future.

I could not have negotiated/navigated this process, anywhere near as well without your help.”

Jaye Tyler
President & CEO
SI-CAL, Inc.