



HISTORY:

Northwest Neurobehavioral Health is a multi-disciplinary mental health provider that was founded in 2010 in Meridian, Idaho. By 2015, their rapid growth had resulted in multiple hodge-podge expansions resulting in 11,000 SF of office space with dysfunctional features such as two small lobbies, limited window lines, narrow hallways and staff tripping over one another.

CHALLENGE:

Any expansion within the current building would require extending the lease again...but this was exactly what had caused the current situation. No functional relocation options existed in their area of interest and lease rates in the area were rising rapidly. With over two years left on their lease, NNH felt resigned to their cramped conditions and were concerned where the market would be in two years.

PROCESS:

Tenant Realty Advisors suggested that we begin investigating a build-to-suit option. The timing was perfect but there was no time to waste. After vetting numerous developers in the area, TRA found a great fit and presented them with NNH's challenges and needs. The developer's architect provided a free test fit space plan. Another developer was sourced as a back up and for leverage. A one-page proposal was presented by the developer of choice but TRA insisted all the fine points be worked through and agreed upon. Eventually, a comprehensive letter of intent was signed by both parties.

RESULTS:

NNH was able to achieve a rent equal to their current rent, but gained an additional 2,500 SF and a functional floor plan including a play area for patients, a great reception area/large break room and tons of parking. The building was designed for NNH's eventual growth with 5,000 SF of expansion space and first rights of refusal on this area. And finally we negotiated a purchase option with timing that worked for both NNH and the developer. They moved in on time in 2017 and are truly enjoying the space.

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