



Getting the best lease deals — just for tenants.



# Get better spaces and smarter lease deals with our integrated Griddig tools.

## The tenant's all-in-one app for office space deal making.

Get more control with real time access to the latest on:

- Managing your team and deal stakeholders
- Confirming your space needs
- Searching for office space
- Comparing deal economics and landlords
- Drafting and executing Letters of Intent

### Created with you in mind.

We are painfully aware of the fears and frustrations that tenants associate with finding new office space and negotiating leases. The marketplace is highly competitive, landlords are in control and so many brokers have questionable priorities. The SpacePlace and Griddig were built from scratch to enable fair and transparent deals for tenants.

| Compare | Space A Worksheet  | Space B Worksheet  | Space C Worksheet  |           |
|---------|--|--|--|-----------|
|         | Space A<br>601 Montgomery St<br>Suite 1900, Floor 19               | Space B<br>345 California St<br>Suite 1700, Floor 17               | Space C<br>1 Front St<br>Suite A, 26th                             |           |
|         | edit worksheet   | edit worksheet   | edit worksheet   |           |
|         | LAST SAVED BY<br>Dan Mihalovich, Broker<br>July 10, 2018 @ 9:32 PM | LAST SAVED BY<br>Dan Mihalovich, Broker<br>July 10, 2018 @ 9:32 PM | LAST SAVED BY<br>Dan Mihalovich, Broker<br>July 10, 2018 @ 9:33 PM |           |
|         | Rentable SF  | 9,461  | 9,175  | 11,248    |
|         | Usable SF  | 8,227  | 7,583  | 9,093     |
|         | Lease Term   | 5  | 7  | 3         |
|         | Average Rent / Rentable SF   | 52.75  | 63.18  | 53.58     |
|         | Total Occupancy Cost   | 2,495,341  | 4,057,646  | 1,807,892 |
|         | Present Value of Total Occupancy Cost                              | 2,204,321  | 3,443,473  | 1,668,643 |
|         | Avg. Present Value / Rentable SF                                   | 46.60  | 53.62  | 49.45     |
|         | Avg. Present Value   |  |  |           |

Easily compare and evaluate details of multiple spaces in real time.

| Space Type  | Approx. Size (SF) | Quantity |        | Total Square Footage |        |
|---|-------------------|----------|--------|----------------------|--------|
|   |                   | Move-In  | Future | Move-In              | Future |
| Private Office 15' x 10'  | 150               | 37       | 57     | 5550                 | 8550   |
| Workstation 8'4" x 8'4"   | 70                | 19       | 27     | 1330                 | 1890   |
| Benching 6' x 5'  | 30                |          |        |                      |        |
| Reception 18' x 15'   | 270               | 1        | 1      | 270                  | 270    |
| Conference / Board Room 15' x 25' — 12-14 People                | 375               | 1        | 2      | 375                  | 750    |
| Training Room / Auditorium 20' x 25' — 6-10 People              | 500               | 1        | 1      | 500                  | 500    |
| Kitchen 18'3" x 18'6" — 8-10 People                             | 300               | 1        | 2      | 300                  | 600    |
| Small Catering Pantry 10' x 10'                                 | 150               | 1        | 2      | 150                  | 300    |
| Small Conference Storage 15' x 10'                              | 150               | 1        | 1      | 150                  | 150    |
| Copy / Supply Room 15' x 10'                                    | 150               | 1        | 2      | 150                  | 300    |
| Satellite Copy / Print Station 12' x 8'6"                       | 100               | 4        | 6      | 400                  | 600    |
| Coat Closet   | 18                | 1        | 1      | 18                   | 18     |
| Open File Area 1'3" x 8'11/2" — 15' x 28" Standard File Cabinet | 10                | 60       | 100    | 600                  | 1000   |
| File Room 10' x 10' — 11 15' x 28" Standard File Cabinets       | 100               | 2        | 3      | 200                  | 300    |
| Library 15' x 15'   | 225               | 1        | 1      | 225                  | 225    |
| Server Room 10' x 25' — 12 10" Racks                            | 250               | 1        | 1      | 250                  | 250    |
| IT Storage Room 10' x 10' — 3 19" Racks                         | 100               | 1        | 1      | 100                  | 100    |
| Subtotal  |                   |          |        | 10,568               | 15,803 |
| + Circulation (40%)   |                   |          |        | 4,227                | 6,321  |
| Subtotal Usable Square Footage                                  |                   |          |        | 14,795               | 22,124 |
| + Estimated Building Load Factor (20%)                          |                   |          |        | 2,959                | 4,425  |
| Total Rentable Square Footage                                   |                   |          |        | 17,754               | 26,549 |

Quick and accurate space calculations and forecasting.

### Informed by 30 years of office space deal making.

The SpacePlace-Griddig marriage is the result of knowledge and methods developed and honed over decades devoted to getting the best office spaces and lease deals for tenants. Authorities in space planning & programming, architecture, construction, HR, real estate law, negotiation and even moving, consulted on, and validated its design and content.

### Letter of Intent

Between **Madison Marquette, Inc.** and **Transamerica Realty Investm**  
for Lease of Premises at  
Address  
505 Sansome Street  
Suite 1950  
San Francisco, CA 94111

Condition of Space at Delivery Dan Mihalovich Nov 12 2018 @ 10:26 AM Your Terms

Supporting Documents Dan Mihalovich Nov 12 2018 @ 10:26 AM Your Terms

Addressees Dan Mihalovich Nov 12 2018 @ 10:26 AM

Introduction / Cover Letter Dan Mihalovich Nov 12 2018 @ 10:29 AM

About the Parties Dan Mihalovich Nov 12 2018 @ 11:36 AM

Premises Dan Mihalovich Nov 12 2018 @ 11:05 AM Your Terms

Save time and money drafting and executing your own Letters of Intent.