



# SUCCESS STORY



## CHALLENGE

Florida Orthopaedic Institute (FOI) engaged Colliers International to exclusively represent their organization. FOI was seeking to combine existing offices into a new practice location to increase patient satisfaction. FOI requested a building that projected an increased professional image, strong visibility. Convenient accessibility and sufficient medical office parking for patients and employees were also considerations.

Jim Allen  
Managing Director  
Healthcare Services

## STATISTICS

Square Footage: 27,500

Transaction Value:  
\$11,500,000

## SPECIALTIES

Tenant Representation  
Built-To-Suit Medical Office

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## STRATEGY

Jim Allen's leasing team focused on locating potential properties that met FOI's unique set of criteria. Once appropriate locations were targeted, Allen prepared a detailed construction and lease analysis of each option. A former Border's Bookstore building proved to be the ideal solution for the client. Allen's goal was to obtain a long term lease transaction on behalf of Florida Orthopaedic Institute, and facilitate a cost effective modern and efficient custom medical office build-out.

## SERVICES

- Needs Determination
- Location Analysis
- Market Evaluation
- Financial Analysis
- Lease Negotiation
- Tenant Improvement Assessment

## RESULT

A long-term, cost-efficient lease was negotiated at 909 Dale Mabry Highway in Tampa, Florida. The existing building was converted to a new Florida Orthopaedic Institute with an Urgent Care Center. As a result of the move, FOI has received strong positive feedback of patient satisfaction and increased staff morale due to the excellent work environment.



