ALIGNING REAL ESTATE WITH YOUR MISSION DURING CHALLENGING TIMES

2020 NON-PROFIT FINANCE & SUSTAINABILITY CONFERENCE

NTH
ALIGNING REAL ESTATE WITH YOUR MISSION (ANYTIME)

- Understand your budget (annual occupancy expense & potential move costs).

- Determine if your budget, space requirements & real estate market are in alignment

- Think hard about location criteria.

- Weigh the risks & rewards of different lease terms.
CURRENT SPACE TRENDS

- Smaller individual spaces, more variety of space types.
- Shared worked spaces.
- Strong emphasis on technology, branding & culture.
- Capitalize on building amenities to reduce leased space
TIPS FOR UNCERTAIN TIMES

• Read your lease!

• Communicate with Landlord

• Be prepared with data on your operations, is this a short term or long term problem?

• Ask for what you need, be clear about what you can give in return

• Apply for loans or other government programs

• Talk to your insurance company
FINAL THOUGHTS

• Clients, employees, business plan come first – real estate follows and supports

• Real estate is expensive, use it effectively!

• Mission is important for employee attraction, but work environment can play a big role in retention
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