

Nobel Learning

Summary

Jackson Cross Partners, working with Nobel Learning Communities, Inc., strengthened NLCI's real estate portfolio by reducing rent rates and securing long term stability for certain client selected locations.

Challenges

- Cold-call uninterested landowners to sell, without losing bargaining power
- Identify alternative sites to use as leverage in landlord negotiations
- Bring the total value to a level where institutional owners can see large return for their investors
- Complete necessary due diligence in multiple locations prior to closing
- Keep costs low in order to pass savings on to client
- Prevent client from incurring out of pocket expenses

Success

- Developed "Lease Restructuring Program", whereby JCP negotiated the restructure of current lease obligations with a net result in savings of _ per share
- Acquired and sold 8 properties, with others currently under agreement
- Ensured that client had no out of pocket expenses
- Secured long-term leases upon which client can rely for marketing and strategic planning of new locations
- Institutional owners expressed desire to acquire more properties from JCP
- Average rent savings of over \$500,000 per property



QUICK FACTS

Scope

- Average rent savings of over \$500,000 per property
- NPV of over \$375,000

Jackson Cross Partners Resources and Expertise

- Portfolio Management
- Lease Administration
- Project Management
- Transaction Management
- Lease Restructuring

