



## Corporate Real Estate Consulting



Phillip Johnson



Pelli Clarke Pelli



Stubbins Assoc



Phillip Johnson

### Corporate Mixed-Use Sponsorship

Corporations typically have single-purpose facilities with customized layouts. Cities prefer Mixed-Use for synergy and best use of scarce land resources.. Corporations typically want exclusivity and high security levels

All of the Corporate Headquarters pictured at left , PPG Industries, Bank of America ,Citicorp Center, and AT&T (now SONY) have Atriums with unique themed specialty Retail and ethnic Foodservice.

Halcyon assisted these with viable Tenant Mix and Leasing strategies, resolving Servicing and Tenant Improvements, to improve quality perceptions, exceeding the workplace environments of their competitors



Koetter Kim

### New Corporate Facilities

Halcyon retained by Codex Corp to conduct a national Architectural Competition for their new Headquarters in suburban Boston, Wrote the Base Building Program; detailed Site Performance parameters; and conducted two-stage Competition.

We attracted 75 entries; reduced to four Finalists by a Professional Jury and a Codex CEO, who were compensated in a second phase to detail designs with some Client feedback; intense debate over Finalists explored Codex willingness to sponsor contemporary architecture. Koetter Kim chosen based on matrix evaluation of cost, efficiency, and humanist design.



### Facility Consolidation

Halcyon Principal with E&Y retained by Pitney Bowes to explore consolidation and re-use options for their Connecticut Headquarters and Product Design center.

Headquarters was analyzed on current operating cost basis to permit multi-tenancy but with Executive staff remaining; other departments housed in modified Suburban Campus with shared parking and full site security.

Alternative Funding via Corporate REIT and Joint Venture options to minimize capital investment were also explored



Swanke Hayden

## Serving Corporations with Unique Development Challenges