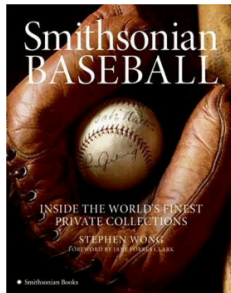




CASE STUDY:	Lodo Museum Space Purchase
TENANT:	B's Baseball Museum and Bruce Hellerstein CPA Office
TENANT REP:	Rare Space Inc.



The Rare Space team agrees that we have never met anyone with a passion as singular and strong for his hobby as our client Bruce Hellerstein. This year we were pleased to be able to help Bruce bring that hobby to another level.

Bruce is a CPA who has run a successful accounting practice for over 20 years. Over the course of his lifetime, many of his off-work hours have been spent collecting memorabilia related to baseball and the architecture of the great American baseball stadiums. Bruce has amassed a collection that is too numerous to mention, though Stephen Wong took a stab at it in his book *Smithsonian Baseball*, devoting an entire chapter to Bruce's "vintage ballpark relics".

Bruce enlisted the help of Rare Space to move his collection into a space conducive to Denver's baseball-loving visitors. His plan was to purchase a suitable suite with separate entrances for both his CPA practice and the museum.

After an exhaustive search in the desired downtown ballpark area, Rare Space located a ground-floor street-facing unit at 1940 Blake Street, just a half block from the entrance to Coors Field. The stars seemed to be aligned.

Over the course of the negotiations the Rare Space team handled several things to ensure a smooth ownership transition:

- **Successful negotiation of sale price resulting in a rate of \$210/sf – approximately 30% below comparable space we had initially bid in the area**
- **Negotiation of tenant improvements to be completed by seller: installation of a finished kitchen suitable for catering functions, removal of dropped ceiling to reveal original wood beam architecture in the museum space**
- **Recommendation and oversight of architect and contractor team**
- **Oversight of permit process with city of Denver and Lodo Historic District**
- **Guidance of HOA approval process for outdoor signage and new door entrance for the museum**
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Look for "opening day" at B's Baseball Museum sometime this spring!

"I cannot begin to thank Rare Space enough for all their outstanding efforts. They worked so diligently and did everything in their power to expedite the entire process. The team at Rare Space was always there for me and, in baseball terms, "stepped to the plate" to hit a grand slam for me!! My lasting impression of Rare Space is one of ultimate professionalism, teamwork and dedication to its customers. I will always keep you mind for future business and referrals."

- Bruce Hellerstein