

CHALLENGE

Bayview Center for Mental Health (“Bayview”) was a not-for-profit organization providing mental health care and social services to indigent and low-income patients throughout Broward and Miami-Dade Counties. In the summer of 2009, Bayview decided to relocate their corporate headquarters and their medical clinic from one facility in Miami Gardens to two facilities in Fort Lauderdale (office) and North Dade (clinic). Bayview could have no downtime of their clinical facilities during the move, as patients depended on their services. Bayview hired Michael Feuerman as their exclusive tenant broker to represent them in their search and negotiations.

ACTION

Mr. Feuerman had represented Bayview since 2004, and was very familiar with their requirements and operations. He conducted a thorough review of their then-current configuration, and helped them to determine what functions would be required in the new facilities. By September 2009, Mr. Feuerman had toured Bayview through multiple options for each requirement, in both counties. He directed the negotiation process with several building owners until fully acceptable terms were presented for multiple facilities, providing Bayview with several choices. He ensured that terms were in place so that the clinic would be delivered on time, with no delays. Bayview ultimately chose a 14,000 s.f. office location (5 year lease term) in Downtown Fort Lauderdale, and a 15,530 s.f. clinic location (10 year lease term) in North Miami Beach. Mr. Feuerman (a licensed but non-practicing attorney) worked closely with Bayview’s attorneys to ensure that the final lease documents reflected all negotiated business terms, and to overcome government and neighborhood concerns over a mental health clinic being established in the North Miami Beach location.

RESULTS

- Assisted the client in finding a clinic location that was accessible to patients, where zoning allowed for mental health treatment, and with certain on-time delivery of the space
- Guided the client in choosing an excellent corporate headquarters location, suitable for meetings with donor organizations and government funding-agencies
- Negotiated rent at under-market and under-budget rates
- Negotiated above-market build-out allowance and free rent
- Negotiated sufficient parking for all employees



TESTIMONIAL

In all transactions, Mr. Feuerman was professional and knowledgeable, providing an optimum level of skill and expertise, working diligently to assure Bayview Center continued operations without interruption of services. He provided a full range of real estate services, and guidance through all processes and far exceeded our expectations. – Charles B. Huiss, CAO



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