

Case Study

Akin, Gump, Strauss, Hauer & Feld



Austin, TX
300 West 6th Street
87,000 sf

Akin, Gump, Strauss Hauer and Feld is one of the largest international law firms headquartered in the United States. The Austin office had expanded tremendously through lateral and internal growth. The firm occupied over 80,000 square feet and had grown from two floors to 5 floors scattered throughout their building with no prospect of consolidation during their existing lease term.

Overview

Commercial Texas and Montfort Consulting were engaged to assist Akin Gump with solutions. The client wished to consolidate its existing space from the 5 floors scattered throughout the building to a contiguous efficient floor plan in a state of the art building while providing a 20-year plan for orderly growth at fixed prices.

Goal

To negotiate attractive terms in both price and growth options in a 98% leased CBD market while creating operational efficiencies and exiting the remaining 3 ½ years of an existing lease obligation.

Approach

Commercial Texas and Montfort Consulting “piggy-backed” the Akin Gump lease as a co-anchor for the first new CBD high-rise in Austin in 14 years thereby creating the new space necessary to achieve the firm’s goals of efficiency, price and growth options.

Results

Akin Gump occupied 3 of the top five floors of this new CBD high-rise in April 2002 and through our negotiations have reduced its square footage per attorney by about 25% while increasing growth options and reducing rental costs per attorney.

Update

Akin Gump’s original space at 816 Congress had originally been slated to generate revenue for the firm. With the bear market of 2001, and three (3) years remaining on their original lease, Akin Gump didn’t require 15,000 square feet of their new space and needed to sublease over 83,000 square feet at their original space. Within 12 months of Akin Gump’s relocation, Montfort Consulting and Commercial Texas successfully subleased over 90,000 square feet for Akin Gump, with the remainder of the space taken off the market.