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SUCCESS STORY

# Air Around The Clock, Inc.

Industrial Relocation Securing Fleet  
Parking, 8,100 SF Office Build-Out, and  
Strong Lease Protections

**JULY 2025**

 DEERFIELD BEACH, FL





- **Deal type:** Relocation
- **Sector:** Industrial / Flex
- **Size:** 26,000 SF total (including 8,100 SF office)
- **Market:** Deerfield Beach, FL
- **Completion:** July 1, 2025
- **Timeline** (kickoff → LOI → executed): Feb 2024 → Apr 11, 2025 → Jul 1, 2025
- **Key facility specs:** 24' clear height, 8 dock doors + 1 ramp, parking ratio approx. 2/1,000 SF

## The challenge

Air Around The Clock faced a major disruption when their existing building changed ownership, triggering a sharp increase in rent and operating expenses—while also losing a “sweetheart” adjacent surplus parking arrangement that had supported their fleet and workforce. With their lease expiring within a year and leadership pushing for a location closer to I-95, the client needed a new facility that could accommodate **significant office space inside an industrial footprint** and deliver **enough on-site parking**. The risk of choosing the wrong building was operationally expensive: it could force the company into a **second location purely for fleet parking**.

## Our approach

- **Got ahead of the market early.** We started the search roughly **15 months before lease expiration**, monitoring new listings and identifying off-market opportunities so the client could move on the best options first.
- Built the search around non-negotiables. We prioritized sites that could support **6,000–8,000 SF of office** inside the warehouse and meet fleet/employee parking needs—then narrowed to the strongest operational fit near key corridors.
- **Moved fast and negotiated from leverage.** We leveraged broker relationships and speed-to-act to secure favorable terms, using the client’s unique large-office requirement (less attractive to many industrial users) to strengthen negotiating position.



## Results



RENT  
ABATEMENT

**4 MONTHS**



TI  
ALLOWANCE

**\$2/SF**



RISK  
REDUCTION

**4% CAP**



FLEXIBILITY

**PRE-SET  
ANNUAL  
INCREASE**



OP WIN

**FLEET  
PARKING**

- **4 months of rent abatement**
- **\$2/SF TI allowance** (total **\$52,000**) with the ability to **convert 50%** of TI into additional rent abatement
- **Risk reduction: 4% cap** on uncontrollable operating expenses + **No Personal Guarantee**
- **Flexibility:** fixed renewal option with a **pre-set annual increase** (confirm exact % if you want it stated on the page)
- **Operational win:** consolidated fleet parking on-site and reduced commute time for most of the workforce



*"Found a facility that fit the office requirement, consolidated parking, and improved leadership access."* — **Broker Team**



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