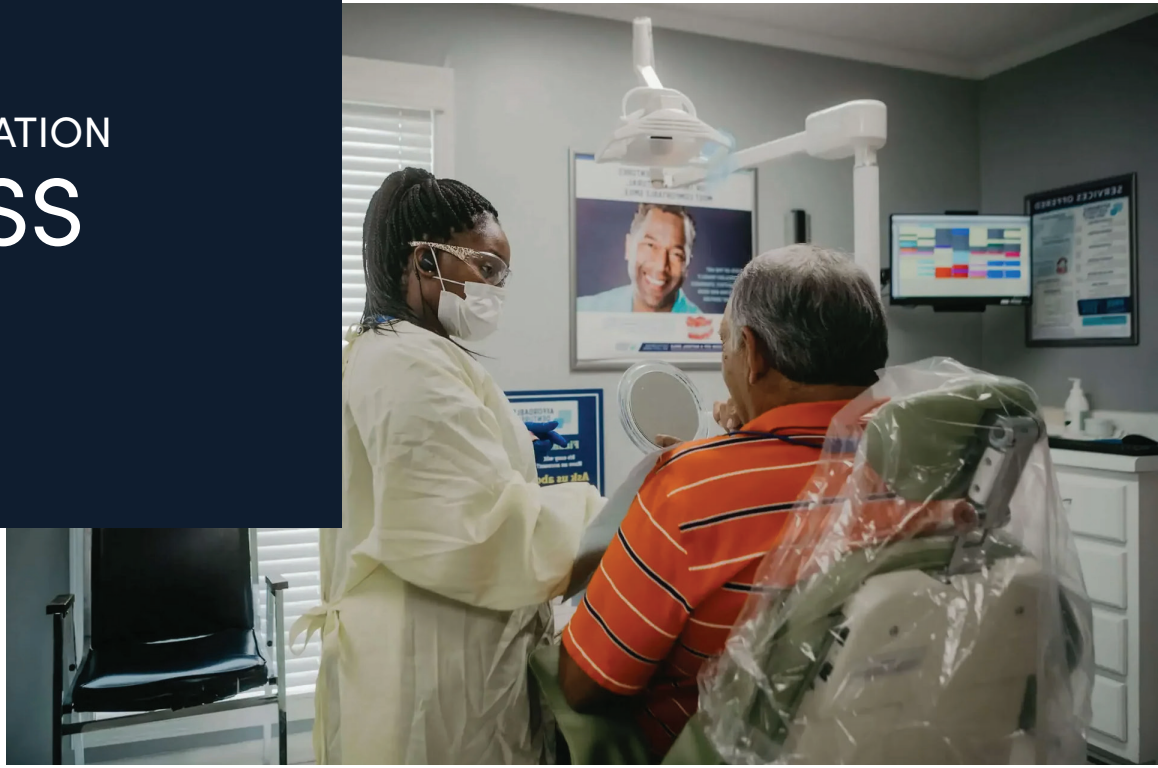


A LEASE NEGOTIATION SUCCESS

CASE STUDY



PROJECT SUMMARY

Affordable Care, a national leader in dentures and implants, was facing a difficult decision at one of its under-performing locations inside a high-cost shopping mall. Rent and operating expenses significantly exceeded market rates, putting the long-term viability of the site at risk. Without intervention, the location was headed toward permanent closure.

STRATEGIC INTERVENTION

Intelica worked alongside Affordable Care's real estate team to evaluate lease terms, benchmark competitive rates, and develop a plan to right-size the location's financial footprint. By renegotiating the lease, Intelica secured a 32% reduction in total real estate cost, lowering the rent from \$29 PSF plus \$5.51 NNN to \$18 PSF gross.

THE SOLUTION

The result: \$309,000 in savings over 5 years, allowing Affordable Care to stabilize operations, avoid disruption to patient care, and redirect capital toward growth across its national portfolio.



LOCATION | 475+ Locations



PROJECT TYPE | Lease Restructuring



PORTFOLIO SIZE | 1.84 Million SF