



SF Commercial Leasing

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April 22, 2024



Agenda / outline

- Educational training
- Space matchmaking
- LOI/Lease Review
- Community outreach
- General Trends

Educational Training

- Intake call to assess small business stage.
- Discuss and explain general commercial leasing process and services offered.
- Understand and discuss business space needs and requirements.
- Share various resources with business owner(s).



Space matchmaking

- Share resources for space searching.
- Research broker database for qualified spaces.
- Share listings with business owners.
- Attend space tours and offer advice on conditions.
- Collaborate/refer to permit specialists.



LOI/Lease Review



- Support through LOI negotiations
 - Provide guidance with assessing space improvements for negotiation points (including TI or permit changes when business will not be open).
 - Thought partner to talk through scenarios.
- Offer lease review comments and suggestions
- Connect to legal resources



Commercial Lease Review

- Understand lease clauses such as:
 - Sublease/Assignment terms
 - Insurance requirements
 - Responsibility of repairs/maintenance
 - Option to renew, including marking the calendar for important dates
 - How to give notice
 - Utility responsibility
 - Gross vs. NNN Lease structure

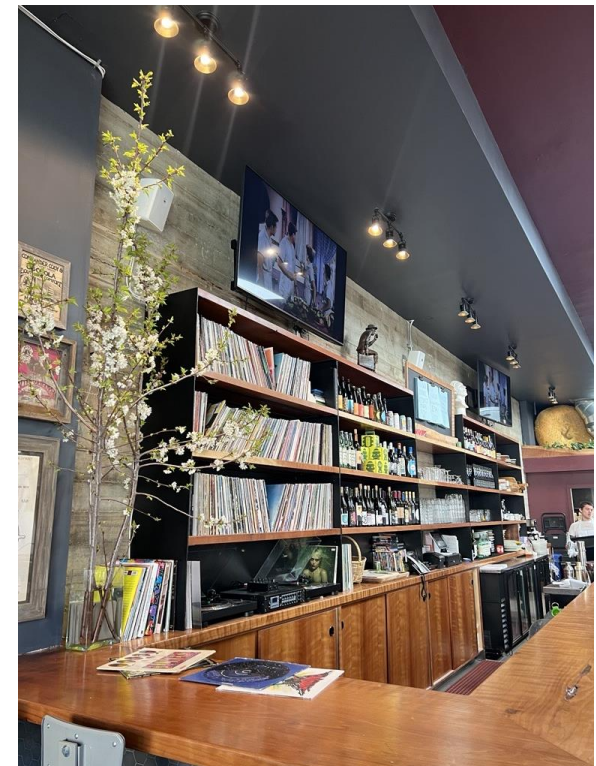


Community Outreach

- Merchant walks to different corridors to share service details.
- Meetings with merchants associations/CBDs to share service details.
- Understand priority vacancies in neighborhoods to share with desired businesses.

Community Partnerships

- Partner with MOHCD, HOM, Supervisor's offices, Nonprofit Developers and the like to understand current and upcoming commercial vacancies.
- Partner with existing property owners who are willing to work with small business owners.
- Partner with brokers who understand the mission and may have spaces appropriate for small business owners.



Current General Trends

- Asking price for commercial space is still quite high, starting to see some more give as far as agreement to deals that make sense.
- Fair share of businesses looking to start new and expand. Restaurants, multi-use flex retail, personal services.
- Some property owners coming to terms and offering attractive deals to fill vacancies.
- Restauranteurs are selling their businesses; fairly-priced businesses with fair rent are going quickly.





General Trends cont.

- Neighborhood specific areas are a focus for some business owners who know their customer demographics.
- Downtown SF: mix of folks who want to go downtown and some who still believe it's "dead".
- Opportunity to locate downtown with good deals. Property owners are offering creative deals.