



CITADEL
PARTNERS

SUSQUEHANNA RADIO CORPORATION

Reverchon Plaza, 3500 Maple Avenue, Dallas, TX

SUCCESS STORY



Product Type

Office

Assignment Size

40,000 SF

Service Offerings

Tenant Representation

Municipal Incentive

Negotiations

Management of Construction

Value Engineering & Acoustical & Architectural Design Processes

Client Feedback

“It was a difficult lease to handle...they found workable solutions...it was successful, and we achieved our goals.”

Jack R. Kay
President & CEO,
Susquehanna Real Estate

Overview

Susquehanna Radio Corporation needed to secure a new radio station facility to provide for future growth.

Strategy

Citadel Partners was engaged to:

- ✓ Achieve zoning height-and-use variance for the installation of a radio station, while demonstrating to the institutional ownership how the lease can enhance the long-term value of the asset
- ✓ Incorporate ongoing lease expansions to justify significant up-front capital expenditure of both landlord and client

Results

Susquehanna’s facility costs were reduced by more than \$1.2 million. Height and zoning variances were obtained, as well as orderly growth for six subsequent future expansions.

