



Michael Johnson Performance Training, Inc. McKinney, Texas Tenant Advisory Services – Site Selection

OPPORTUNITY/CHALLENGE

Michael Johnson, the eight-time Olympic medal winner and five-time Olympic Gold medalist, wanted a one-of-a-kind multi-million dollar facility to train Olympic and recreational athletes. The lease had to be structured unconventionally in order to fit Johnson's business objectives and strategies.

Johnson didn't want to put any money down and a crucial element was to locate to a strategic location to best fit his business. He needed a network of various industry contacts in other areas of expertise to successfully implement his business model.

SOLUTION

Transwestern was able to secure a 5,000 seat stadium that would cost over \$10 million dollars. RTKL, a reputable architecture firm, was tapped to custom design the indoor training facility.

VALUE ADDED BY TRANSWESTERN

Transwestern provided the responsiveness and understanding that was needed to achieve the best results. The experience and forethought during the transaction were a key element in securing a lease that was not only fair but protective of the interests of Michael Johnson's business.

The Michael Johnson Performance facility committed to a 24,000 square feet lease at half the current market rate.