

**OPPORTUNITY/CHALLENGE**

Profile Food Ingredients (PFI) is a contract packager and blender of dry ingredients for the food industry currently occupying 25,000 square feet at 1149 Timber Drive in Elgin, Illinois.

The company contemplated whether to exercise its two-year renewal option, or renew for three years, or to relocate altogether. PFI was a start-up company at the time, in business for only three years with minimal financial history and cash for security deposit.

**SOLUTION**

Transwestern was able to leverage the current market to secure a three year renewal. PFI had a pre-negotiated rental rate for its two year option which was below market rates.

**VALUE ADDED BY TRANSWESTERN**

- Saved PFI 10% a year in rental rates
- Reduced PFI's liabilities by \$45,000 over three years