



Cooper Aerobics Center

Dallas, Texas

Tenant Advisory Services - Expansion and Relocation

OPPORTUNITY/CHALLENGE

After 35 years of promoting medically supervised health, wellness and fitness from his 30-acre facility in Dallas, Texas, Dr. Kenneth H. Cooper wanted to expand his operation. Dr. Cooper hired Michael Griffin, Principal with Transwestern, to develop a whole new Cooper Campus. However, Dr. Cooper wanted to limit his capital investment and desired a special purpose building located in a large park like setting with elaborate amenities.

SOLUTION

After 18 months of searching, negotiating and designing Griffin secured a lease transaction with rights to purchase for an elaborate 75,000 SF fitness center. Enough municipal funding and tenant improvement cash was secured to deliver a breathtaking interior design, stone covered shell with a slate roof, sunken stone laced tennis courts, and Olympic size heated pool, a pond and sand volleyball courts just to name a few. All of this is developed within a meticulously landscaped 17-acre park-like setting with a running track and other amenities.

VALUE ADDED BY TRANSWESTERN

In addition to the lease transaction, Mr. Griffin secured millions of dollars worth of prepaid memberships and private equity to fund the business operation. Millions of Americans die each year from the same preventable diseases that are caught and cured by the Aerobics Center. This facility will have an extraordinary impact on the health and quality of life of the fastest growing county in the nation.

"Michael Griffin is not merely my commercial real estate broker, but rather a vital partner to grow my organization. For thirty-five years my company was approached by developers that wanted a Cooper Aerobics Center, but it was always under unacceptable terms. Michael used his unique financial and entrepreneurial approach to negotiate the real estate transaction while securing municipal financial support, private equity and even membership sales. Mr. Griffin created a whole new business for the Cooper Aerobics Center that is approximately two times our current size."

Dr. Kenneth H. Cooper
Founder, President & CEO
The Cooper Aerobics Center