

## LEASE CUSTOMIZATION / LOW LEASE RATES

### We Customize Leasing Solutions on an Individual Basis

#### Partners in Success Model

The greatest challenge for a potential tenant is understanding the advantages of an on-Reservation lease. The Ak-Chin Industrial Park Board works in partnership with potential and existing tenants to answer questions, alleviate anxiety, and resolve any concerns that might surface. The Ak-Chin Indian Community has had great relationships with our tenants because we tend to view ourselves as partners in helping in the tenant's success.



#### Flexible Lease Terms

Lease terms are negotiated on a case-by-case basis. Mutually beneficial terms can be crafted for small to large tenants, depending on length of lease and benefit to local economy.

#### Project Fast-Tracking

Recognizing the need to offer a business-friendly environment which allows businesses to relocate and expand in the Community rapidly and efficiently, Ak-Chin is committed to streamlining and simplifying, where possible, its governmental permitting processes.

#### Build-to-Suit Funding

A build-to-suit option is available for well-qualified tenants at the Commerce Center. The option can substantially reduce front-end costs for a new facility, with monthly payments being competitive with Owner-built and typical Developer-based build-to-suit alternatives. This allows qualified lessees to devote funds to their operations rather than capital expenses.

### Low Lease Rates

- The base lease rate in the Mesquite Building (the office/warehouse complex recently constructed by the Community at SCCC) historically has run about 20% below current base leases in the City of Maricopa.
- Land lease prices are competitive with rural areas adjacent to Casa Grande, Stanfield, and Eloy, and SCCC offers a better location.
- With a build-to-suit option, monthly lease rates can be lower because building and tenant improvement costs are amortized over a longer lease period than with traditional financing.



**For leasing info:**

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