

FedEx Office Case Study



Situation

JLL was hired by FedEx in 2010 to manage a portion of their retail portfolio to reduce occupancy costs and improve lease language.



Initiatives

JLL assembled a team to manage the renewal program and had weekly meetings with the FedEx Office team to discuss strategies and a status report tracking the summary of progress and savings/avoidances.



Results

From July 2010 through June 2012, JLL reviewed and determined strategies for 600 leases. To date, JLL has impacted 443 leases, for a total savings and avoidance of \$9 million. This is a 7.2% savings to the client's year one rent.

