



A L L I A N C E
REAL ESTATE ASSOCIATES LLC



PAUL C. RIZZO ASSOCIATES

Penn Center East V
500 Penn Center Boulevard
Pittsburgh, PA 15235

SQUARE FEET

42,080

CLIENT

For over 25 years, Paul C. Rizzo Associates, Inc. (“Rizzo”) has been an industry leader in engineering and consulting services. The Pittsburgh-based company specializes in dams, hydroelectric projects, large-scale environmental assessments, and nuclear facilities.

Rizzo hired Dick Cassetti of Alliance to assist with the relocation of the firm’s world headquarters. All options – leasing, purchasing and having a building built were considered. It was determined that during unstable economic times, the flexibility of a lease was the best option for the firm. After a review of the market, two finalists were selected.

RESULT

By utilizing proven negotiation skills, combined with over thirty years of experience, Alliance leveraged Rizzo’s tenancy in the market and generated significant savings and building signage rights.

SAVINGS

Alliance reduced the rent by over 8% during the term of the lease and increased the allowances provided by the landlord by over 14%.