



**TRI-POINT FEDERAL CREDIT UNION**

11 Stanwix Street  
Pittsburgh, PA 15222

**SQUARE FEET**

1,490

**CLIENT**

Tri-Point Federal Credit Union, based in Pittsburgh, offers a variety of financial services to its members ranging from CDs, IRAs, money management plans and loan programs. Tri-Point prides itself on its quality of service and excellent practices, giving them a strong reputation throughout the city.

**RESULT**

Tri-Point had been subletting space for a number of years. When the sublease was about to expire, it was realized the option to remain a subtenant was not available. Building tours were quickly arranged and a number of options were reviewed.

**SAVINGS**

Alliance was able to work with the new owners of Tri-Point's building and negotiated a new lease for their existing space, saving them the cost of relocation. By leveraging their potential relocation, the rent was reduced by \$2.25 per square foot, the space was re-carpeted and re-painted, and one parking spot was negotiated into the deal.

*"As a small company we needed someone with the expertise and knowledge to negotiate a new lease on our behalf. Alliance was able to accomplish this for us in a means that was affordable and enabled us to stay at a location which our members know and find accessible."*

- George K. Kenhart  
President and CEO