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Leitner & Associates: Making a Successful Out-of-Home Conversion In August 2010, Leitner & Associates was able to demonstrate to the CITRACKS Institute, a not-for-profit organization that focuses on the improvement of commercial real estate, the success of converting a 12,000 square-foot historic hotel into one that serves as a boutique inn, a conference center, and wedding venue. The property is located in Florida and is the former Gulf and Western Country Inn, which closed in 2005. During this intensive, three-day on-site seminar, Leitner provided its clients and others involved with the property with helpful information in the area of space planning, analysis, and design, as well as tenant representation. After reviewing the property, its site and its potential, Leitner identified an immediate need to develop a large conference area on the property, as well as to work with the individual's (Leitner's) design-build firm (The Firm) to create a gorgeous hotel property. Upon attending the seminar and viewing the site, Leitner made several recommendations to the owner. Leitner & Associates provided the owner with preliminary architectural plans. On the day of the conference, Leitner's design-build team along with members from Leitner's office, the owner, and their design team quickly realized that the outdated, dated, and falling into disrepair design of the building presented more than a challenge. The team worked tirelessly to develop an architectural design that would turn the hotel into a beautiful retreat that featured a beautiful, sprawling lobby that would welcome guests from around the world. The firm also worked with the owner and his design team to create a structure that was environmentally friendly, cost effective, and flexible in order to meet the owner's needs. Leitner & Associates was able to successfully implement a number of their recommendations, including locating a suite of approximately 3,000 square feet on the property to meet the immediate needs of the owner. At the end of the three-day workshop, Leitner was able to offer the owner a new, third-party tenant that would be interested in signing a 15-year lease for the conference center on the property. When asked how she felt about the workshop, a Florida-based landlord/investor stated: "We have an exceptional team at Leitner & Associates and have had many successful client relationships, but I have to say that my experience with them over the past three days was unparalleled." She added that they have "offered insights that have helped us to improve our property and our business." Leitner & Associates is one of the largest and most respected space planning firms in the nation. Their services include providing advice to clients on space planning and design, as well as tenant representation. Their goal is to help owners and their representatives achieve the best possible results for the client's



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