



CITADEL  
PARTNERS

# DATASTAR USA, INC.

5904 Stone Creek Drive, The Colony, TX

## SUCCESS STORY



### Product Type

Office

### Assignment Size

9,346 SF

### Service Offerings

Tenant Representation  
Tax Abatement Negotiations  
Lease Negotiations  
Architectural & Construction  
Oversight

### Client Feedback

“I can't say enough good things about Scott and the Citadel team. They handled a tough negotiation to extract us from an existing lease, and found us a new property which was ideal for our needs. Always professional and proactive — they made the entire process an enjoyable one. We could not be happier in our new space.”

Chris Marshall  
General Manager  
Central Region  
USA

### Overview

DataStar USA, Inc. wanted to relocate into more efficient and cost effective facilities that represented their business plan moving forward. Citadel Partners was hired to sublease their current facility to mitigate the financial risk, while locating a suitable facility to relocate.

### Strategy

- ✓ Market the existing facility to prospective subtenants to either, terminate the existing lease, or sublease the current facility
- ✓ Locate multiple facilities that would be suitable to relocate to in order to create market leverage
- ✓ Negotiate City tax incentives in the municipality for which DataStar USA, Inc. would relocate to

### Results

Subleased the existing facility to a creditworthy subtenant and relocated to a new corporate headquarters in The Colony, Texas. The new location was an ideal fit for the business, resulting in enhanced employee morale and productivity. With the tax incentives, sublease revenue and the new headquarters' negotiated lease, we achieved a bottom line savings of 23%.

DataStarUSA

MARKET KNOWLEDGE / STRATEGY AND TACTICS / INNOVATION / SERVICE EXCELLENCE

[www.citadelpartnersus.com](http://www.citadelpartnersus.com)