



# INSIDE OXFORD



Founded in 1998, our success is the result of our knowledge of, commitment to, and investment in our local community.

## **HAPPY NEW YEAR!**

*All of us at Oxford wish you a happy and prosperous new year!*

**312 S. State Street, Second Floor  
Ann Arbor, MI 48104**

**734.747.6000**

**www.oxfordcompanies.com**



**SPACE AVAILABLE  
710 Avis Drive  
6,000-13,000 SF  
Call 734.662.3161**



## *Oxford Signs New Management Contracts, Welcomes New Tenants*

Beginning the first of the year, Oxford Property Management has reached an agreement to manage two properties in the State Street neighborhood in downtown Ann Arbor. The two properties, 304 South State and 316 South State, have been owned by the Sallade family for decades. In addition to the new relationships with the property owners, Oxford would also like to welcome new tenants to the family:

- U-M School of Art and Design
- Red Hawk Bar & Grill
- Ben & Jerry's
- STEG Limited
- Dr. Karin Ahbel-Rappe
- Dr. Geri Markel
- Nexcess.NET
- Dascola Barbers



The new agreement means that Oxford owns or manages every building from Potbelly Sandwich Shop to Red Hawk Bar & Grill (see graphic), in addition to three buildings on the north side of Liberty. Jeff Hauptman, president of Oxford Companies, commented on the implications of the new agreements,



*“While we are excited to be increasing our presence in the State Street neighborhood, we are at the same time acutely aware of the growing degree of our stewardship of this special place. We will do everything we can to keep this a dynamic and balanced neighborhood.”*

## WELCOME NEW TENANTS

**Grace Hospice**  
2755 Carpenter Road, Suite 1W  
ghospice.com

**Stucchi's**  
302 S. State Street  
stuccisicecream.com

## TENANT PROFILE



### Stucchi's of Ann Arbor—State St. Location

The owners of the Stucchi's ice cream shop in Dexter, Jim and Sarah Seta, have opened their second Stucchi's franchise at 302 S. State Street. Their franchise replaces the Stucchi's that formerly operated there. The location has been an Ann Arbor destination for the past 25 years, however, the space was in urgent need of a makeover. This is currently underway and Seta expects renovations will be complete by the end of January.

Seta's vision for the shop includes an original mural that the Setas hired local artist Zeke Mallory to create for this location. The 13-by-7-foot mural, which is now in progress, is a delightful depiction of life in Ann Arbor, including prominent Ann Arbor buildings, Michigan Stadium, and an abundance of people enjoying ice cream. Also, the couple is installing a 3-by-25-foot chalkboard on the walls where customers may doodle, and all of the store's old, dim lighting has been replaced. Already the space is more inviting!

The new Stucchi's on State Street will have a more diverse menu, including 32 flavors of hand-dipped ice cream and frozen yogurts, as well as parfaits, sundaes, shakes, and many other sweet snacks and goodies. The new store will also have the signature sprinkle station Dexter residents have enjoyed since 2007. "Our primary focus is to make our customers happy," Jim Seta said.

The new store is open 1 pm to 10 pm during January and February, with expanded hours in the spring and summer.

## After Hour Emergencies

Call (734)747-6000 after  
business hours and on weekends.

# INSIDE OXFORD

## STAFF PROFILE



**Bill Robinson**  
*Building  
Engineer*

Bill Robinson, with more than 20 years of experience in commercial and residential maintenance, is the lead building engineer for Oxford Companies. He holds certification in Commercial Property Maintenance Technology, and is a member of the Detroit-area LEED (Leadership for Energy and Environmental Design) chapter. Bill has taken many classes towards LEED certification and incorporates LEED recommendations to reduce costs and usage for utilities whenever possible in facility upgrades. He is also a certified thermographer and uses a thermal camera to diagnose roof and structural issues that could lead to leaks or electric circuitry issues that have been difficult to track down.

One of Bill's favorite activities is his daily nerf dart gun battle with his two children, Oden, 7, and Venus, 2. They lay in wait for him at the end of day to try to get the jump on him, each sporting a semi-automatic, 20-shot, velcro-tipped dart gun. Venus takes the direct approach, runs right up to dad and shoots, then turns and giggles expecting to be chased down. Oden, having mastered all the James Bond moves, dives over the couch, slides across the floor and under the kitchen table while firing several rounds successfully. With all this live action drama, who needs video games?

## GUEST COLUMN

### My Commercial Space—Big or Small?



by Neal Warling; Jones Lang LaSalle

What constitutes a large or small space? Opinions vary, but as a broker, we think of a small space user as a company with an office space need that is 3,000 square feet (SF) or less. A medium space user requires between 3,000 SF and 10,000 SF, while a large space user needs more than 10,000 SF.

The definition also changes based on space type and metropolitan area. The numbers tend to be bigger for industrial users, where 5,000 SF or less is considered small, but in New York City, 10,000 SF is considered to be small. On the other hand, 5,000 SF is huge in a city like White Rock, NM.

From the building owner's perspective, a 3,000 SF tenant may be much more important to the owner of a 20,000 SF building than the owner of a 500,000 SF building. Some owners prefer large space users so as to limit the number of tenants to deal with while other owners prefer smaller space users, reducing their vacancy risk if any one tenant moves out.

If you are looking to lease 1,000 SF and the landlord only has a 1,200 SF space, he may be willing to meet your budget. However, if you need 10,000 SF and are looking at 12,000 SF, the landlord may be less able to make a concession even though it is the same 20% differential, due to the larger consequence to the building economics.

Further complicating this is the credit worthiness of the tenant. A landlord may be more excited about leasing 1,000 SF to IBM than 10,000 SF to XYZ start-up company with lots of cash in the bank, but has yet to sell a product.

In summary, everything is relative in real estate. Seek out a professional who can both manage your expectations and balance them with reality for each individual landlord and building in which you have interest.