



**TDK COMMERCIAL  
ADVISORS  
AT WORK**

MARKET  
EXPERTISE

"This was the second time I retained Tom to represent my State Farm location. The landlord had presented us with a renewal offer but we knew we needed added protection. Tom came in and swiftly negotiated a better transaction that protected us legally and economically, in an efficient manner"

– *State Farm, 2023*

CREATIVITY

"Thanks for making us aware of this space and assisting along the way!"

– *Equilibrium Equities*

"We decided after more than 40 years to sell our Norristown properties, which were spread out over multiple buildings. We decided to relocate our offices to a traditional office building nearby. This was a complicated transaction and involved not only educating our firm on the sales and leasing process in the markets, but also in negotiating two transactions, a sale and a lease, both of which Tom's firm handled seamlessly. Tom's energy was boundless. He assembled an incredible team and developed a comprehensive marketing strategy for selling our properties. We received more than 60 inquiries and multiple offers, and Tom handled the negotiations for our new office space in a manner that allowed us to continue to conduct our business. Tom kept us fully informed throughout the process. We give Tom and TDKCA our highest recommendation."

– *Managing Partners, Kane Pugh Troy Knoell & Kramer*

ENERGY

"Tom was referred to us by another real estate firm to represent us in securing a warehouse presence for our new entity. The space needed to be located in specific location and meet certain needs. In a very competitive landscape TDKCA and Tom were able to find us the perfect space, guide us through the process, and get it done quickly and on budget."

– *Mike O'Brien, CEO, Oasis Inc.*

ETHICS

"Tom is an excellent landlord representative. He is extremely diligent and knows the marketplace thoroughly. He is well connected to existing and potential tenants throughout the area, stays up to date on market fundamentals and happenings, and does well with communication back and forth with ownership. He has handled leasing responsibilities at an office park on our behalf and showed significant results, driving improved occupancy levels considerably from when he took over."

– *Tom D., Roch Capital*



## TDK COMMERCIAL ADVISORS AT WORK

### MARKET EXPERTISE

"I have worked with Tom for 30 years. I have been the managing partner of a law firm that had one office 30 years ago and now has 11 offices in 8 States. Tom has been our commercial real estate advisor throughout this time. Throughout these years all of the large national real estate brokerage firms have sought our business, but we have continued to work with Tom because he has always done a great job for my firm. He works tirelessly on our behalf and has negotiated tremendous leases for my firm. I highly recommend Tom to anyone who wants a tireless advocate working on their behalf."

– *Jay Mintzer, Managing Partner at Mintzer Sarowitz Zeris Ledva & Meyers*

### CREATIVITY

"Tom Kramer and TDKCA have been a valuable partner of ours for many years. The firm has helped us locate long term regional office facilities as well as short term office space. Tom's model of client service, creative design thoughts coupled with his deep market and financial knowledge has ensured we receive the best transactions possible."

– *CEO Beacon Hill Staffing Group*

### ENERGY

"Tom and his team worked diligently as our partner to understand our law firm needs for our Miami office. They used this information to help us evaluate the competitive market, design efficient space that incorporated our branding, and negotiate a very favorable transaction that met all of our near and long term goals. We saved lease expense, and got newly designed and refurbished offices. I highly recommend Tom and his team."

– *Steve M., Mintzer et al, Miami, Florida*

### ETHICS

"Tom and his team evaluated the market with us and were able to negotiate a transaction as the sole broker, a transaction that met our economic, locational and growth goals." *Tom S, Sands Investment Group of PA*

"We retained Tom and his team to market our vacant space . Tom was able to successfully lease most of the remaining space and raise rental rates 3 times in the process. Ultimately the increased occupancy allowed us to successfully sell the asset. I would highly recommend Tom and his leasing program. – *Pat M., private investigator*

"TDKCA was referred to us by our sublandlord. They helped us secure office space quickly and efficiently. We decided not to pursue our first lease but rather move to a different market. Without losing any time Tom and his team quickly secured great space in our first choice building and at advantageous terms. His negotiating skill and client service resulted in our firm obtaining a great deal" – *Nick D., CEO Broadway Advance*



## TDK COMMERCIAL ADVISORS AT WORK

### MARKET EXPERTISE

"We first met Tom when he contacted our office. Our firm was in a situation where we were faced with a pending move. Tom took the time to explain the market, show us alternatives, and negotiate a strong business deal for us at our first choice. He steered the process from site selection to lease signing, making for a smooth transition. We were very pleased with TDKCA's representation model." – *Tom H., American Exploration Company*

"Tom Kramer has worked with me for over twenty years to find the best locations for my two companies and to renew leases under the best terms. Tom has always taken the time to explain each part of the process to me, thoroughly negotiated all terms of a transaction and ensured that the workspace was designed efficiently. Moreover, he took care to work with my corporate office to implement our brand standards into the spaces I have rented. I highly recommend Tom for his professionalism, knowledge and dedication." – *Joan R., Sylvan Learning Center/Prometric Testing*

### CREATIVITY

"Tom has provided my firm with representation services for over 20 years. In the latest transaction, he skillfully guided us through an extensive market search, providing detailed financial analysis and negotiating along the way. Tom understood the importance of having our brand at the forefront of our new office space, helping to create a stimulating environment for both clients and employees alike. Under Toms' leadership, we were able to work with Nelson Architects to design a state-of-the-art office, that will allow us to work efficiently, and retain and attract talent as well. "

– *Mark M. Francis and Mailman P.C.*

### ENERGY

"I have been working with Tom for over 10 years with respect to assisting us with our office space. Most recently, Tom was instrumental in helping us relocate to a wonderful new building in Philadelphia. We relayed to Tom our specific needs and rather quick timing. Tom and his team quickly identified several suitable alternatives and we were subsequently able to negotiate a great deal for our firm, and move in on-time and on-budget. Tom took the time to understand not only our space needs, but also our growing business and how our brand needed to be reflected in the workplace."

– *Jay A., Hello Creative!*

### ETHICS

"I Just wanted to say thank you for the zealous advocacy on our behalf. You have been generous with your time and we are very grateful. Your kindness really means a lot and I wanted to make sure you know all your time is truly appreciated." – *Lauren F., Executive Director and Founder, Youth Sentencing & Reentry Project*





## TDK COMMERCIAL ADVISORS AT WORK

### MARKET EXPERTISE

"I was referred to Tom Kramer and TDK Commercial Advisors though a business consultant I was working with the help establish a new business in the Greater Philadelphia Area. I was seeking a knowledgeable resource to help me to identify appropriate office space; however, what I received from TDK was much more than that. Tom took the time to understand what my business was and what my budget for office space was. Building on this initial conversation Tom put together a listing of properties to physically tour, and then served as a consultant as to what each of the properties pros and cons were with respect to what my business needs were. Tom also was invaluable in working as the point person for the lease negotiations with my end result of securing an office space that met my business needs, was within budget, and overall far exceeded expectations. I would highly recommend TDK Commercial Advisors for any commercial real estate needs." – *Jim J., At Work Group*

### CREATIVITY

"TDKCA proved an invaluable partner in opening our first Philadelphia area office. The firm took time to educate us on the market, and assist us with finding the perfect location, which meet all of our needs. Their negotiation skills and ability to streamline the leasing steps made the transaction a smooth process, from start to finish. They were truly our partner throughout." – *Norm F., CEO Second Image National*

### ENERGY

"TDKCA is much more than a brokerage company, they are our partner. For our headquarters project they took the time to gain an understanding of our goals, mission and culture and with this information formed a well thought out strategic plan. Tom Kramer's expertise in the market and skilled negotiation techniques ensured that we received the best possible transaction terms. TDKCA has a comprehensive financial analysis platform that provided invaluable insight and was easy to understand. Tom made sure we had all the data we needed, while not wasting our time. We are thrilled with the outcome and continue to work with TDKCA on other projects." – *O. Daniel Ansa, Managing Partner, Ansa Assuncao*

### ETHICS

"TDKCA acted as a liaison between my firm and the landlord of property where we leased space. Tom's work ethic, responsiveness, and creativity helped ensure my company achieved all of our goals in leasing our new HQ." – *Earl L., AL Entertainment*



## TDK COMMERCIAL ADVISORS AT WORK

### MARKET EXPERTISE

"Air Wisconsin has utilized Tom on several occasions. Most recently we needed to relocate one of our teams, but keep them within 2 miles of the current address. Tom listened to our needs, understood our objective, and delivered results that made a difference. We drilled down on a few sites that worked, and Tom negotiated a tremendous business deal for us, saving the airline considerable money over the previous location. We continue to work with Tom, and look forward to more success." – *Tim T., Air Wisconsin*

### CREATIVITY

"FMC Training originally worked with Tom more than 15 years ago to find a new location in Philadelphia. Since then Tom has continuously kept us informed of the market conditions and monitored our lease. Tom has represented FMC Training in two renewal/lease restructures, achieving better than market rents and concessions for our organization. We would recommend Tom to anyone for his ability to represent a company in a lease renewal or restructure." – *Jeff R., President/CEO FMC Training*

"My firm was located in shared space and we were referred to Tom to try and find a location of our own. We had not explored the market in several years. Tom took the time to explain current market conditions, learn of our needs and time frame, and suggested alternatives that would fit our goals. He arranged a transaction that not only met our budget, but also our timing. We could not have been happier with the end result." – *Donald Feinberg, President and Managing Partner, The Feinberg Firm*

### ENERGY

"I have relied on Tom many times over the years to find my firm office space. The nature of our business is we need large amounts of space, with great flexibility and a specific design, often on short notice. Time and time again Tom has presented me with options that meet our needs exactly. He is able to understand my goals and expectations, and expertly guides us through the process to achieve the desired result." – *Betsy W., Division Director-Legal / Beacon Hill Staffing Group*

### ETHICS

"Carter was representing the owners of a class A office project in Center City Philadelphia. The project had a lull in activity and was in need of creative marketing and leasing efforts in order to stimulate leasing activity. We retained Tom and his team and for seven years enjoyed a relationship whereby he consistently outperformed our projections, and was recognized for his efforts by winning one of our national leasing agent awards. Tom's professionalism, creativity and energy make him one of the best project leasing brokers in the region." – *Matt Zimmerman, Senior Vice President, Carter*



## TDK COMMERCIAL ADVISORS AT WORK

### MARKET EXPERTISE

"When it came time to once again review our real estate options, we turned to TDK Commercial Advisors. TDKCA has represented Soloff & Zervanos, P.C. for many years, and we felt confidence in the guidance they provided. Their understanding of what was important to our firm, both long term and short term, made them a trusted partner in the process."

– *Donald Soloff, Founder and managing partner Soloff & Zervanos*

"Tom provided terrific assistance in helping us secure office space that accomplished our needs from a location, economic, and use perspective."

– *Rhett Workman, MD Corporate Real Estate, US Airways*

### CREATIVITY

"We were referred to Tom to help us find space in the Philadelphia region. This was a unique requirement and TDKCA delivered on finding us the perfect space that met all of our needs. We were so pleased with the level of service and attention to detail for the Philadelphia area lease, that we engaged Tom and his team to locate facilities in the Allentown marketplace. We look forward to working together again."

– *Greg S., Infinity Insurance Company-USA*

"SGF Capital has used TDKCA since we first launched the company. Their creativity and incredible service have been invaluable. Tom Kramer and his team handled all of the business terms negotiations, financial analysis and lease negotiation coordination. We simply could not have achieved our goals without their creativity, trust, enthusiasm and market intelligence."

– *Mike H., CEO SGF Capital*

### ENERGY

"Just wanted to write and thank you for your tremendous help earlier this year with my client's lease event. As you know, this is a large client for me, but they needed a lot of help on their small Philly office. Tough to get an outside broker excited about working for a fraction of an already small fee, yet the importance of this assignment, to me, far outweighed the economics to you. Despite their tiny requirement, you did a top-notch job. You went way above and beyond in taking the time, to not only tour them extensively through the market, but also to negotiate hard on their behalf so they would realize all the concessions they could. At the end of the day, you negotiated a below-market deal for them on brand new space that typically only the largest clients would ever realize. You made it seamless and worry-free for them, though I know firsthand how many emails you had to deal with to get there. They are extremely happy with the result. Thank you for treating my client with the same level of professionalism that you would give your largest clients. It made a tremendous difference in their lease experience and you have earned all my Philly business for life. It was an absolute pleasure working with you."

– *Peter I., LesseeCRE, Inc.*

### ETHICS