A Vendor’s View:
Successful Lease Strategies to
Attract and Grow Long Term Tenants

Spencer D. Stewart, CPM, RPA
Industry Principal
Yardi Systems
Santa Barbara CA
Who are you and what is your focus?

- Landlord Ports (distinct from container and maritime focused ports)
- Harbors
- Marinas
Critical Success Factors

What’s important to you?

- Asset management...Leasing...Property management...Tenant management

- Interfaces

- SaaS

- References
Advantages and Disadvantages: Be honest

What are your ports quantifiable advantages and disadvantages that affect attracting tenants?

- Larger geographic conditions
- Access
- Target
- Leasing restrictions
- Parking
- Jobs
Questions and comments
This document is protected by copyright, trademark and other intellectual property laws. Use of this document is subject to the terms and conditions of an authorized Yardi Systems, Inc. software license or other agreement including, but not limited to, restrictions on its use, copying, disclosure, distribution and decompilation. No part of this document may be disclosed or reproduced in any form by any means without the prior written authorization of Yardi Systems, Inc. This document contains proprietary information about software and service processes, algorithms, and data models which are confidential and constitute trade secrets. This document is intended solely for the specific purpose for which it was made available and not for any other purpose.