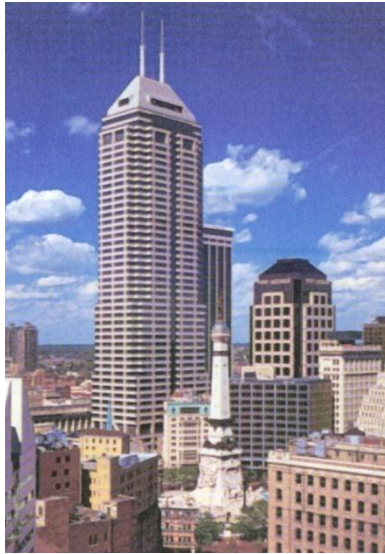


# Case Study

## Tenant Representation Services



### Quote / Testimonial

*"We have had a long-standing relationship with Jeff Harris of Meridian Real Estate.*

*Jeff has provided our firm with great insights on the Indianapolis office market, both when we needed to dispose of our former HQ Building and with our evaluation of the leasing opportunities when we moved.*

*Initially, we needed a prestigious location coupled with a short-term lease to allow us to execute our business plan prior to binding us to a long-term commitment. Jeff did an excellent job finding us a short term sublease then a long-term sublease in the same building. This allowed us to save significant dollars in our occupancy costs as he leveraged the below market rates of subleasing while allowing us to maintain continuity by staying in the same prestigious address at Chase Tower.*

*I would highly recommend Meridian Real Estate and their creative approach to solving their client's needs."*

**Darlene Muncy**  
Executive Vice President/Chief Operating Officer

## Caldwell VanRiper

### Challenge

- To maintain low occupancy cost to allow Caldwell VanRiper to aggressively compete in a very competitive advertising market;
- To locate/maintain high image Class A location that would compliment their marketing strategies; and
- The ability to expand their office space to match their expanding client base.

### Solution

- Meridian Real Estate located additional sublease space in Chase Tower with over eight years of term that provided below market rents with the ability to expand over the lease term. This met all the goals we were asked to achieve and provided Caldwell VanRiper with a perfect solution to their goals while maintaining continuity to their clients by staying in the same prestigious location.