



Build-to-Suit/Development Services Case Study

HPC / The American Legion

Challenge

HPC/American Legion had outgrown their existing lease premises and needed to totally replan and resize its operation's space. Additionally, they desired ownership instead of leasing.

Solution

Meridian Real Estate Tenant Advisor Jeff Harris provided build-to-suit/construction consulting services which showed HPC how to program their needs and develop a detailed construction specification to provide to selected prequalified developers and contractors. This allowed HPC to competitively bid the entire project and to determine which company provided HPC the best pricing based on their exact construction criteria. Meridian's competitive bid process enabled HPC save **over \$1.6 million** and helped them choose the right developer/contractor to build the optimal building at the best location to satisfy their long-term real estate needs.



"After interviewing a number of real estate companies in Indianapolis, we engaged Meridian to assist us in finding the best real estate solution possible for our organizations. Meridian was selected because of their methodical and detailed approach in proceeding through a complex real estate transaction as well as their ability to communicate and listen effectively with our various managers. Meridian was instrumental in leading us through this process of determining our space requirements and bringing the various developers to compete for our BTS requirements. I would highly recommend the services of Meridian to anyone needing to investigate the office market."

Chuck Krupa
President
HPC