



Site Selection Case Study Traders Point Christian Church

Challenge

One of the area's largest congregations, Traders Point Christian Church, was desperately in need of additional space. In addition to serving nearly 3,000 members, the 78,000 square foot church building was also being utilized through the week for a private academy educating over 300 students in grades K-8. Both the church and the academy had specific needs for the future that could only be met by a relocation and new construction. Teams were assembled to identify sites of 20-30 acres that might be suitable. Over a period of approximately 3 years the church optioned several sites only to be rebuffed by neighborhood and community groups concerned about the impact a large church and school might have on their residential neighborhoods.

Solution

Following two failed site selection efforts, one of the church leaders suggested that Ross Reller of Meridian Real Estate assist the congregation with their site selection needs. Reller and a team of church elders evaluated dozens of sites including a 100 acre site in the path of progress that was within 4 miles of the existing church. Situated between a golf course and Interstate 65, the site addressed every objective identified by the elders and overcame every objection identified in the previous failed efforts. A nearby interchange would be able to handle large volumes of traffic as well as provide easy access to the many school families and church members. The absence of development in the nearby farm fields insured that the church would arrive before the houses, avoiding a "not in my backyard" battle with homeowners. By the time the congregation closed on the purchase of the 100 acre site the value of the site and the surrounding land was enhanced by the announcement that Duke Realty would develop a 2500 acre parcel at the same interchange for a mixed use residential and business campus called Anson.



'It was a pleasure that I recommend Ross Reller to you as a real estate broker. He has acted on behalf of Traders Point Christian Church in recent months and we have found him to be highly knowledgeable of the Indianapolis corporate marketplace, extremely competent in finding and bringing resources to bear to assist both buyers and sellers and in possession of excellent people skills to keep all parties working together toward a deal. I would not hesitate to use him again in the future.'

James Stanley, Executive Pastor, Traders Point Christian Church