



Site Selection/Pre-Development Services Case Study Yellow Freight System

Challenge

Yellow Freight's Indianapolis Terminal is situated on approximately 40 acres adjacent to Indianapolis International Airport. The most likely buyer is the Indianapolis Airport Authority. Yellow Freight understands the airport's interest in their property limits their ability to sell their property to others in the marketplace. Yellow Freight needs expansion property to facilitate its corporate objectives and recognized Meridian's ability to create a competitive environment.

Solution

Meridian Advisor, Ross Reller, assisted Yellow Freight in identifying and acquiring continuous acreage and improvements to the existing terminal to accommodate Yellow Freight's space requirements. The acquired property was not suitably zoned for Yellow Freight's intended use, so Meridian assisted Yellow Freight in obtaining the necessary rezoning in an expeditious manner without the hiring of outside legal counsel. Meridian assisted Yellow Freight in evaluating alternative locations in anticipation of a sale of their property to Indianapolis International Airport. Meridian facilitated a fair and competitive understanding of their property's value to assist in negotiations with the airport authority. The Indianapolis Airport Authority plans to acquire the Yellow Freight property. Formal approval to acquire has been delayed pending security changes at the airport brought on by 9/11.



"Mr. Reller's knowledge of the transportation industry has played a vital role in Yellow Freight Systems, Inc. ability to acquire real estate and explore relocation scenarios within the Indianapolis, Indiana marketplace."

Steve Harper
Real Estate Specialist