

# Case Study

PROJECT TYPE: Design-Build Services

## CREATING VALUE IN REAL ESTATE

### TRED rolls past client's competition

#### Case Profile:

##### Problem:

Our client's design challenges threatened their project success.

##### Solution:

TRED fast tracked a Feasibility Study and a Guaranteed Maximum Design-Build Contract.

##### Results:

- Cost Savings of \$689,000
- Project opened three months ahead of schedule
- First to market over competition

In January 2007 our client contracted to purchase a parcel of land to build a new \$9.7 Million project. They also needed to open within days of their competitor whom had already closed on an adjacent property.

**TRED** completed the Feasibility Study within 60 days in lieu of 90 days.

During the feasibility phase of the project TRED discovered that the seller had granted an access easement to our client's competitor for the adjacent parcel which severely impacted our client's design.

Additionally, TRED recognized that the competitors development plan had been approved by the city in error and attempted to negotiate a win-win solution.

Seeking to slow the process, the competitor refused all solutions and even took legal action.

To further complicate the issue, the City Council did not want to approve the development plan due to the conflict.

Ultimately, TRED was able to work with the city to create a resolution and received a unanimous

vote of approval for our client's project at the first hearing.

The result: our client opened three months ahead of schedule, beat the competition to market with their project, and saved \$689,000 in the process!



1240 Bergen Parkway  
Suite A250  
Evergreen, CO 80439  
303.670.4111

### Building Relationships That Last

TRED strives to create relationships that are built on integrity, trust and shared goals for success.

**Proof:** TRED's President has been a preferred developer for this \$7.5 billion dollar national retail client since 1996 because of the continued value added by TRED as a strategic partner in their national roll-out program.

Our success is built on our client's success. Without successful clients, we do not exist!