



ELAND ENERGY

Knoll Trail Plaza

16400 Dallas Parkway, Dallas, Texas 75248

SUCCESS STORY



Product Type

Office

Assignment Size

45,000 SF

Service Offerings

Strategic Planning
Site Selection
Build-To-Suit Structuring
Lease Negotiation
Architectural Review & Selection
Transaction Management
Client Reporting

Client Feedback

“Scott Morse and his team were great to work with in our search for office space. From the initial meetings to review all of our space needs, and into the final selection and development of our current space, they were able to assist with anything that we needed, keeping our best interests in mind. The patience and integrity that they showed during the building search process continued through to the move into our new building. I couldn’t have been more pleased with their efforts and would highly recommend their services to anyone.”

Gregg Allen
President
Eland Energy

Overview

Eland Energy, Inc., an independent oil and natural gas exploration and production company, wanted to better position themselves to hire and retain human resources while enhancing corporate communication and collaboration between internal departments.

In evaluating their current location, they found the facilities were detrimental to both hiring and internal communications while not reflecting their brand in the marketplace. Even though an existing lease was in place, Citadel Partners, LLC. and Eland Energy, Inc. embarked on a path to develop a strategic real estate solution that aligned with their corporate hiring, communication and branding initiatives.

Strategy

- ✓ To create an awareness and enthusiasm of the assignment to leverage the competitive marketplace
- ✓ Review land sites, interview developers for new construction, and evaluate the current lease market to guarantee all options are uncovered
- ✓ Work with the current ownership to ensure alternatives with the current property are considered
- ✓ Retain an architect to develop a facility plan support the hiring, communication, and branding strategies

Results

We reviewed some 20+ sites, interviewed 8 developers, and evaluated approximately 25 different alternative lease locations, including the current corporate headquarters.

The outcome of this 18-month intensive market evaluation was the development of the new headquarters at Knoll Trail Plaza, 16400 Dallas Parkway, Dallas, Texas, where Eland is the majority occupant. The new location is the culmination of months of thought and input of Eland Energy into the new design and a financial structure that offers equity participation, control in the asset, and an economic savings of 14+% over the competitive lease market while expanding the facility by 101%.

The innovated headquarters is receiving accolades from employees, clients and competitors alike. Eland Energy now has a new 45,000 square-foot facility, prominently located on North Dallas Parkway, accomplishing their hiring, communications and branding goals.

