



Centennial InterPort

Centennial, Colorado

Project Type:

Business Park, Office Building

Year / Size:

1999-2000 / 125-acre, 60,000 SF Bldg.



Specialty: Development

Completed By: Scott McLean at Development Advisors, LLC

Client Need

- The Client, SunBorne Companies, needed to complete setting-up the business park's governing documents; needed a strategy to lease a new 60,000 square foot office building; and needed to market available land for long-term ground lease.

Assignment Highlights

Business Park Set-up

- Interacted with prospective user clients, outside brokers, economic development officials, chambers of conference and media about available land sites/finished product.
- Orchestrated the creation of marketing materials (brochures, site plans, building plans, mailing pieces).
- Created Covenants Conditions & Restrictions (CC&R's) and Design Guidelines for the business park.

Office Building Set-up

- **Marketing:** selected listing broker; established deal points; created marketing materials (brochures, proposal template, common area factor); created features & benefits; authored press release (successfully placed in Denver Post during January, 2000); created lease-up strategy; conceived and organized broker luncheons;
- **Design:** selected architectural space planner; created market common area factor; and selected building standards Tenant Finish Materials
- **Construction:** selected tenant finish contractor
- **Documentation:** created lease document, work letter.
- **Management:** selected property manager, created operating budget.

Development Planning

- Met with prospective ground-up building users to conceptualize building size, land size, projects costs, lease rates and schedule.
- Created project pro-formas including selection of design, materials based on market conditions.
- Negotiated contractual documents with architect, contractor and civil engineer.
- Formulated plan for placement of fiber optic network.

Results

- Successfully completed the set-up described above.

