



Staywell Health Management 71,000 sf headquarters lease Eagan, MN

Challenge Identify sites to accommodate a new headquarters facility for a rapidly growing company within three miles of the existing location. Redundancy in operations was critical, both power and connectivity were driving factors in site selection. Parent company had to be satisfied with cost controls and functionality of new facility. Eleven month timeframe to complete new facility.

Strategy Work with developers that had Eagan land positions to accommodate the space need. Meet with Xcel Energy and internet providers to prove that the connectivity and redundancy required could be met at the sites under consideration. Hire third party architect to analyze space requirements and plan new facility. Recognize that increase in rental costs was necessary to pay for the hefty infrastructure costs.

Results Due to the short timeframe, unique building requirements and pressure from parent company to perform, we selected a developer that the client had a good relationship with to build a new facility. After a lengthy negotiation process, the lease was executed in July 2007. Scheduled move-in date: June 2008.