



# Success Story

## Eland Energy, Inc.

16400 Dallas Parkway  
Dallas, TX 75248

### ASSIGNMENT SIZE

45,000 SF

### OCCUPIER SERVICES PROVIDED

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

### CLIENT FEEDBACK

Our company has been doing business with Scott Morse and the team at Citadel Partners for many years. Citadel Partners, and specifically Scott Morse, assisted our company in locating new office space. They helped us with every aspect of the search from finding the property, through build out and occupancy of our building. I have also used Scott to help in locating future restaurants locations for Ascension Coffee.

Some of Scott's best qualities would be his integrity and his commitment to his clients from the first call all the way through to closing of the deal. Scott and his team are very reliable, and I would definitely use him for any future real estate needs. I would overwhelmingly recommend him to my business associates for any real estate projects as well. Scott is a true professional and an asset to the commercial brokerage community that he serves.

### GREGG ALLEN

*President, Eland Energy, Inc.*

### The Challenge

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.

### Our Strategic Approach

- 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

### The Outcome

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.