

Success Story

Weaver & Tidwell, L.L.P.

Three Forest Plaza
12221 Merit Drive
Dallas, TX 75251

ASSIGNMENT SIZE

51,347 SF

OCCUPIER SERVICES PROVIDED

- Tenant Representation
- Consulting on Architectural Design Processes
- Consulting on Construction Management
- Renegotiation & Extension of Existing Lease

CLIENT FEEDBACK

"Citadel has been invaluable to Weaver. Scott has acted as an extension of our team and we are able to send him out to our various locations and we rest easy knowing that he is making decisions with our company's best interest in mind. Not only does Citadel address our leasing needs, but they also conduct all necessary due diligence and they assist with the design and construction from beginning to end and help us reach our goals when it comes to office space."

KIMBERLY SMITH

Weaver & Tidwell, LLP, Director of Firm Services

The Challenge

After a previous expansion that merged the corporate culture of two organizations into one new, single office, Weaver & Tidwell, L.L.P., once again turned to Scott Morse and Scott Jessen of Citadel Partners. Weaver & Tidwell needed to maintain the current office standards implemented on the previous expansion, while creating expansion for future employees to meet revenue opportunities.

Our Strategic Approach

- Find motivating factors for existing tenants to relocate which were prohibiting the client's growth, while identifying and satisfying motivations for the landlord
- Work rapidly to seize revenue opportunities
- Keep within current office standards, maintain employee morale and meet budgetary constraints

The Outcome

Citadel Partners achieved consolidation of two companies' office spaces into one redesigned Dallas headquarters space. Subsequent expansion of 15% per year was provided, which allowed the client to add service lines to business and improve revenue. The client was supported to enhance revenues and reduce an excess of \$625,000 in current facility expenses and save over \$1,741,000 in future facility costs, in comparison to the next closest alternative. Also, more than 26% of employee growth was created to meet revenue opportunities.