

## Commercial Real Estate Case Study: Law Offices



### Project Details

12,000 SF Class A Space

- High-end finishes
- Hard wall offices
- Conference space
- Kitchen

Fairlane Plaza North  
290 Town Center Drive  
Dearborn, MI 48126

Occupancy: November 2008

### Client

An entrepreneurial law firm providing business counsel and client representation in matters of corporate law and litigation. The law firm engaged with Ford Land in a search for high touch office space in the Dearborn, Michigan area in preparation for a long term legal services agreement. The firm was anxious to mobilize their staff at the Dearborn site at the earliest time.

### Challenge

Manage the design and construction process to deliver the space with high-end interior tenant finishes on time, on budget and built to specification utilizing a design-build process to facilitate tenant's aggressive timing requirements.

### Solution

The Ford Land team mobilized internal resources to deliver the project in an accelerated time frame by:

- Meeting with the client to fully understand the specific needs and desires of this prestigious law firm
- Quickly identifying several alternative space options
- Establishing productive working relationships with the client's design team to rapidly deploy resources and execute critical path activities
- Leveraging our longstanding relationship with the City of Dearborn to resolve code concerns prior to final design
- Engaging an established alliance partner to manage our internal construction trades to accelerate start of work, secure long lead items and ensure quality
- Managing costs to ensure value for the client while providing an office environment with high level finishes

### Ford Land Commitment

The Ford Land team is committed to providing our customers with high value facility solutions that utilize our commercial real estate portfolio. This project demonstrates Ford Land's unique capability to leverage its internal team of cross functional experts as well as our established relationships with local municipalities and our alliance partners to deliver a solution that satisfies aggressive time, cost and quality requirements.