



Success Story

Scientific Expert Analysis

S-E-A Headquarters Site Selection, 7001 Buffalo Pkwy, Columbus, OH

S-E-A is a Columbus, OH based forensic engineering and consulting firm with over 300 professionals in 12 offices in North America.

S-E-A engaged Ben Johnson and his team at Colliers to assist them in purchasing land adjacent to their Columbus headquarters from a neighboring property owner that was not interested in selling the property.

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Challenge

S-E-A was experiencing continued growth and desired to purchase undeveloped land adjacent to their headquarters property so they could expand their buildings. The neighboring manufacturing company was not interested in selling, and wanted to retain ownership of the land for their own potential future expansion. After assisting S-E-A in drafting various offers and presenting terms and offers to the neighboring owner, the team determined the neighboring owner was not willing to sell under any terms. S-E-A then decided they needed to find a new site in the same submarket to build a new headquarters. They wanted to stay close to their current location, both because they liked the area and they wanted to retain employees accustomed to working in the area. Ben and his team conducted a search of both on and off market opportunities, and identified a couple options that could work for S-E-A but each had perceived drawbacks.

Results

Ben and his team were able to reach the corporate executives with Anheuser Busch in St. Louis regarding their brewery in Columbus that had undeveloped land that was highly visible from both I-270 (the Columbus outerbelt) and I-71. Ben and his team assisted S-E-A in negotiating the purchase of 65.6 acres of land from Anheuser Busch for the development of their new state of the art headquarters. There were two transactions of land acquisitions to acquire adequate land for both S-E-A's current and future needs. The team assisted in guiding the process of building a team to have the land split from the original parcel, having the land rezoned, obtaining real property tax abatement and other economic development incentives, constructing a new road that was dedicated to the City, extending utilities to the site, working through the land entitlement process, selecting and hiring an architect, and selecting and hiring a general contractor. The new headquarters was designed to span a creek on the site, and is a highly recognizable class A facility with incredible design and visibility from I-270 and I-71, and has supported S-E-A's continued growth as a leader in forensic engineering.