American Express Company – Desert Ridge Campus, Phase I
Phoenix, Arizona

CASE STUDY

CHALLENGE

Provide complete corporate development services to identify, investigate, acquire, and develop an 80+ acre site in order to consolidate facilities and replace expiring leases per the customer's overall real estate strategy. TCC was engaged as Owner's liaison to assure timely and cost-effective delivery.

STRATEGY

Develop the first phase of a multi-phase campus within an accelerated schedule and reduced budget in order to accommodate lease expirations. Working with the client, TCC's action plan included coordination of state and local municipalities, identification and implementation of user requirements and standards, and providing cohesive leadership to drive effective communication and commitment tracking among project team members.

RESULTS

Selection and negotiation of two sites occurred simultaneously to ensure deliverability for the client's timeframe as well as accommodating employee demographics. With the positioning of the client as the successful bidder in an Arizona State Land Department auction, 90+ acres were acquired in the rapidly growing Desert Ridge area.

Due to business demands, the project was put on an accelerated schedule to have two 3-story buildings totaling 370,000sf completed by mid-2002 for occupancy. Design included housing a cafeteria along with outside dining ramadas throughout the campus, a conference center, and central plant to support the surrounding facilities.

ABOUT THE CLIENT

American Express Company is a diversified worldwide travel, financial, and network services company founded in 1850. It is a world leader in charge and credit cards, Travelers Cheques, travel, financial planning, business services, insurance, and international banking.

Quick Facts	
Location:	Phoenix, AZ
Type:	Corporate Office
Size:	370,000sf
Development Value:	$95,000,000
Project Start:	February 2001
Const Comp:	February 2002
Stabilization:	October 2002
Equity Partner:	American Express Corporation
Architect:	RSP Architects
Contractor:	McGough Construction