

Nationwide Distribution Rollout

Retailer/Distributor/Manufacturer

The Client

A significant national retailer, distributor, and manufacturer with over 2,500 locations

Our Relationship

Since we began working with the client in 2014, we've designed several industrial and office projects to support their growth. In 2018 they asked us to perform a building assessment for a property they were considering. They were so pleased with our performance and the quality of our observations that they asked us to support them in a major rollout of distribution sites across the country.

The client realized the importance of integrating us into their process and allowing us to serve them proactively. Starting from a firm foundation built on years of successful architectural and site design projects, we quickly developed a customized due diligence program that focused on the critical information the client needed to aid in making good business decisions with an eye toward the end goal and the programmatic needs the site would support.

As of Fall 2021 we've completed 40 due diligence projects for sites in major cities across the United States leading to informed purchases or leases at 14 locations.



Challenges & Solutions

CAPACITY

Challenge: Small internal team

Our client had a team who often completed due diligence for site purchases on behalf of the company, but the team wasn't large or specialized enough nor could it scale quickly enough to support a new program for multiple sites across the country.

Solution: Serve as an extension of their team with multiple disciplines led by a single project manager

Lockett & Farley's team has been able to expand the client's capacity with our coordinated team who knows what it takes to get a site ready for occupancy. We regularly attend their in-house meetings to gain a holistic understanding of their program's goals and how we can support them.

SCALE

Challenge: Large nationwide program

Our client was simultaneously evaluating multiple sites across the country, each with their own site requirements and local code guidelines. Finding local professionals in each region is time-consuming and daunting. It can hold up the process if you're not thinking ahead.

Solution: Custom database and consistent workflow for information tracking and team alignment

As a trusted partner in the program, we run ahead of the property search in a given region to pre-qualify local support staff or nationwide specialists as needed to allow the team to move quickly. New consultants are coached on the principles that guide the site selection program and discovery process. This consistent workflow and the custom database we developed for this client produces compatible reporting across team members, giving the client a final report which allows them an apples-to-apples comparison of sites.

CONFIDENTIALITY

Challenge: Getting accurate information as a popular national brand

A well-known name, the client needed a firm who could gather detailed data confidentially to ensure they were getting accurate information.

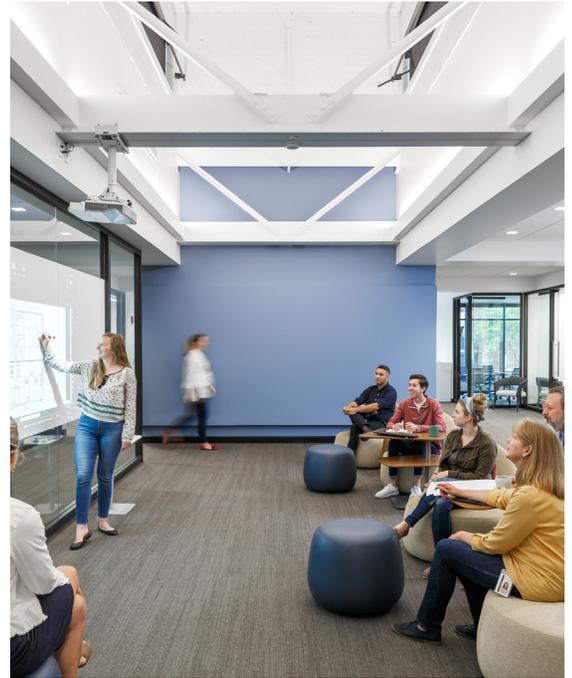
Solution: Discreet discovery process as a trusted partner

We work under an NDA to protect our client's business interests. Our team has the experience to ask questions of AHJs in a balanced way, being both generic and specific enough to get the details needed.

Detailed Custom Services

We have customized our services to fit and grow with this client's evolving program. Their final site reports often include data on:

- Building assessment
- Site assessment
- Test fit of site program on property
- Phase 1 Environmental assessment
- Geotechnical reports
- ALTA and topographical surveys
- Local codes and ordinances
- Permitting requirements
- Expected right-of-way, infrastructure, and utility improvements



As architects, interior designers, and engineers, Lockett & Farley understands what's needed to see a project successfully from site selection to opening day with our design services, bidding support, procurement of furnishings for the new establishment and construction support.

Let our site analysis help you get started with informed, strategic decisions for your company's growth.



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