

St. Louis Community College Case Study

St. Louis Community College (STLCC) is a comprehensive urban community college serving almost 30,000 credit students and is comprised of four campuses, two extension centers and a downtown training center.



The new northwest St. Louis County campus of St. Louis Community College

Client Objectives

STLCC wanted to expand into St. Louis County with a new campus to meet the needs for workforce continuing education and training.

Challenges

Examine all suburban west and northwest alternatives with the potential to accommodate STLCC campus expansion, and longer term potential corporate occupancy requirement.

To identify a facility that could provide a high level visibility, be attractive to a corporate student environment and STLCC staff, and result in optimal economic terms.

Process & Strategy

STLCC executive team was consulted to understand its long-term growth requirements, short-term needs for space, geographical preferences and economic limits. Multiple properties were identified and tested for their ability to satisfy all the aforementioned needs. A short list of properties was selected and additional negotiating and financial modeling occurred to arrive at the optimal candidate. After vetting several creative alternatives a unique amenity-rich Class A regional corporate headquarters

opportunity located in northwest St. Louis County was identified. Throughout the process, consistent dialog with all competing buildings was maintained to assure continued negotiation leverage and that each received fair consideration and equal opportunity.

Results

STLCC executives exercised decisiveness and provided the tools need to fast track negotiations and take advantage of a favorable real estate market to purchase the facility for \$5.5 million after being originally listed for \$12.2 million.