

CASE STUDIES



CASE STUDY
Liberty Northwest

PORTLAND, OR
BOOTHILL, WA

TRUST REPRESENTATION
COLLIERS REAL ESTATE CONSULTING

CLIENT
Gardner King
The Heritage
Real Development

INTRODUCTION
In December 2012, Liberty Northwest, Oregon's largest workers' compensation carrier, acquired North Pacific Insurance Company, North Pacific's headquarters located in Portland, Oregon, along with the headquarters of its subsidiaries located in Chicago, Boise, Idaho, and Beaverton, Washington.

CHALLENGE
Prior to their acquisition of North Pacific, Liberty asked Colliers to provide a market analysis of prospective properties to determine the market lease and retail space that would best accommodate the new corporate office. The list of properties was provided to Liberty by email and was reviewed by the client. The client selected the property that would best accommodate the new corporate office.

RESULTS
Liberty and its agents in each state across Oregon carefully reviewed these properties, selected the best one from the list, and signed a lease agreement. The property was located in the heart of downtown Portland, Oregon, and was a multi-story high-rise building. The client reported the acquisition of North Pacific Insurance Company for the year and increased value of Liberty Center.

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Our Knowledge is your Property

Liberty Northwest

When Liberty Northwest (Oregon's largest workers' compensation carrier) acquired North Pacific Insurance, the corporate mandate was to consolidate offices, but Liberty's Lloyd District headquarters were fully leased and North Pacific had existing leases at numerous remote claims offices throughout the Northwest, as well as notable regional facilities located in Boise, Bothel and Beaverton.



CASE STUDY
OnPoint Community Credit Union

BRANCH OFFICE
BUDNIG, OR

TRUST REPRESENTATION
COLLIERS REAL ESTATE CONSULTING

CLIENT
Gardner King
The Heritage

INTRODUCTION
After several years of growth, Oregon's largest credit union, OnPoint Community Credit Union (OnPoint), decided to act upon its decision to maximize service to members by selecting strategically-determined branch locations.


CHALLENGE
The need of members to be able to find a branch office that would serve the most members was a top priority for OnPoint.

RESULTS
OnPoint was able to identify and select locations for new branches that were strategically located in the heart of downtown Budnig, Oregon. The client reported the acquisition of OnPoint Community Credit Union for the year and increased value of OnPoint Community Credit Union.

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OnPoint Community Credit Union

OnPoint Community Credit Union (Oregon's largest credit union) decided to act upon its decision to maximize service to members by selecting strategically-determined branch locations.



1201 Lloyd Boulevard
1201 NE Lloyd Boulevard
Portland, OR 97232

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Integra Telecom

Integra Telecom (a locally headquartered provider of domestic and international high-speed internet and data service) decided to consolidate and relocate its headquarters, sales office and data operations from Oregon's Silicon Forest to the central city, but it sought to retain a "suburban-like" parking ratio and rental rates and to be located in a prominently-placed building that would enhance its business identity.



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CASE STUDIES



CASE STUDY
City of Gresham

CLIENT/OWNER
CITY OF GRESHAM

LAND ACQUISITION
LAND ACQUISITION

LAND USE CONSULTING
LAND USE CONSULTING

LANDING REDEVELOPMENT
LANDING REDEVELOPMENT

TEAM
Gordon King

COLLIERS INTERNATIONAL

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City of Gresham

The City of Gresham (Oregon's fourth largest municipality) was in search of professional assistance to systematically identify, analyze and negotiate the purchase of farmland for open space and community recreational facilities.



CASE STUDY
Providence Health System
Dennis Business Center

OWNER
PROVIDENCE HEALTH SYSTEM

LAND USE CONSULTING
LAND USE CONSULTING

REDEVELOPMENT SERVICES
REDEVELOPMENT SERVICES

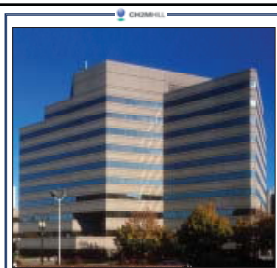
TEAM
Gordon King
Buck Davidson

COLLIERS INTERNATIONAL

Our Knowledge is your Property

Providence Health System

Providence Health System – Oregon (Oregon's largest healthcare provider) had been trying to acquire land for expansion of administrative offices that were located adjacent to the Providence Portland Hospital. In addition, Providence Health System had expressed the need for a freeway-visible 80,000 square foot medical clinic in the southern portion of metropolitan Portland.



CH2M HILL

Parkside Center
2020 SW Fourth Ave
Portland, OR 97201

TEAM
Gordon King
Buck Davidson

COLLIERS INTERNATIONAL

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CH2M Hill

CH2M Hill (an international engineering firm originally founded in Corvallis) sought to relocate its Oregon headquarters and consolidate with its sister corporation Industrial Design Corporation, while simultaneously meeting new corporate space design standards that required a 70% open/30% enclosed floorplan, an average space utilization per employee of 200 square feet or less, as well as the integration of "green" construction and building management practices.



Our Knowledge is your Property

CASE STUDIES



Kronos (formerly Unicru)

Kronos (a global provider of human capital management solutions) requested to explore opportunities throughout Portland's westside suburban marketplace to upgrade both its facilities and image after growing from 136 to 270 employees.



Digital One/Mission Control

Digital One (an audio post-production business) had the goals of being co-located in "creative space" within the central city and owning an office structure, but it had limited capital available for commercial real estate investment or development.



Girl Scouts

The Girl Scouts Columbia River Council (the council serving Oregon and Southwest Washington) aimed to sell its long-term headquarters and to acquire a new office building to meet its expansion requirements. As with most non-profit organizations, funding the purchase in advance of completion of the sale presented a major hurdle.



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