



# CASE STUDY

## OCCUPIER & TENANT SOLUTIONS



LOCATION - MECHANICSBURG | EMPLOYEES - 40



### THE BRIEF

American Engineers Group, LLC (AEG) is a professional consulting firm and a comprehensive MBE/DBE/SDB/SBE-certified organization that provides geotechnical, structural, and civil engineering, along with surveying, environmental, water resources, and construction testing and inspection services. They are a multi-discipline engineering consulting firm with a 64-year corporate history. AEG provides services throughout the Mid-Atlantic Region with Pennsylvania and Maryland office locations. AEG wanted to relocate from their outdated, multi-level, over-sized space in Harrisburg to a smaller footprint, 17,100 SF, at 5095 Ritter Road, Suite 110, Mechanicsburg.

### TRANSFORMATION



In their quest for a new and improved workspace, AEG joined forces with the occupier/tenant solutions team at Landmark Commercial Realty, led by Colleen Erickson, NCIDQ. AEG had a clear vision of a single-level space. Their objective was to find a space that required minimal construction but could accommodate their current needs while allowing for future growth.

The transformation began with a thoughtful floor plan that prioritized functionality and collaboration. Private offices were strategically positioned to face the open office area, where new workstations were installed, offering ample work-space and privacy. To foster creativity and informal discussions, the back-office area was designed with a variety of meeting spaces featuring comfortable lounge furniture, standard and cafe-height tables, and chairs. This versatile space is a hub for lunch breaks, presentations, and impromptu gatherings, conveniently adjacent to a well-equipped kitchen/break room.

Upon entering the premises, a welcoming reception area serves a dual purpose as a breakout space for an adjoining multi-purpose training room and conference room. This area also doubles as an informal meeting space with a wall-mounted flat screen for presentations. Further optimizing the layout, the remaining space was dedicated to file storage, providing touch-down areas for surveyors working off-site and accommodating the soils & wet lab housing various samples and sensitive equipment.

To bring the vision to life, installing new furniture was an instrumental part of the transformation. Private offices, workstations, meeting spaces, and seating were appointed with high-quality furniture, including AIS Calibrate for the office spaces and AIS Divi for the workstations.

Throughout the entire process, Landmark Commercial Realty played a vital role, assisting AEG with programming, space planning, schematic planning, furniture and finish selections, and meticulous move coordination.

The partnership between AEG and Landmark Commercial Realty resulted in a successful transformation, creating a functional and visually appealing workspace that aligns seamlessly with AEG's objective.

# CASE STUDY

## OCCUPIER & TENANT SOLUTIONS



### BROKERAGE STRATEGY

Landmark's seasoned broker, Michael Curran, SIOR, President & Executive Managing Director, spearheaded AEG's tenant advisory brokerage effort. Collaborating with Colleen Erickson and the AEG executive team, they devised a comprehensive strategy to address AEG's relocation requirements. With the goal of moving from the East Shore to the West Shore to secure an appropriately sized property, Landmark recognized the move's necessity due to the Eisenhower Interchange project.

Navigating through the challenges, Landmark expertly managed two relocation options on parallel tracks, ensuring AEG always had a competitive set of options. Despite a last-minute curveball where a prospective landlord removed an available space from the market, Landmark swiftly activated option two, showcasing its ability to adapt and pivot effectively.

In addition, Curran skillfully negotiated a phased-in occupancy period for the initial three years, enabling AEG to adjust to the total rent for their new space gradually. This approach provides AEG with flexibility and financial ease during the early stages of their tenancy.

By leveraging their expertise and resourcefulness, Landmark and Curran helped AEG successfully navigate their relocation journey, ultimately securing the ideal space for their needs.

### SUMMARY

American Engineers Group, LLC (AEG) partnered with Landmark Commercial Realty to transform Harrisburg's outdated, multi-level space into a more efficient and functional workspace. With a clear vision of a single-level, easily accessible area, AEG prioritized collaboration and functionality in the new design. The transformation included strategically positioned private offices, open office areas with new workstations, versatile meeting spaces, and a welcoming reception area. Landmark's brokerage strategy, led by Michael Curran, ensured that AEG had alternative relocation options and negotiated a phased-in occupancy period for financial flexibility. Through this successful partnership, AEG secured the ideal space to meet its needs.

