



THE CHALLENGE

The Main Street America Group needed space to consolidate their local office division for Old Dominion Insurance Company, while expanding and relocating their corporate headquarters from Keane, New Hampshire. In October 2002, they narrowed their site selection to Jacksonville and began searching for 60,000 square feet of existing Class-A office space. It was fall, no decision had been made, and they were looking to take occupancy before the end of 2003.

Our Response

Flagler convinced MSA Group that existing space wasn't their only option. With entitled land that was designed and permitted for a 113,000-square-foot, Class-A office building and the financing in place to immediately begin construction, Flagler was confident they could have MSA Group in their new building by the end of the year. MSA Group and Flagler finalized terms in March 2003.

THE RESULTS

Deerwood North 300 was successfully completed under budget and on an aggressive time schedule. MSA Group was ready to move into their new space on December 1. They were amazed at how quickly Flagler was able to accommodate their needs with a new building. They showcased their new space to the Jacksonville community in March 2004 by hosting a grand opening and after-hours party for members of the Jacksonville Chamber of Commerce.

"We are pleased to be located in such a favorable area. Deerwood North offers our employees a modern and professional work environment plus easy access to a host of amenities, all while serving the needs of our independent agent-customers in an accessible location."

Thomas M. Van Berkle
President and CEO, MSA Group