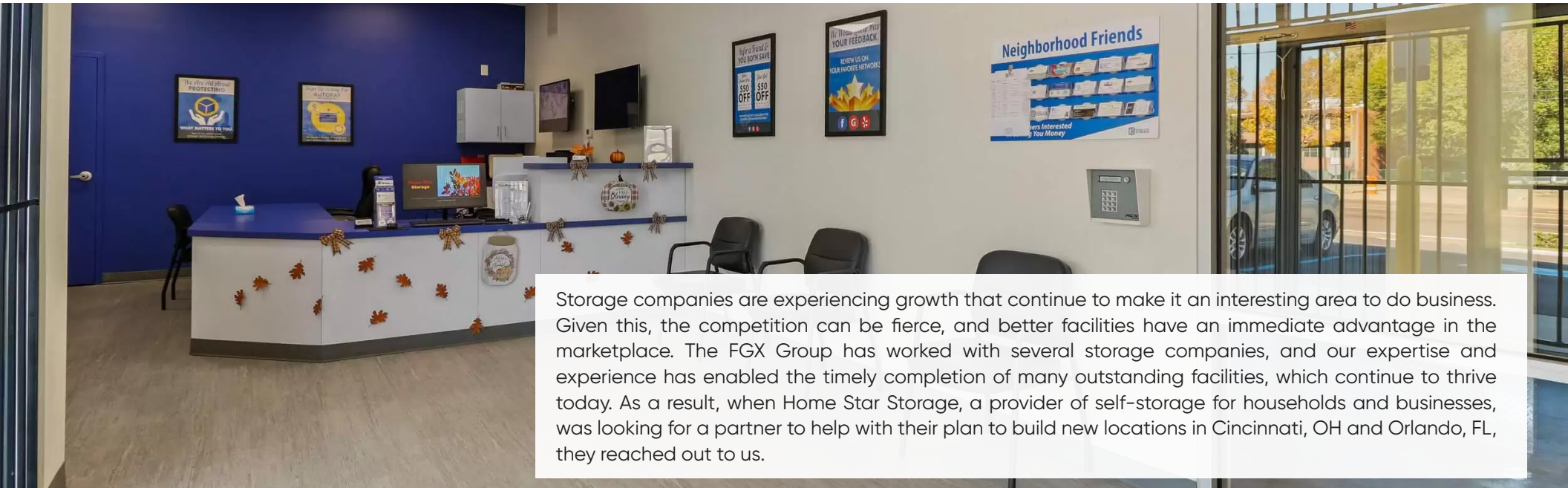


CaseStudy

HOME STAR STORAGE GROWING PAINS



Storage companies are experiencing growth that continue to make it an interesting area to do business. Given this, the competition can be fierce, and better facilities have an immediate advantage in the marketplace. The FGX Group has worked with several storage companies, and our expertise and experience has enabled the timely completion of many outstanding facilities, which continue to thrive today. As a result, when Home Star Storage, a provider of self-storage for households and businesses, was looking for a partner to help with their plan to build new locations in Cincinnati, OH and Orlando, FL, they reached out to us.



PROBLEM

In 2019, Home Star had their first project in Mableton, GA, where they experienced several growing pains. They had difficulty managing the design/construction process while focusing on the business—a common problem. Their background was not in commercial real estate, so they struggled to move forward with confidence. Once Mableton was complete, the Cincinnati and Orlando projects began. Facing similar challenges, they knew they needed to bring in some help. When we came on board, design was complete, and construction had just started. We immediately began to get up to speed and conducted thorough reviews of all aspects of the project. The major issues were:

- Inaccurate scope and contract
- Inaccurate drawings
- Lack of confident decision making
- Poor vendor selection

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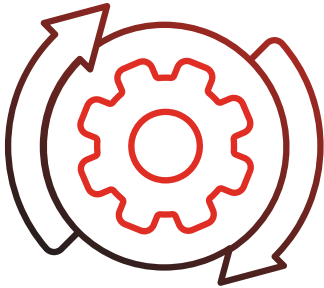




SOLUTION

After conducting a full review of the contracts, we developed a new one. The process of re-doing the scope took about three months to ensure accuracy. We also started to work closely with all vendor parties for increased oversight. We were able to oversee each department to ensure everything was moving forwardly properly and stayed within the project timeline.

The budget had also been a major pain point. We worked with the contractors to identify cost savings. We also provided a cost report each week to maintain expectations and quickly mitigate any issues.



RESULTS

Once the issues within the scope were resolved and the project team had the proper guidance on a day-to-day basis, construction went a lot smoother. At FGX, we believe the earlier you can bring our team on, the better. We will take care of all scope and costs during the design phase to ensure your budget is on track. Our team also will handle the hiring and managing of all qualified vendor parties, such as contractors, architects, engineers, and more. You'll feel confident knowing we are bringing top quality and experienced team members on board. These projects showed that benefit in action.

Both locations are now complete and opened for business. Home Star recently bought a property in Memphis, TN, where we will serve as the Owner's Representative.