INTELICA

CREATING THE RIGHT-SIZED FUTURE FOR GREENBRIER

CASE STUDY

CHALLENGE

After more than two decades in their previous office, The Greenbrier Companies began the search for a new, downsized space that could better serve their evolving team. The goal: to transition to approximately 10,000 SF without sacrificing quality, function, or employee morale.

Competing properties made the decision process competitive, with Greenbrier weighing their options based not only on the space itself, but also the surrounding environment and the strength of the management and design team behind it.

Equally important, Greenbrier's leadership understood that change, especially after 20 years, can be hard for employees. They wanted more than just a relocation; they wanted a fresh start that inspired their team to embrace the new space.

ADDRESS | 11969-11975 Westline Industrial Dr.
St. Louis, MO 63144

PROJECT TYPE | Office

SQUARE FOOTAGE | 10,017 SF

INVESTMENT CONSULTANT | Intelica

BROKERAGE | Intelica

PROPERTY MANAGEMENT | Intelica

SOLUTION

Intelica led the charge on delivering a turnkey, right-sized solution tailored to Greenbrier's future needs. From site selection through move-in, our team coordinated every step with precision.

Brokerage Services: Intelica's brokerage team, Ericka Seidel, Michael Backer, Ed Backer, and Joel Meyer identified and negotiated the deal for The Crossings, a strategically located office across the street from Westport.

Construction Management: Our in-house construction management team played an active role in overseeing the buildout, driving efficiency, maintaining budget control, and reinforcing client trust. A major achievement was staying on schedule, thanks to Construction Manager Rachel Willyard, who led the project and coordinated the tenant's first move in over 20 years.

Design Collaboration: Oakline Studio worked directly with Greenbrier leadership to reimagine how a 10,000 SF space could work smarter and more attractively for today's hybrid workforce.

Ownership Insight: Bamboo Equity Partners, as a key partner in the property's ownership, brought an investment-minded approach to delivering lasting value for both tenant and asset.

General Contracting: TrueNorth Construction executed the renovation and buildout with quality craftsmanship and attention to the unique needs of the Greenbrier team.

RESULTS

The result is a modern, right-sized workspace that reflects Greenbrier's brand, supports employee well-being, and brings new energy to their day-to-day operations. The project was delivered on schedule and with a clear understanding of the team's transition needs.

The combination of thoughtful design, strong collaboration, and hands-on management helped Greenbrier feel supported through every step of the process.

IN THEIR WORDS

"As we settle into our new office this week, I just wanted to reach out and say thank you, to all of you, for your guidance and support over this last year.

Your team has been amazing as we worked through the various stages of this transition. I had very little idea of what was required or needed for this and owe everything to your team for this great solution."

- Ben Miller, Director – Tank Car Engineering
The Greenbrier Companies