



McGuire Development Co

Pioneer of the *TRANSPARENT* Process

NOT-FOR-PROFIT CASE STUDY

Meals on Wheels for Western New York

Benjamin A. Gair, III, Chief Executive Officer

Project Goal

- ◆ To create a multi-functional, disaster-ready facility that would allow for efficient, centralized meal production for Meals on Wheels and other nutrition-focused programs in WNY.

Issues with Traditional Development

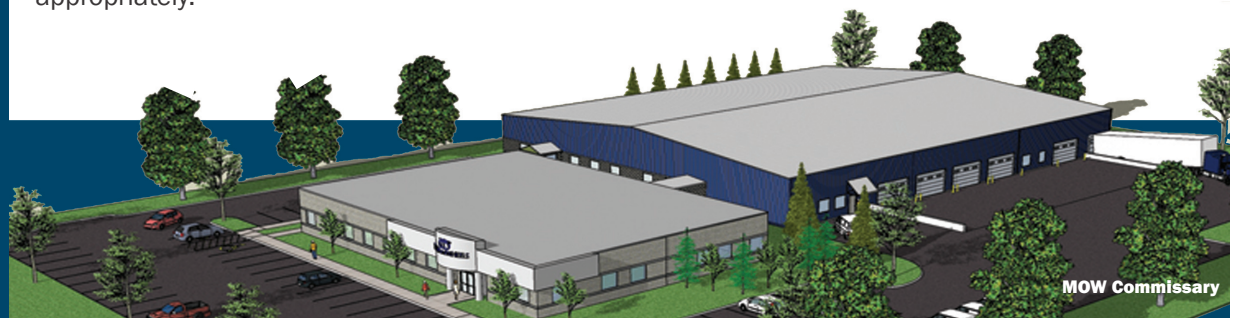
- ◆ In 2008, MOW began **working with an architect** to develop a new 29,000 sq. ft. food production facility.
- ◆ With the **architectural firm leading the process**, quotes began to grow close to \$500,000, pushing the projected total cost to more than \$7 million.
- ◆ With **costs soaring** and the **design becoming less functional**, board members began researching other options.

Answers with a Transparent Development

Utilizing a **TRANSPARENT METHOD**, the executives at McGuire Development Company and the board members met to determine project goals, costs, current needs and future growth plans to move the project forward appropriately.

Savings with a Transparent Process

- ◆ With McGuire Development Company serving as development manager, the project changed from an **Architect-led process to a Developer-led/owner process.**
- ◆ On behalf of the owner, McGuire Development Company managed the process with a **full understanding of the not-for-profit's mission.** This meant the building would be created from a functional point of view, with McGuire Development directing the architect in the building's design and functionality.
- ◆ McGuire Development's Transparent method **saved \$400,000** in architectural and engineering fees.
- ◆ McGuire Development Company **managed the entire development process** and delivered the project at \$5 million, down from a projected \$7 million.
- ◆ 100% of the **construction savings and project contingency** were passed back to MOW.
- ◆ Under McGuire Development Company's management, the building opened **under budget and on time.**





MEALS ON WHEELS

FOR WESTERN NEW YORK, INC.

“As a not-for-profit organization, it was essential that Meals on Wheels for WNY work with a company that could deliver a quality product guided by financial responsibility. McGuire Development Company’s open-book process allowed us to understand all aspects of the project before our shovels hit the ground.”

It was because of this transparency that we were able to plan a more sophisticated facility with a full understanding of the true costs up-front.”

- Benjamin Gair III, CEO

