

**Case Study:** Speedy Cash

**Division:** Construction and Construction Management

**Project Description:** New Store Construction

**Menemsha**  
LOS ANGELES | BOSTON



## The Project:

In 2006, Speedy Cash (Tiger Financial) began a more organized and planned store development program which has grown to the current plan to acquire real estate and open a minimum of 1 store per month, throughout the year. Typical locations are free standing buildings; however, in-line lease spaces are sometimes acquired. Speedy Cash has an in-house construction team that typically takes possession of a site and begins building shell improvements in preparation for complete interior renovations. Menemsha became involved with Speedy Cash as the interior contractor, capable of engagement in several locations simultaneously through Construction Project Management and Site Management. Typical contracts are negotiated lump sum contracts.

## Menemsha Solution:

- Menemsha committed a Project Management and Site Supervision team that quickly learned the needs of Speedy Cash to complete interior build outs and complete exterior building and site improvements started by the Speedy Cash construction group.
- Menemsha partnered with Speedy Cash to stabilize and reduce construction costs through value engineering and sharing of vendors and sub-trades in an effort to provide the best value possible.
- Menemsha has extended Architectural services to develop standards and document as-built conditions of stores built prior to the involvement of the current Speedy Cash Construction Department, for purpose of upgrade and improvement of older locations.

## Result:

- Menemsha has enabled Speedy Cash to increase annual growth potential by reducing costs through efficiency of construction management. Menemsha currently manages the construction process for 7 of the typical 8 weeks of construction from site possession to store opening.
- Menemsha has also become a valued resource for Facilities and Operations through the ability to quickly mobilize for emergency repairs and improvements of existing locations.
- Partnership between Menemsha and Speedy Cash has allowed for sustained construction costs and the ability to plan for increased annual growth with consistent store quality and planned store opening dates.
- Menemsha's ability to work on a National level has allowed Speedy Cash to explore development in Regions and States that they are not currently present in, as exemplified by Store # 108 in AL, which will open in August of 2010.