



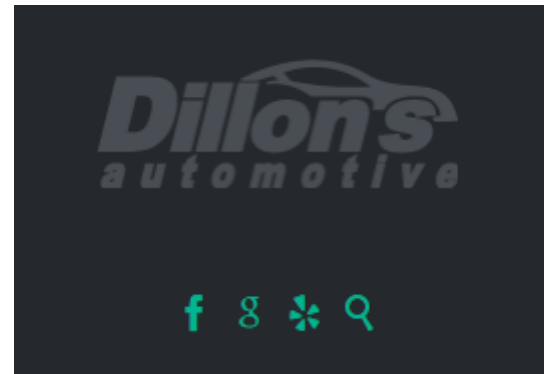
Dillon's Automotive  
Making A Dream A Reality

## Community Catalyst

*"Orr Commercial took the ball and ran with it, handled the architects and made it easy for me to build. The design process went quickly, and it felt like they didn't drag out the process."*

### Executive Summary

Corey Dillon of Dillon's Automotive, armed with over 2 decades of experience, envisioned filling a void for high-end automotive services in the Houston/Katy, TX area.



Orr's team quickly analyzed the challenges that lie between Corey and fulfilling his dream. First, Orr identified the needed land along with the design and construction of the building. Corey was a first-time business owner, so Orr had to work with him to manage a construction budget and obtain financing for the building. He also had a new and unproven brand in a crowded space, the Orr team knew that finding a great location was pivotal to his success.

A project manager on working with Corey shared, "He led with his vision and we followed. He had an entrepreneurial drive providing as much detail as he did and that made it easy for us to partner. This allowed us to work as a collaborative team.

## How Our Services Helped

*“...Seamless, flawless, painless working relationship. The unspoken relationship was if I did my part, Orr did theirs. They let me handle my business. I was able to get timely advice from Orr, but they did not run my business. I feel like Orr Commercial ultimately wants me to succeed. Personally, I feel they seriously and genuinely care about us. I believe they want to use their resources to help others out.” -Corey Dillon*

Orr Commercial’s expertise and industry experience allowed them to mitigate the cost of the land and construction as well as deliver the building in a timely manner. They located the site that allowed the operator to do the sales volumes necessary to justify operational expenses and acquired the land through an off-market relationship within the target market. Orr Commercial sourced the financing necessary for the ground-up construction through their network of banking partners.

They then oversaw the construction and site planning to maximize site efficiency, minimize construction delays and change orders. When forming a working partnership, communication is essential. Orr Commercial and Corey were on the same page from day one setting goals and deadlines with clear and reasonable expectations.

## Results, Return on Investment and Future Plans

Corey now owns his successful first location. Orr’s Catalyst program allows our tenant-partners to become real estate owners and investors when the time is right. Corey owns his first location and because of its success, it has allowed our partnership to continue with the construction of store number two and plans to unroll many more throughout the Houston region. With considerable cost savings and efficiencies, we have paved the way for scalability and affordability in Corey’s new locations going forward.