



Fortune 50 Company

When the Fortune 50 Company's real estate subsidiary was facing significant infrastructure costs for positioning its real estate holdings, STEP developed and implemented a strategic plan to intervene in a rate proceeding, thus bringing the investor owned utility to the negotiating table. As a result of this strategic positioning and leverage against the utility, a special agreement was negotiated that gave a major strategic advantage to the real estate subsidiary, thus allowing them to avoid millions of dollars in infrastructure improvements.