

TMS plots growth at Metro Office Park

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Metro Office Park, 4300 Highline Blvd., Oklahoma City. (Courtesy Photo)

OKLAHOMA CITY – Anticipating 20-percent growth, national transportation software developer TMS Systems will consolidate its two Oklahoma City offices at the newly sold Metro Office Park.

An investment partnership led by Appian Logistics Software founder Walter M. Kositzky paid \$1.3 million for the 31-year-old office park at 4300 Highline Blvd., off Interstate 40 and Meridian Avenue in Oklahoma City.

The six buildings in this 60,654-square-foot office park charted just 30-percent occupancy when G.D. Madden sold the property to Kositzky's new Appian Properties, said Zach Martin, the Sperry Van Ness/William T. Strange and Associates broker who handled the deal

with Scott Pickens of Total Realty Services.

Kositzky, who continues to oversee the Appian Logistics division, said that vacancy and central location provides the ideal place to bring TMS's south and north Oklahoma City operations together under one office. The 9,000 square feet TMS will occupy in April should lift the office park's occupancy near 50 percent.

The move also brings full circle the development of another TMS subsidiary.

Madden had bought the 2.7-acre office park from The Travelers in December 1990 to house his own transportation software company, Innovative Computing Corp. At one time that firm represented the world's largest operator in that software field, Martin said.

Kositzky said TMS acquired Innovative four years ago. Martin said that firm's subsequent move out of Metro Office Park started a period of decline for the property, which had no active leasing staff most of that time. Martin said that points to one reason why the property had been on the sale block more than two years. It also underscores its \$20.25-per-square-foot sales price.

"Stabilized, that building is worth \$50 to \$60 a foot," said Martin in a telephone interview Tuesday. "That is really a function of occupancy."

With neighboring office properties showing much stronger occupancy rates, and Oklahoma City's overall office vacancy rates estimated around 15 percent, Martin foresees great potential for Metro Office Park.

So does Kositzky, whose partnership has already inked a five-year lease with TMS. Appian Properties will spend about \$300,000 in renovations to the three-story buildings and property, with plans to boost occupancy through a still-developing management plan.

"The major thing is, TMS really has our division of the company targeted to a lot of growth in a couple of years, so we were going to have to get into a larger space to begin with," said Kositzky, slipping back into his role as vice president of the TMS Appian Logistics division. "We're anticipating about 20-percent growth over the next few years."

The 40-employee office, which develops software for producing routes and schedules based

on delivery requirements, also anticipates a growing customer service role.

"We're starting to have more clients come into our office for training," he said in a telephone interview. We're going to have to have space for that."

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