



Speedy Cash—Success Story

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'S SOLUTION

Menemsha committed a project management/site supervision team that quickly learned the needs of Speedy Cash to complete interior build outs as well as exterior building and site improvements started by the Speedy Cash construction group.

RESULTS

- 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.