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**:<http://www.bizjournals.com/stlouis/blog/2013/03/equifax-to-expand-to-leased-earth-city.html>**

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## Equifax to expand to leased Earth City building



[Evan Binns](#)

Reporter- *St. Louis Business Journal*

[Email](#) | [Twitter](#) | [Facebook](#)

Equifax Workforce Solutions, a St. Louis-based employment services provider formerly known as TALX, is boosting its local footprint with the recent lease of an entire two-story building in the Rider Trail Corporate Center in Earth City, where it will eventually house nearly half its local workforce.

Earlier this year, Equifax signed a long-term lease to occupy the 100,000-square-foot building at 3470 Rider Trail South. Although financial terms of the deal were not disclosed, the asking rental rate at Rider Trail is \$19 per square foot, putting the lease at an estimated \$1.9 million.

With its move into Rider Trail, Equifax now occupies about 272,000 square feet of commercial space in the St. Louis market: the newly leased 100,000 square feet at Rider Trail; the company's headquarters at 1143 Lackland Road; and a 72,000-square-foot facility in the Riverport area, according to [Susan Lenzen](#), facilities manager for Equifax Workforce Solutions.

Lenzen said the addition of the new space in Earth City was part of the company's strategic plan and that it would help increase corporate efficiency. "We're getting teams together and going to house those operations under one rooftop," she said.

The company is currently working on a renovation of the Earth City property and plans to start a phased move-in beginning in the first quarter of 2014, according to Lenzen. She declined to share the amount being spent on the renovation.

Atlanta-based [Equifax purchased TALX](#), a St. Louis employment services company founded by [Bill Canfield](#) that specialized in managing unemployment claims and providing employment and income verification, for \$1.4 billion in 2007. Equifax, one of the three

largest U.S. consumer reporting agencies, has recently rebranded TALX as Workforce Solutions, based in St. Louis and headed by President [Dann Adams](#).

For 2012, Equifax reported net income of \$280.8 million on total operating revenue of nearly \$2.2 billion, including \$463.1 million in revenue from the Workforce Solutions unit.

The Earth City building that Equifax has leased was built in 1998, but it has been vacant since March last year. The property was bought in June 2012 by a partnership led by Balke Brown Transwestern and [Arthur](#) and [Robert Guller](#) of BEB Management LLC for \$3.65 million. The group plans to refurbish the building as well as the surrounding site by August 2013.

Rider Trail is the second distressed office property that the Gullers and Balke Brown have teamed on in the Earth City submarket over the past three years. In 2010, the group purchased Riverport Commons IV, a three-story, 117,000-square-foot building for \$5.5 million. At the time of the purchase, the property was 60 percent vacant. As of last summer, Riverport IV was 100 percent occupied following **American Family Insurance** Co.'s move into 83,000 square feet.

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