



At Lockard Companies we leverage our expertise in every stage of the real estate process to the benefit of our clients

| <p>? How can real estate help achieve my business objectives?</p> | <p>? How am I going to pay for this?</p> | <p>? I have a vision of what I want to do. What is a reasonable budget and timeline?</p> | <p>? I know exactly what I want to build. How much will it cost, and how long will it take?</p> | <p>? I have a building, but managing it is taking away from my business. Can you manage it for me?</p> |
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| <p>Data Collection</p> <ul style="list-style-type: none"> Client status and future needs Market assessment Master facility plan options Preliminary cost estimates Financial, physical, political, social realities <p>Deliverables</p> <ul style="list-style-type: none"> Marketplace realities and trends Secondary use alternatives for existing and/or new facilities Identify key influencers in the organization and community Develop financial objectives and preliminary financial modeling of the project <p>Site Evaluation & Selection</p> | <p>Ownership Structure</p> <ul style="list-style-type: none"> Owner occupied Building lease Ground lease Partnership or joint venture <p>Capital Structure</p> <ul style="list-style-type: none"> Equity source(s) Debt source(s) Alternative finance <ul style="list-style-type: none"> Tax increment Tax credits Loan guarantees <p>Marketing</p> <ul style="list-style-type: none"> Tenant mix Owner representation Tenant representation Leverage national networks Solicitation & negotiation | <p>Pre-Construction Planning</p> <ul style="list-style-type: none"> Design Evaluation Overall Project & Construction Schedule Owner Design Concept Review 50% / 95% / 100% Construction Budget <p>Assemble Professional Services Team</p> <ul style="list-style-type: none"> Architectural Engineering Interior design <p>Work Flow Planning</p> <p>Value Engineering</p> | <p>Buy-out Construction Project</p> <ul style="list-style-type: none"> 100% Project Plans Qualify subcontractor pool Solicit bids Award subcontracts <p>Begin Construction</p> <p>Manage the Process</p> <ul style="list-style-type: none"> Safety, quality, schedule Billings, draw requests, lien waivers Project meetings, owner meetings Coordinate installation of FF&E <p>Close-out</p> <ul style="list-style-type: none"> Complete punch list Deliver post-construction binders - warranties and manuals 1-year walk-through | <p>Building & Grounds Maintenance</p> <ul style="list-style-type: none"> Heating and cooling systems Roof and structure Fire suppression & alarms Parking lot Landscaping Snow removal Janitorial services <p>Casualty & Liability Insurance</p> <p>Partnership / Venture Accounting & Management</p> <ul style="list-style-type: none"> Rent collection CAM budgeting & reconciliation Quarterly investor updates, annual K-1's <p>Portfolio Risk Management</p> |
| <p>Additional Services</p> <p>Master Planning Sketches, renderings, aerials "Invent the Future" study</p> | <p>Additional Services</p> <p>Project "Plan of Finance" Website, press releases, etc. Capital sourcing - debt and/or equity</p> | <p>Additional Services</p> <p>LEED® analysis and recommendations Process improvement study</p> | <p>Additional Services</p> <p>Source furniture, fixtures, & equipment Building System Commissioning LEED® Certification Groundbreaking & Grand opening ceremonies</p> | <p>Additional Services</p> <p>Leasing/Brokerage Maintain LEED® Certification Tenant Improvements</p> |
| <p>Client Value 30-50%</p> | <p>20-40%</p> | <p>10-15%</p> | <p>5-15%</p> | <p>5-15%</p> |