

The Real Estate Process

~ Where are you in the process? ~



? How can real estate help achieve my business objectives?

Data Collection

- Client status and future needs
- Market assessment
- Master facility plan options
- Preliminary cost estimates
- Financial, physical, political, social realities

Deliverables

- 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

Site Evaluation & Selection

Additional Services

Master Planning
Sketches, renderings, aerials
"Invent the Future" study



? How am I going to pay for this?

Ownership Structure

- Owner occupied
- Building lease
- Ground lease
- Partnership or joint venture

Capital Structure

- Equity source(s)
- Debt source(s)
- Alternative finance
 - Tax increment
 - Tax credits
 - Loan guarantees

Marketing

- Tenant mix
- Owner representation
- Tenant representation
- Leverage national networks
- Solicitation & negotiation

Additional Services

Project "Plan of Finance"
Website, press releases, etc.
Capital sourcing - debt and/or equity



? I have a vision of what I want to do. What is a reasonable budget and timeline?

Pre-Construction Planning

- Design evaluation
- Overall project & construction Schedule
- Owner design concept review 50% / 95% / 100%
- Construction budget

Assemble Professional Services Team

- Architectural
- Engineering
- Interior design

Work Flow Planning

Value Engineering

Additional Services

LEED® analysis and recommendations
Process improvement study



? I know exactly what I want to build. How much will it cost, and how long will it take?

Buy-out Construction Project

- 100% Project plans
- Qualify subcontractor pool
- Solicit bids
- Award subcontracts

Begin Construction

Manage the Process

- Safety, quality, schedule
- Billings, draw requests, lien waivers
- Project meetings, owner meetings
- Coordinate installation of FF&E

Close-out

- Complete punch list
- Deliver post-construction binders - warranties and manuals
- 1-year walk-through

Additional Services

Source furniture, fixtures, & equipment
Building System Commissioning
LEED® Certification
Groundbreaking & Grand opening ceremonies



? I have a building, but managing it is taking away from my business. Can you manage it for me?

Building & Grounds Maintenance

- Heating and cooling systems
- Roof and structure
- Fire suppression & alarms
- Parking lot
- Landscaping
- Snow removal
- Janitorial services

Casualty & Liability Insurance

Partnership / Venture Accounting & Management

- Rent collection
- CAM budgeting & reconciliation
- Quarterly investor updates, annual K-1's

Portfolio Risk Management

Additional Services

Leasing/Brokerage
Maintain LEED® Certification
Tenant Improvements

Client Value

30-50%

20-40%

10-15%

5-15%

5-15%

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