



TALKS

Tenant Development: Where You Are in Charge

Tenant-Controlled Development of a Build-to-Suit Facility

Webinar will begin at 11:03 am CST

Please submit any questions through the Q&A panel on ZOOM



hpmleadership.com



Stan Johnson Co.

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TODAY'S SPEAKERS



Mike Lanier,
President
HPM



Shan Gastineau,
Senior Director
Stan Johnson Co.



SJC & HPM PARTNERSHIP



Stan Johnson Co.

Commercial Real Estate Brokers

- Bridges both institutional and private capital, creating a bid environment that results in best terms and maximum proceeds
- Drives better terms
- Save money and reduce unknowns
- Ensure a smooth, seamless transactions



Program Managers/Owner's Rep

- Provides planning, design, construction management, occupancy, and start-up
- Qualification and project team procurement services lowers cost to the tenant
- Contract negotiations and construction audit services lowers cost and provides transparency





Tenant-Controlled
Development
of a Build-to-Suit
Facility

TODAY'S DISCUSSION

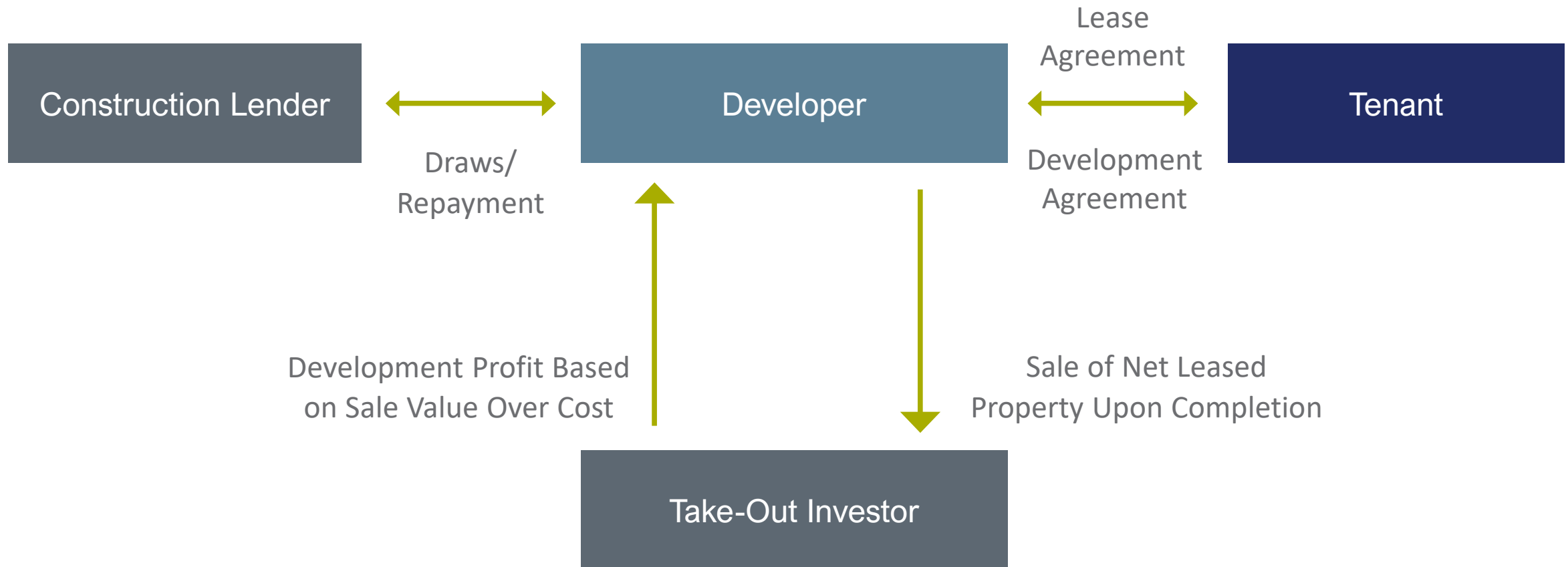
There's a Better Way...

1 Cost

2 Control

3 Risk

Developer Controlled Build-to-Suit



Cost

- Capital Cost
- Developer Model Cost
- Design/Build Cost



Control

- Planning Control
- Quality Control



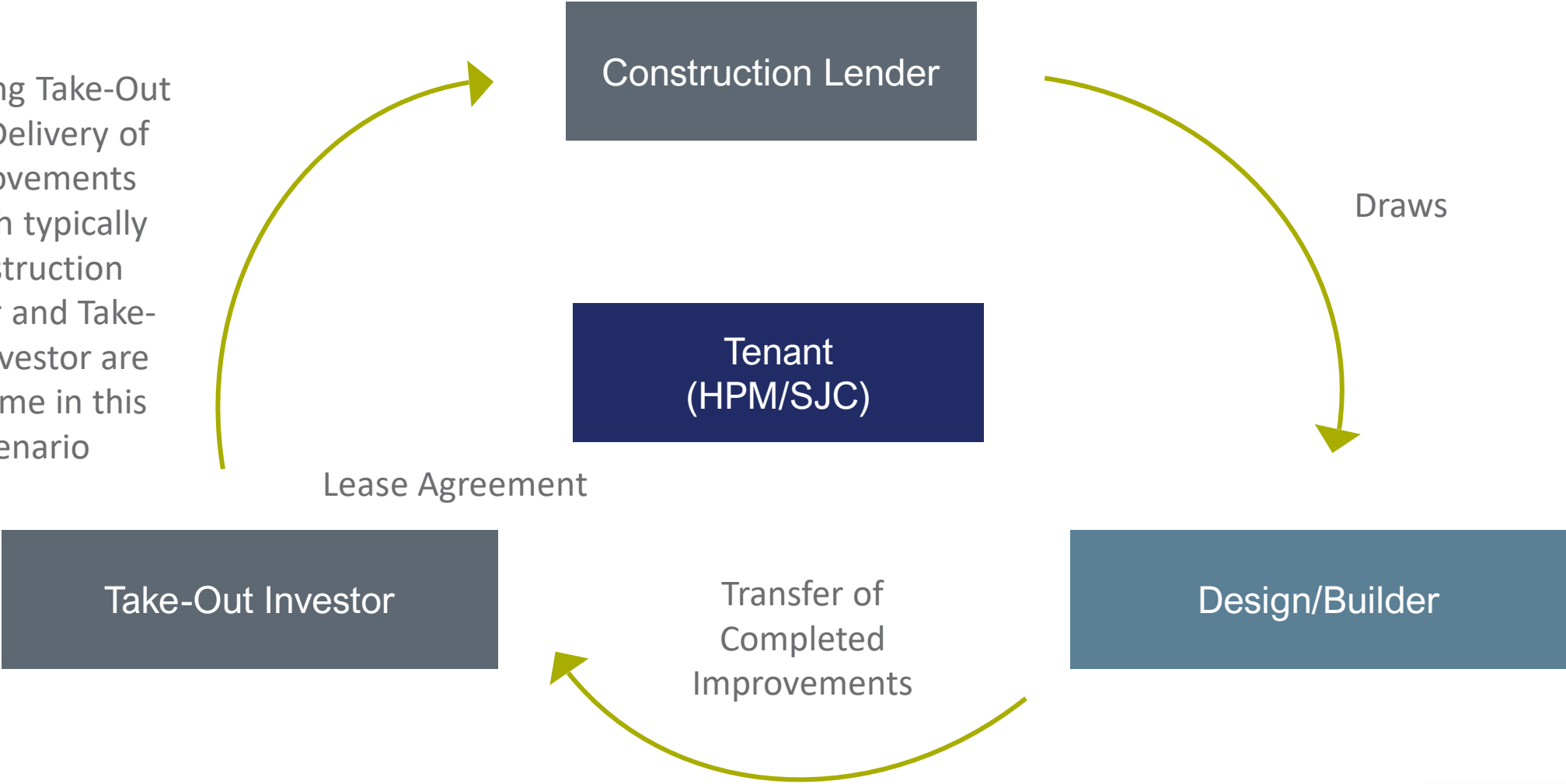
Risk

- Uncertainty of long term owner
- Capital risk
- Relationship risk
- Developer relationships will drive team selection
- Design, construction, completion risk



Tenant Controlled Build-to-Suit

Financing Take-Out after Delivery of Improvements though typically Construction Lender and Take-Out Investor are the same in this scenario



Tenant Led Build-to-Suit Benefits

- Allows tenant selection of best design and construction professionals
- Off-loads construction period risk to the builder
- Reduces development cost by taking on preconstruction activities through HPM
- Provides greater control of design and financing
- Reduces lease cost by removing Developer's profit





Let's Talk More.

STAY CONNECTED



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