

# Property Consulting Services



Site Selection

Site Evaluation

Financial and Feasibility

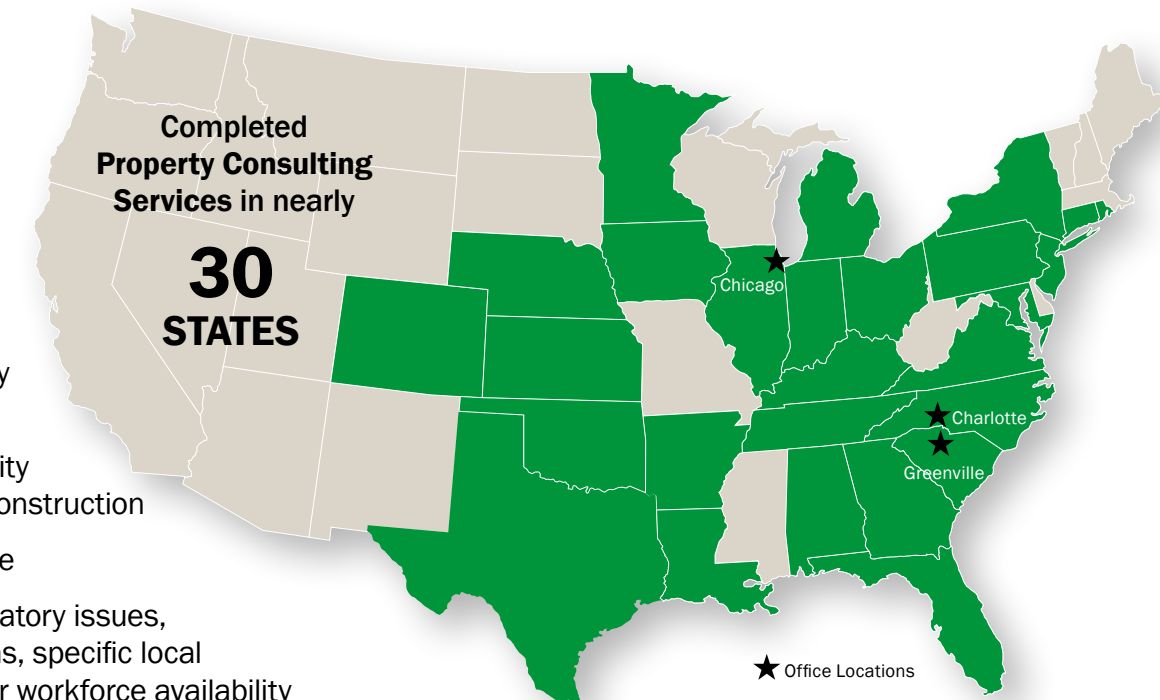
Conceptual Design and Cost Analysis



# Property Consulting Services

## Overview

- Significant experience in property consulting and site selection services
- Provides broad range of services necessary to ensure best property solutions
- Assessment of suitability for development and construction
- Site logistics knowledge
- Understanding of regulatory issues, environmental concerns, specific local requirements and labor workforce availability
- 16-year history
- Uniquely positioned to add value



## Services Provided



### PROPERTY CONSULTING

- Site Selection
- Site Evaluation
- Site Due Diligence
- Building Analysis
- Purchase Negotiations
- Economic Incentives

### DESIGN

- Planning
- Architecture
- Engineering
- Building Information Modeling
- Equipment Selection
- Prefabrication

### CONSTRUCTION

- Preconstruction
- Construction Management
- Transparent Procurement Methodology
- Prefabrication/Modular
- Jobsite Safety Program
- Quality Control

### FACILITY SERVICES

- Facility Maintenance
- Facility Management
- Energy Audits
- CapEx Budgeting and Projects
- Security and Access Control
- Industrial Refrigeration System Support

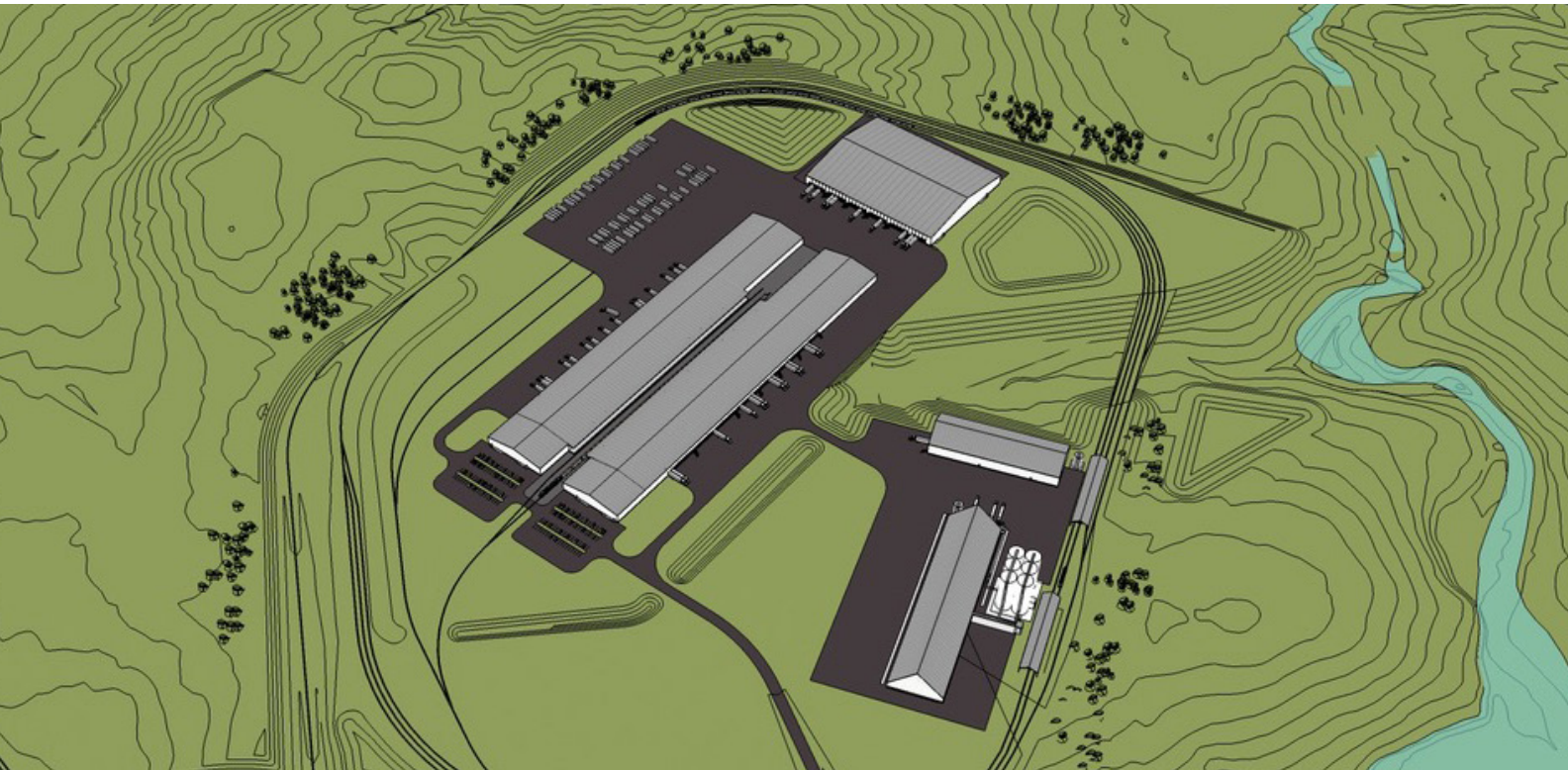


# 01 Site Selection

Facility owners and operators faced with the need for expansion beyond their existing constraints may decide to identify and purchase a property that will best accommodate future growth.

**A M King can manage and assist Owners in the site selection process by providing the following services:**

- Confidential representation
- Property and site identification
  - Greenfield sites
  - Existing buildings
- Brokerage management
- Economic incentives development
- Purchase negotiations



## Considerations

- How do I secure a property that will fulfill my growth and expansion requirements?
- Is it possible to keep my property selection and evaluation process confidential?



# 02 Site Evaluation

Involving our in-house Design, Engineering and Construction teams in the property selection process provides the Owner with the ability to understand the range of property options to ensure the right decisions are made.

**Extensive services can be provided including:**

- Comparative analysis
- Geotechnical studies
- Environmental studies
- Constructability analysis
- Zoning analysis
- Traffic studies
- Survey and mapping
- Development restrictions
- Utility and infrastructure assessment



## Considerations

- What is the best strategy for managing environmental issues, such as wetlands, poor soils or zoning classifications?
- How do I protect myself from hidden or unforeseen future property costs?

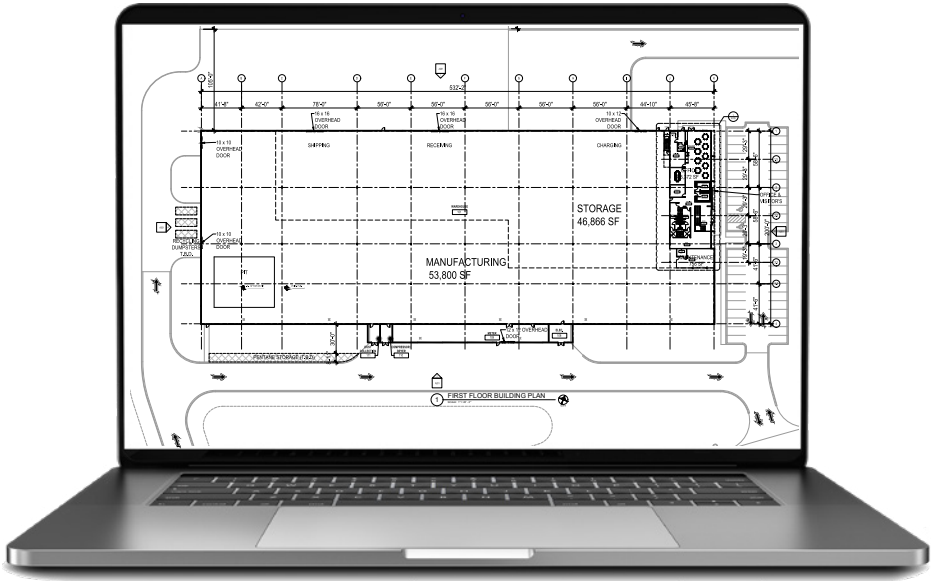


# 03 Financial and Feasibility

The integrated A M King Design and Construction team utilize BIM 3D technology, their combined expertise and skill sets that provide more innovative and creative project solutions.

During this due diligence period some of the activities typically performed include:

- Purchase price evaluation and comparatives
- Governmental incentives analysis
- Multi-property comparative cost analysis
- Development cost budgeting
- Risk mitigation and projection



## Considerations

- What are the pros and cons of buying land versus an existing building?
- How do I know I am paying the right price for a property?
- Am I eligible for economic incentives from state and local governments?

# 04 Conceptual Design and Cost Analysis

A M King’s integrated team will develop facility planning and design to coordinate with the property consulting phase for the seamless process of project development.

Services to be performed during this period include:

- Master planning
- Programming and space planning
- Conceptual design development
- Expansion/renovation studies
- Design comparisons
- Structural analysis
- Existing building analysis and evaluation
- Project scope development
- Project cost development
- Planning commission approvals
- Permitting submissions and negotiations



## Considerations

- Should I buy the property first, then design my facility around the property, or do I design my facility first, and then purchase a property that will accommodate my design?
- Can the full cost of my development be understood before I spend considerable monies?





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