



Build to Suit

Our firm has handled more **build to suit** projects in Northern Nevada than *all of the other firms in the area combined*.

Using our firm to handle your build to suit.....what do we bring to the table?

In a word.....results. I have been doing build to suit projects in No. Nevada since 1976. My firm builds many such projects and represents the tenant on numerous build to suits. My 25 years of local construction and development experience will help you hold the lease rates or purchase price in line. Pricing control is a critical aspect of our service. It is also critical that the presentation of your project requirements be done in the correct manner to the private investors and developers.

What do we charge?

Nothing. Our services are free. We are paid from a portion of the commission a developer or a private investor pays his agent to represent his interests in the transaction.

How do we help and what's the first step?

Commonly, we visit your current manufacturing site and meet with the person heading up the new facility venture to hear what they want in the new facility. I look over your operations to get a clear understanding of what you do, how you do it and what you need in the new facility. Together, we will assemble a spec that gets you exactly what you need and does it in the most agreeable form to the local developers / investors. This approach works extremely well.

Any other reasons to use us?

Yes. Many, actually. Mostly, because we advocate for your interests throughout the project. You need to remember, that developers have a team of agents, all of whom are charged with the responsibility to extract the maximum amount of lease rent from you and to negotiate the most favorable lease terms for them while still winning your business. Our job is to represent YOUR interests, NOT the landlords'; as the developers agents are doing. Be very clear on this important point.....while the developers employees may be friendly, and seem helpful, their LEGAL duty is to maximize the profit for their boss, their employer; the LANDLORD ! No public agency is helping you at this point either. Without your own professional agent, representing YOUR sole interests, you are in this by yourself.

Any more reasons?

To achieve the very best deal for your build to suit project, it is imperative that you maximize your advantage in the negotiation process. This is where our experience is paramount. We assist your project spec. writing to your maximum advantage. We prepare (or assist you) with the entire request for proposal package and review it with the developers. With our local construction knowledge, we prescreen proposed site locations and weigh them for your consideration. We assist you in developing a responsible list of developers to propose on your project. With our local experience, you will get quotes from the right bidders. To increase competition, we will solicit private investors in the bidding process as well. We assist in the evaluation of the proposals and the subsequent final deal negotiations.

