

Our team has developed roughly 9 million square feet of office, retail, and residential projects in various parts of the country, but primarily in the Greater Philadelphia region. That experience covers the full lifecycle of development activities: land acquisition, site planning and design, zoning and land development approvals, management and coordination of all related professionals, construction oversight, financial planning, equity and debt structuring, leasing and operations.

We have successfully weathered extensive zoning battles, coped with budget surprises, overseen construction draws, added value with new pad sites and multi-tenanted buildings, and worked with lenders and equity investors to create tremendous value on properties primarily located in Pennsylvania, New Jersey and Delaware.

- ◆ Market assessment
- ◆ Planning: massing, site design, ingress/egress.
- ◆ Approvals: working with governmental entities, owners and assembling the best team of professionals. Having a strong team is critical, potentially including: legal, engineering, architectural, accounting, construction management, leasing, lenders and investors.
- ◆ Project financial planning
- ◆ Construction liaison between owner and construction

*300,000 SF corporate campus with multiple offices, restaurant and child care*



*400,000 SF Shopping Center anchored by Lowe's, BJ's, Aldi and other nationals.*

- ◆ Land assemblage
- ◆ Condominium structuring
- ◆ Oversight of zoning issues
- ◆ Leasing Strategies
- ◆ Deal Structuring
- ◆ Timeline Management
- ◆ Ownership documentation

# DEVELOPMENT SERVICES



## Project #1—The Shops at Harleysville

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- Our team controlled a high quality 30-acre parcel located in Harleysville, PA
- After determining that a similarly sized lot on the opposite corner had better retail visibility, our team negotiated a land swap with a residential developer.
- Upon obtaining the rights to the more suitable parcel, we successfully negotiated a 100,000 square foot transaction with Wal\*Mart to anchor the planned shopping center.
- With Wal\*Mart signed, we then obtained a supermarket anchor along with land development approvals for additional in-line retail space between the two anchors.
- The parcel was well designed, and over its 20-years of operation has operated consistently at 100% occupancy.



## Project #2—Cedar Hill Shopping Center



- Our team was introduced to a developer who had put together a concept for a shopping center. Without a local presence, he needed a development expert to help launch the project and redesign the layout.
- The landowner controlled a 27-acre site. KPGCM's team assembled additional acreage, increasing the project to 50 acres, adding more anchor leasing opportunities.
- Our team completed leases with BJ's Wholesale Club (116,000 SF), and Lowe's Home Improvement Centers (168,000 SF).
- The expanded site now includes additional retailers such as Starbuck's, PNC Bank, Aldi Market, Orange Theory and a number of other national and local retailers.
- The 400,000 square foot property was sold in stages for a cumulative asset value exceeding \$60 million.