



# WINTER WHEAT

Real Estate Development & Consulting

# SERVICE PACKAGES

\$1.4B+ experience · 10 asset classes · 8 states

*Fixed fees. Fast results. One signed contract.*

TIER 01

## DISCOVERY

\$1,500

*"Is this idea actually worth pursuing?"*

1-3 Weeks

### WHO IT'S FOR

You're at the idea stage. You have a concept, maybe a site, but need an experienced set of eyes to tell you whether it's worth pursuing before you commit more time, money, or energy.

### WHAT YOU GET

- Concept viability assessment
- Order-of-magnitude financial estimate
- Deal-killer risk report
- Recommended first steps & 30-day action plan
- Two 30-Minute Strategy Calls

*Flat fee due at signing*

TIER 02

## ANALYSIS

\$4,500

*"Do the numbers work? What stands in my way?"*

3-5 Weeks

### WHO IT'S FOR

You have a site (or a few top choices), a concept, and some real momentum. You need a rigorous analysis that stress-tests your assumptions, clarifies costs and timeline, and identifies the risks and opportunities standing between your vision and execution.

### WHAT YOU GET

- Comprehensive feasibility analysis
- Single-scenario financial proforma
- Risk & opportunity report
- Action plan & roadmap with timeline
- One 30-Minute Intake + One 60-Minute Strategy Call

*50% due at signing · 50% upon delivery*

TIER 03

## ADVISORY

\$6,500

*"How do we get this deal across the finish line?"*

5-8 Weeks

### WHO IT'S FOR

You're preparing to raise capital, approach lenders, spend significant predevelopment dollars, or make a major commitment and need comprehensive strategic advice and institutional-grade, pitch-ready analysis.

### WHAT YOU GET

- Multi-scenario proforma + sensitivity modeling
- Market research, benchmarking & case studies
- Deep risk & opportunity report
- 90-day critical path + one custom deliverable ★
- Three 60-Minute Strategy Sessions

*50% due at signing · 25% midpoint · 25% upon delivery*

TIER 04

## STRATEGY

\$9,500+

*"Is our organization ready and what is the right move?"*

8-12 Weeks

### WHO IT'S FOR

National organizations, non-profits, municipalities, and established businesses that need expert strategic guidance on a real estate-adjacent question: market entry, site ecosystem assessment, development-readiness, partner identification, or long-range planning.

### WHAT YOU GET

- Primary research and interviews specific to your scope
- Ecosystem & regulatory assessment
- Benchmarking & precedent analysis
- Board-ready strategic pathways & 5-year roadmap
- Four+ 60-Minute Strategy Sessions

*50% due at signing · 25% midpoint · 25% upon delivery*



## EXECUTIVE CAPACITY, ON DEMAND

*Instant expert support without the full-time hire.*

For developers with limited capacity, nonprofits and civic organizations executing a legacy development project, and municipalities that need senior real estate expertise without staffing up. These engagements bring executive-level capacity exactly when and where you need it. Each engagement is scoped to your project, structured around your timeline, and renewed by mutual agreement at the end of each term. **Limited availability:** new engagements subject to capacity.

### FRACTIONAL DEVELOPMENT OFFICER

## STRATEGIC LEADERSHIP

\$4,000 - \$10,000 / month

*"Senior development leadership injected exactly where you need it."*

#### WHO IT'S FOR

Nonprofits, civic organizations, municipalities, and developers who need executive-level development strategy without a full-time hire.

#### WHAT'S INCLUDED

- Big-picture strategy and deal structuring
- Capital stack design and financing approach
- Consultant team hiring and coordination
- Internal team management and alignment
- Public-private partnership guidance
- Early-stage planning and feasibility leadership

*Ideal for organizations developing a single legacy project or navigating the transition to a larger portfolio.*

6-month minimum engagement

### PROJECT MANAGEMENT SUPPORT

## EXECUTION & COORDINATION

\$2,500 - \$6,000 / month

*"Expert back-of-house execution on projects already in motion."*

#### WHO IT'S FOR

Development teams and organizations with active projects that need day-to-day management capacity without adding overhead.

#### WHAT'S INCLUDED

- Meetings, agendas, and follow-through
- Design team coordination and management
- Budget tracking and schedule management
- Contractor and consultant oversight
- Closing coordination and deadline management
- Reporting and stakeholder communication

*Ideal for developers stretched thin and projects that need someone to hold it all together without micromanaging.*

3-month minimum engagement

### CAPITAL & FINANCIAL SUPPORT

## FINANCIAL ADVISORY

\$2,500 - \$5,000 / month

*"The modeling and deal structuring your project actually needs."*

#### WHO IT'S FOR

Organizations navigating capital raises, investor conversations, or complex deal structures who need ongoing financial analysis.

#### WHAT'S INCLUDED

- Proforma modeling and scenario testing
- Capital stack structuring and refinement
- Lease strategy and revenue analysis
- Investor waterfall and distribution modeling
- Pitch deck and underwriting readiness
- Closing support and lender coordination

*Ideal for portfolios and projects that need steady financial strategy and reporting without a full-time analyst.*

3-month minimum or through closing