



	1-STRATEGY	2-PLAN	3-DEVELOP	4-CONSTRUCT	5-MANAGE	6-MAINTAIN	HOLISTIC VALUE
AGILE OUTCOMES	<p>Perform Research and Develop a Strategic Vision for the Project</p>	<p>Develop Architect & Engineering Design, Plans & Documentation</p>	<p>Organize Project Resources and Define/Confirm Venture Model</p>	<p>Select a Qualified Contractor to Build the Real Estate Product</p>	<p>Market, Lease & Sell Portfolio of Real Property & Improvements</p>	<p>Maintain Properties and Positive Relationships with Occupants</p>	<p>Maximize Real Estate Portfolio Value by Reinvesting for Growth</p>
AGILE ECOSYSTEM PROCESSES	<p>DESIGNER</p> <ol style="list-style-type: none"> Strategic Purpose <ul style="list-style-type: none"> Internal Use Intended for Sale Project Type <ul style="list-style-type: none"> New Construction Renovation / Repurpose Design Team Selection <ul style="list-style-type: none"> Architects Engineers Financial Considerations <ul style="list-style-type: none"> Project Funding/Financing Desired ROI Location/Zoning <ul style="list-style-type: none"> Access/Visibility Property Use Limitations Property Survey <ul style="list-style-type: none"> Property Boundaries & Corners Metes & Bounds Property Title <ul style="list-style-type: none"> Title Search Title Insurance 	<p>BUILDER</p> <ol style="list-style-type: none"> Climate <ul style="list-style-type: none"> Weather Extremes Seasonal Issues Materials <ul style="list-style-type: none"> Interior Exterior Energy/Water <ul style="list-style-type: none"> Access to Infrastructure Demand Levels Budget <ul style="list-style-type: none"> Design Activities Plans & Documentation Design <ul style="list-style-type: none"> Architectural Engineering Environmental <ul style="list-style-type: none"> Site Assessments Remediation and Mitigation Local Planning Board <ul style="list-style-type: none"> Site Plan Review and Approvals Subdivision Applications 	<p>DEVELOPER</p> <ol style="list-style-type: none"> Project Assumptions <ul style="list-style-type: none"> Physical Requirements Timeline/Milestones Financial Assumptions <ul style="list-style-type: none"> Sources and Uses of Funds Hard and Soft Project Costs Cash Flow <ul style="list-style-type: none"> Pre-Construction & Construction Break Even / Stabilization Returns <ul style="list-style-type: none"> Internal Rate of Return (IRR) Net Present Value (NPV) Property Disposition <ul style="list-style-type: none"> Long-Term Mortgage Taxes and Insurance Operations <ul style="list-style-type: none"> Net Operating Income Use and Occupancy Property Disposal <ul style="list-style-type: none"> Marketing Strategy/Plan Sales Strategy/Plan 	<p>BUILDER</p> <ol style="list-style-type: none"> Request for Proposals <ul style="list-style-type: none"> Qualified Bidders Price vs. Quality Tradeoffs Builder Policy Review <ul style="list-style-type: none"> Subcontractor Policy Quality Policy Builder Selection <ul style="list-style-type: none"> Credentials & Licensing Experience & Track Record Permitting <ul style="list-style-type: none"> Insurance & Bonding Contractor Registration Project Risk Management <ul style="list-style-type: none"> Contingency Budget Change Orders Construction Performance <ul style="list-style-type: none"> Site Management Crew & Contractor Supervision Project Completion <ul style="list-style-type: none"> Final Inspections Certificate of Occupancy 	<p>DEVELOPER</p> <ol style="list-style-type: none"> Marketing <ul style="list-style-type: none"> Direct/Word of Mouth Brokers/Agents Sales/Leases <ul style="list-style-type: none"> Buildings/Structures/Spaces Ground Parcels Budgeting <ul style="list-style-type: none"> Income & Expense Forecasts Capital Project Forecasts Cash Flow <ul style="list-style-type: none"> Operating Income & Financing Operating Expenses Capital <ul style="list-style-type: none"> New Construction Fit-ups of Existing Structures Projects <ul style="list-style-type: none"> Owner/Developer Initiated Tenant Requested Infrastructure <ul style="list-style-type: none"> Utilities (Water/Sewer/Power) Roadways and Land 	<p>DEVELOPER</p> <ol style="list-style-type: none"> In-House M&R <ul style="list-style-type: none"> Minor Repairs & Inspections Routine Maintenance Skilled Trade Contractors <ul style="list-style-type: none"> Plumbing Electrical Financial Operations <ul style="list-style-type: none"> Vendor Accounts Payable Tenant Accounts Receivable Grounds <ul style="list-style-type: none"> Landscaping Lawn Care Roadways <ul style="list-style-type: none"> Snow Removal Repaving Utilities <ul style="list-style-type: none"> Water & Sewer Power Physical Plant <ul style="list-style-type: none"> HVAC Other Systems 	<p>INVESTOR</p> <ol style="list-style-type: none"> Space Rental Revenue <ul style="list-style-type: none"> Base Rent Operating Expense Recovery Ground Lease Revenue <ul style="list-style-type: none"> New Leases Lease Extensions Expenses <ul style="list-style-type: none"> Operating Expenses Taxes Cash Outflows <ul style="list-style-type: none"> Debt Service Capital Expenses Non-Cash Benefits <ul style="list-style-type: none"> Tax Credits & Benefits Depreciation Other Revenues <ul style="list-style-type: none"> Property Sale Proceeds Program Income Active Equity Growth <ul style="list-style-type: none"> Debt Reduction Income Reinvestment
AGILE ECOSYSTEMS CAPITAL	<p>ARCHITECT</p>	<p>ENGINEER</p>	<p>DEVELOPER</p>	<p>BUILDER</p>	<p>LANDLORD</p>	<p>PROPERTY MANAGER</p>	<p>STEWARD</p>
AGILE DYSFUNCTION	<p>Wrong Design Concept Assures Wasted Time, Effort and Money</p>	<p>Real Estate Product Design Does Not Meet Intended Standards</p>	<p>Desired Project Returns and Intended Use Not Achieved</p>	<p>Builder Fails to Deliver Expected Quality and Project Performance</p>	<p>Non-Performing Assets Limit Growth of Income & Equity</p>	<p>Poor M&R Devalues Property and Occupant Confidence</p>	<p>Failure to Reinvest in & Maintain Properties Decreases Value/ROI</p>