

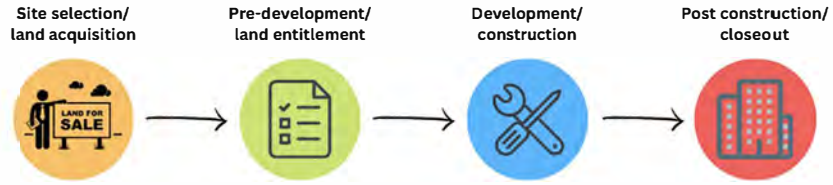
Real Estate Development Solutions for Small Businesses

Engineering a more efficient and aligned business real estate solution - helping business owners build the right building, in the right spot, at the right time for their business. And helping real estate service providers with their business clients.



Business owners are experts in their craft and problem solvers by nature - manufacturers specialize in industrial production. Doctors focus on treating patients. Many don't have the expertise or the bandwidth to develop a new facility

The Real Estate Development Process



TRADITIONAL

Project consultants work in silos of limited expertise and deliver services according to their priorities. This misaligns incentives, and business owners are left trying to develop the property themselves.

PROACTIVE

Marsh & Partners manages every aspect of project execution & delivery - with a comprehensive understanding of the development process and a network of supporting trades to streamline the process.

Helping You Plan and Manage the Process

- **Site selection & Land Acquisition:** Preliminary site planning, project feasibility analysis, due diligence, financing facilitation, and land contract structuring/negotiation
- **Pre-development & Land Entitlement:** Land planning management, design management, site plan & construction drawing approval, budget refinement & project management
- **Development & Construction:** Construction management, budget & schedule refinement, and quality assurance
- **Post Construction/Closeout:** Certificate of occupancy & project closeout services, management plan, and marketing & leasing services (if needed)

Marsh & Partners' Services as a Solution

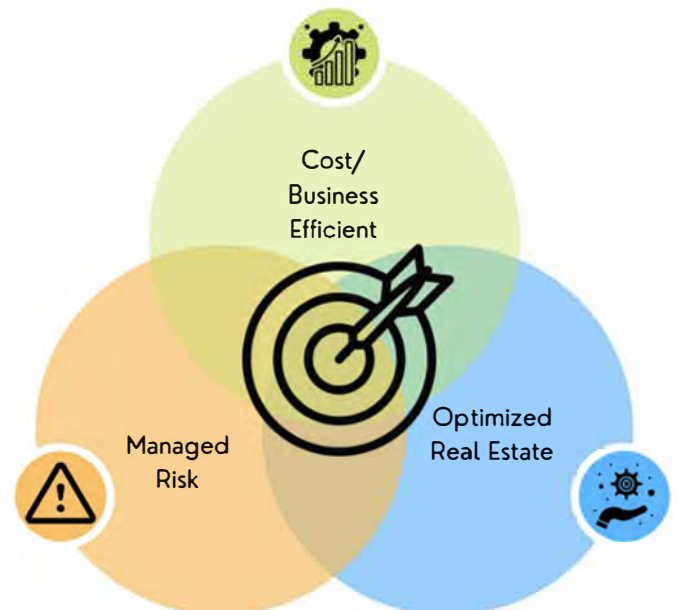
- **More Efficient Space:** Deliberate program analysis, design management, and space planning to better enable operations and optimize the facility
- **Cost & Time Savings:** Leverage relationships with engineers and project consultants for faster and more cost-effective service
- **Risk Management:** Properly sequence due diligence and development milestones to avoid late-stage project setbacks and spending money out of turn
- **Focus on Your Business:** Business owners avoid learning and managing the development process and can instead focus on their operations

TRADITIONAL

Real estate decisions happen by default through the course of daily business. And project consultants, who operate independently and rely on the owner for constant oversight, eschew responsibility for project deliverables.

PROACTIVE

Shifting from the mindset of treating real estate and business as two standalone functions - to instead using new development as an opportunity to align operations, future growth, and financing, tax, and wealth building implications.



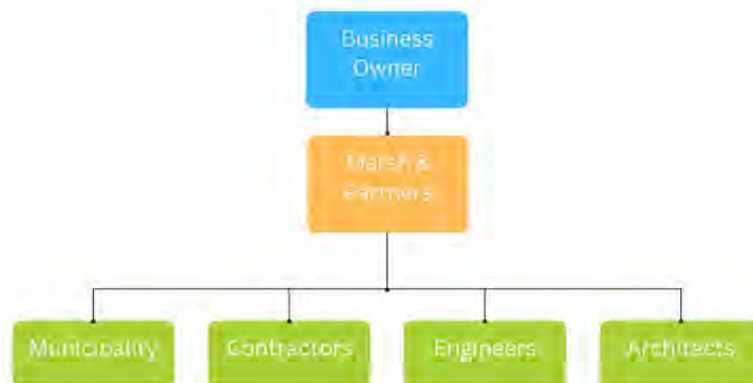
Aligned Business & Real Estate Strategy

Development is becoming more complex, and municipalities continue to add friction to the process. As a development project manager, Marsh & Partners enables business owners to focus on what they do best - managing, leading, and growing their companies

Marsh & Partners' Process

1. An initial engagement to discuss the project and services
2. Facility visit/walk-through to learn more about the business and future vision for growth
3. Executed development proposal for retention of Marsh & Partners' services
4. Project kick-off and weekly status reports provided to the owner
5. Marsh & Partners can manage all due diligence tasks, timelines, budgets, project consultants, and municipal permitting & approval requirements
6. Ensure the owner's vision is clearly articulated and delivered on
7. Use a collaborative project management platform to keep the owner updated on project timeline and milestones

How It Works



Example Project Timeline



Understandably, the whole thing may be overwhelming. Depending on the client's needs, Marsh & Partners offers "*à-la-carte*" services and can help with individual pieces of the project instead of tackling the entire process

Real Quantifiable Results

- Projects managed by a professional real estate developer are more likely to be completed than an owner-managed development
- On average, projects are delivered **33% faster** than when business owners try to self-manage the development
- Owners avoid splitting their focus between the project and their business - frequently, a business's top-line revenue **falls 10-15% during a self-managed** project, which ultimately impacts financing and overall project viability
- Businesses experience bottom-line growth as a result of more efficient real estate and an optimized facility
- On average, business owners **save 20% on vendor and project consultant fees** resulting from Marsh & Partners' network of service providers
- A ground-up development offers business owners the opportunity to craft their vision, leave a legacy, and simultaneously build personal wealth

The Results

About Matt Marsh

Development | Consulting | Investment | Brokerage

Meet Matt

Matt is the founder and managing partner of Marsh & Partners: Real Estate Solutions. He's a full-time real estate developer specializing in residential subdivisions, urban infill, and commercial real estate development.

As a development consultant, Matt helps successful small businesses improve top-line results by better aligning their real estate and operations. He achieves this by helping business owners craft a long-term real estate strategy and more efficiently deliver ground-up or redevelopment solutions that meet their needs.



Built on the mantra of "disrupting real estate markets," Matt built Marsh & Partners as an antidote to the tired and mediocre tactics that have long dominated the industry.

Matt is a problem solver at heart and believes that real estate is the key to building generational wealth and financial freedom. His daily life is guided by praxeology, and he finds fulfillment in serving others. Matt is a former Army Infantry Officer and graduate of the Wake Forest University School of Business.

Should You Call Matt?

NO!

- You'd rather manage your contractors, engineers, architects, and all service providers yourself
- You have a strong grasp of the development process and are comfortable that you can get the project approved
- You've had frustrating developer or consultant experiences and assume they're all the same

YES!

- You can't afford to let your revenues dip as you develop your property
- This feels overwhelming, but you know it's what you need to do, and want someone to guide you
- You'd had frustrating experiences with contractors and engineers in the past
- You're concerned about navigating bureaucratic red-tape to get the project permitted
- You don't speak the same language as contractors or designers and can't get your vision across

Clients

I work with small businesses in diverse industries with varied firm revenue and employee headcount ranges. Clients include manufacturers, healthcare and veterinary providers, trade businesses, retailers, professional services, auto services, and service providers.

Schedule
a Meeting
with Matt



Marsh & Partners: Real Estate Solutions

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