



LAFAYETTE LAND COMPANY

DEVELOPMENT | ACQUISITION | MANAGEMENT

WHO WE ARE

Lafayette Land is an experienced commercial real estate firm that actively develops, acquires and manages retail, industrial and healthcare properties nationwide. As a well-capitalized, privately held firm, Lafayette Land swiftly delivers results for its clients and partners, whether they are large corporations, start-ups, brokers, lenders or property owners. This entrepreneurial approach guarantees straightforward, creative deal making, focused on fiscal responsibility

Development / Build-to-Suit

From a single building to a range of multi-faceted projects, across the street or across the nation, Lafayette Land provides unmatched real estate solutions to clients seeking a single-source company for their development and expansion needs. Through a process-driven method of client services from project inception through completion, Lafayette Land maximizes building potential and creates exceptional value. Lafayette Land draws on its vast experience in ground-up development, land acquisitions, entitlements, permitting, design, environmental issues and construction to create attractive, efficient and highly functional buildings.

Acquisitions

With the vision to see a property's potential and value, Lafayette Land acquires value-add single- and multi-tenant retail, industrial and healthcare facilities in markets throughout the United States. Diversified real estate experience and a deep supply of internal capital enable Lafayette Land to effectively evaluate, structure, negotiate and close on targeted properties, with minimal need for financing. Lafayette Land's ideal acquisitions range from \$1 million to \$12 million and may be fully or partially occupied, or vacant.

Sale-Leaseback Program

Lafayette Land also offers a sale-leaseback program that allows companies the ability to free up and redeploy capital. Lafayette Land helps companies unlock capital bound by real estate ownership while ensuring that companies maintain appropriate controls over the long-term use of the facility. Lafayette Land's flexible and innovative approach has helped corporate and individual property owners achieve their investment objectives, giving them the ability to monetize assets at a low cost of capital.



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THE LAFAYETTE LAND ADVANTAGE

Execution:

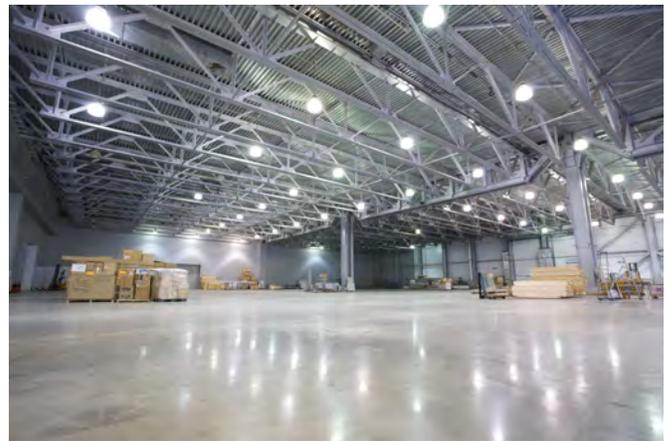
- **Strong capital position.** By tapping into Lafayette Land's internal funds, there's little need to search for outside resources to raise money for each project or acquisition, which means **a quick, certain close.** This capital strength allows Lafayette Land to execute transactions simultaneously, in multiple markets across the country, and structure competitive financing as well as flexible leasing arrangements for its clients.
- **National mobility.** Wherever the client wants to go, Lafayette Land goes. It's part of a commitment to building long-term client relationships. Lafayette Land executives have worked effectively in many different geographic markets throughout the United States. By using "project local" contractors and/or consultants to aid its team, Lafayette Land remains focused on being a "one source" provider.
- **Open book policy.** Lafayette Land collaborates with clients at every stage of the streamlined development process, encouraging transparent access to all project costs coupled with open communication so there are no surprises.

Experience:

- **Knowledge.** Lafayette Land orchestrates a seamless real estate experience for its clients, navigating the development process from client vision to reality, from project planning through entitlements and construction to project closeout. Lafayette Land's people, technical know-how and local market expertise converge to bring about the best possible facility at the lowest possible cost. Lafayette Land's management team has developed, financed and acquired more than 100 transactions, including multi-story hotel.
- **Trust.** Lafayette Land has cultivated a network of trust among municipal leaders, tenants, brokers, lenders, and industry-leading architects and contractors that keeps its development and acquisition activity running smoothly.

Entrepreneurial:

- **Flexibility.** Lafayette Land tailors its services to the client, whether it is fee development, sale-leaseback, ground lease, reverse build-to-suit or a client purchase option. Lafayette Land's client-first approach focuses on doing whatever it takes to meet its tenants' business needs. Lafayette Land's financial structure clears the way for nimbleness and speed to meet those needs.
- **Collaboration.** Whether by In-person, phone or e-mail communication a true partnership is created and maintained between Lafayette Land Company and each and every team member, whether municipal leader, tenant, broker or vendor.



An internal supply of capital, nationwide experience and collaborative processes result in attractive, efficient and highly functional buildings.



WHAT WE DO

Development

Lafayette Land Company develops net-leased retail, industrial and health-care properties nationwide that advance its clients' long-term business objectives. Following a full analysis of its client's business operations and long-term real estate needs, Lafayette Land prepares a thorough evaluation. Working with CEOs, CFOs and other high-level corporate real estate executives, Lafayette Land's Development Division applies its expertise and market knowledge to serve as a real estate services division for companies that may not possess this operation in-house. Lafayette Land accomplishes strong results by applying a simple approach to complex objectives: be on time, understand clients' business needs, stay on top of the myriad of environmental, legal and regulatory issues associated with commercial development, and always exceed expectations.

Lafayette Land's ability to finance the development and its expertise to manage the project allow clients to focus on what they do best – operate their core businesses. Lafayette Land provides “turn-key” build-to-suit services or, for those clients who desire to own their own real estate, Lafayette Land also provides customized services such as feasibility analysis and consulting, entitlement processing, fee development or construction management. Functioning as a client's “in-house” real estate department, Lafayette Land takes complete responsibility of the development project from start to finish. Lafayette Land supplements its team with industry-leading architects, consultants, contractors and professionals with recognized national experience

to deliver successful projects on time and within budget, whether it be for a single pilot location, a regional market or a multi-unit, nationwide expansion. The end result is a building that is completed to the client's specifications in a professional, cost-efficient manner. With Lafayette Land's array of services, expertise and professionalism regardless of the project size or scope, clients receive the following benefits:

- Quick, on-the-ground response to fast-track permitting and approvals
- Site search and feasibility analysis to pinpoint the optimal location
- Value-added building design and engineering to maximize facility function and long-term operating efficiencies
- Financial fortitude to deliver the most cost-competitive project financing in evolving capital environments
- Upfront guaranteed pricing to eliminate surprises
- On-time completions without financial contingencies
- Capital resources to assume pre-development risks in acquiring property
- Real-time, online project information and live web cam monitoring of construction progress
- Detailed punch list review and satisfaction audit to ensure the building meets the client's specifications
- Maintenance and warranty programs to assure long-term facility performance
- Flexible leasing solutions to create the best scenario for each client
- In-place procedures for a smooth, hassle-free move-in



Lafayette Land develops properties that advance its client's long-term business objectives



Build-to-Suit Program

Lafayette Land offers a corporate build-to-suit development program to retail, industrial and healthcare clients. The program enables clients to expand their businesses within their desired market areas without needing to commit the resources or the substantial amounts of capital for land and construction costs. Acting as the client's single point of contact, Lafayette Land handles all development and construction activities. This seamless service assures maximum efficiency with regard to time, cost and quality. Lafayette Land has the expertise, flexibility and capital for each client's development needs. Lafayette Land brings exceptional levels of experience to every aspect of the development process, from site identification and market research through construction management, to ensure that each project is delivered on time and on budget. Lafayette Land's team works closely with clients to develop a preferred expansion program that will enable them to meet their operational and growth needs. Lafayette Land's multi-unit build-to-suit program includes:

- Market analysis
- Site identification and acquisition
- Due diligence
- Project design and procurement
- Entitlements
- Construction management
- Asset management

Build-to-Suit Advantages

The build-to-suit process results in a facility tailored to the client's exact needs, realizing the following benefits:

- Capital conservation
- Improved cash flow
- Cost-effective energy systems
- Location to maximize business needs
- Maximum space efficiency coupled with minimal long-term operating costs
- The most cost-effective method of development
- Typically, a shorter development cycle

Acquisitions

Capital, experience and relationships fuel Lafayette Land's acquisition of industrial properties ranging from \$1 million to \$12 million in primary and secondary markets throughout the United States. Lafayette Land's deep supply of internal capital results in closings within 30 days on industrial properties of all types, from regional warehouses and distribution centers to light industrial and manufacturing facilities. Acquisitions can be single-tenant, multi-tenant, and fully or partially occupied to vacant. Purchases include single facilities or multiple locations nationwide.

Lafayette Land values its relationships with brokers and relies on this community to stay apprised of transaction opportunities. In return Lafayette Land works hand in hand with brokers to get deals done quickly through its access to internally funded private capital and through its expert transactional capabilities. Brokers further experience the following benefits in working with Lafayette Land:

- Experienced investors providing a quick response
- Quick, certain close in less than 30 days
- Purchasers of a wide product range: regional warehouse, distribution centers, manufacturing and light industrial
- Ability to simultaneously buy short- and long-term leased assets, surplus properties and single assets
- Committed capital for all cash closings, with no financing contingencies
- Privately funded equity for fast, decisive closings

Sale-Leaseback Program

Clients want to work closely with a real estate expert that understands their corporate strategic objectives, helps them reduce operating costs, maximizes proceeds from property assets, minimizes taxes on gain, gives them operating control and flexibility, and reduces real estate risk. With these objectives in mind, Lafayette Land provides flexible sale-leaseback solutions. Lafayette Land views ownership of buildings and other real estate as a customer service business. Clients across the credit spectrum further realize these benefits:

- Potential to keep transaction off balance sheet
- Continued operational control of facilities
- Increased borrowing capacity through strengthened balance sheet
- Locked-in occupancy costs and reduced after-tax costs due to the ability to expense rent payments

HOW WE WORK

Development / Transaction Process

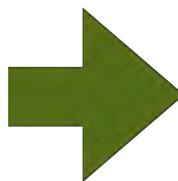
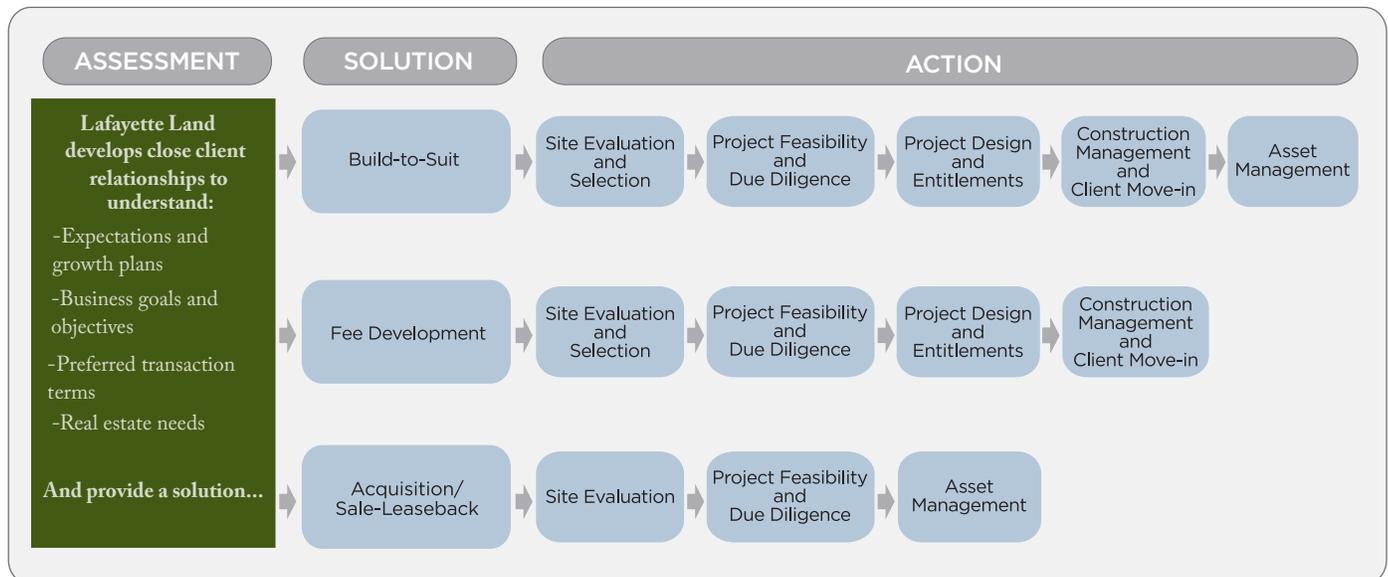
Taking a development from the client's initial vision to a successful project requires a carefully thought-out process. Lafayette Land's development process includes reassessing the project with its client at each phase to ensure that the end product remains viable in terms of economics, schedule and mission.

Lafayette Land maps the detailed development process on a project schedule that estimates final delivery date and lists tasks to be done to stay on schedule. Lafayette Land's biweekly client conference in combination with Lafayette Land's open book policy on project costs and weekly schedule update keeps clients in- formed in real-time.

Saving time and money, clients, critical team members and the field superintendent can hold virtual meetings online with access to the on-site web cam to review project challenges and solutions. This fantastic tool saves the client travel expenses and keeps projects on time and on budget.

Whether build-to-suit, fee development or sale leaseback, Lafayette Land pinpoints the client's needs and delivers solutions.

CLIENT'S NEEDS...LAFAYETTE LAND'S SOLUTION



With our state of the art 3D rendering, Lafayette Land provides all clients a true picture of the final product prior to the start of construction.