

Development Strategies

Project success in the changing real estate development market depends on context, understanding, timeliness, and data accuracy in each phase of planning, development and implementation. GAI Consultants, and its economic strategist and planners in the Community Solutions Group at GAI, work side by side with public agencies, institutions, and developers to tackle some of the most complex projects in the nation—and often some of the largest.

Becoming a working partner means guiding and counseling clients from the early stages of development regardless of project scale or level of effort.

The Community Solutions Group is engaged in large-scale and new community projects that entail substantial residential and commercial elements. These projects require an understanding of phasing and infrastructure cost. Many projects

involve thousands of acres of property that will be developed over generations. Projects of this magnitude require extraordinary technical knowledge, exposure to emerging trends in development, and an ability to deal simultaneously with owner needs, lender requirements, and regulatory demands. These projects require strategy and theme, not just an idea, to move through the difficult challenges created by the marketplace, alternative capital needs, and local government influence and control.

Familiarity with the entire real estate development process equips GAI's real estate professionals to respond to the specific issues associated with each development program. These skills have inserted the Community Solutions Group into projects centered on office buildings, apartments, condominium property, subdivisions, hotels, utilities, sports facilities, recreational centers, and public facility projects and more.



Service Profile

The Community Solutions Group's services are structured such that we are positioned to apply skilled analytical techniques to deliver timely and thorough information and counsel to clients. Planners, real estate analysts, financial specialists, public administrators, and designers combine to find strategies for enhancing opportunities to succeed in the market even when there is slowing performance.

With more than 25 years of experience in real estate counseling, we have witnessed market highs and lows in many regional settings. GAI is a working partner coordinating with owners and principals to guide and advise clients from the earliest stages of development into actual sale or occupancy.

Drawing expertise from a broad range of in-house disciplines, GAI's diverse range of services meets the objectives and circumstances of each project. Clients return again and again for us to monitor or control past enterprises or counsel on new. The Community Solutions Group at GAI is a valued partner.

Development Strategies Services

- Project planning for concept development and site selection, highest and best use determination, and property valuation and appraisal
- Financial projections and project cost estimation
- Financial planning to identify financing sources
- Financial planning for public/private partnerships
- Sensitivity testing, deal structuring, and cost/benefit analysis
- Development programming
- Project administration and implementation including formulating phasing schedules, selecting and forming liaisons with design consultants, and establishing operating procedures
- Lease/sale term structuring
- Approval/permit assistance
- Utility system evaluation and the impact on project or utility operations

GAI Services Summary

-
- | | |
|--|---|
| <ul style="list-style-type: none"> ■ Airport Planning and Design ■ Bridge and Structure Inspection and Design ■ Coal Combustion Residuals Management ■ Construction Inspection and Management ■ Cultural Resources Management ■ Economic Analyses and Strategies ■ Electric Transmission Design and Siting ■ Environmental Engineering ■ Environmental Studies, Species Studies, Permitting ■ Gas Pipeline Surveying and Mapping ■ Geographic Information Systems (GIS) ■ Geotechnical Engineering and Geology | <ul style="list-style-type: none"> ■ Impoundment and Landfill Permitting and Design ■ Land Development Engineering ■ Landscape Architecture and Design ■ Master Planning and Urban Design ■ Mechanical, Electrical, Structural Engineering ■ Natural Gas FERC Certification and Permitting ■ Nuclear Energy Engineering Support ■ Right of Way and Appraisal Support ■ Land Surveying and Mapping ■ Transportation Planning and Design ■ Utility Management Consulting ■ Water, Stormwater, Wastewater Management |
|--|---|