

MARTIN PROPERTY DEVELOPMENT DEVELOPMENT SOLUTIONS





Development Solutions

THAT ADD VALUE BUILD TO SUIT • CONSULTING SERVICES

WHO WE ARE...

Martin Property Development, Inc. was formed in 1985 by Van W. Martin, Chief Executive Officer, and John R. Peckham, President, to satisfy the growing need for professional development services using a unique client advocate approach.

WHAT WE DO BEST...

As owner representatives, we are committed to maintaining personal relationships with our clients and understanding their goals. Acting as a single point of contact allows us to closely manage our clients' needs and help make the best possible decisions throughout the entire process.

Martin Property Development defines solutions that are in your best interest, whether for ownership, leasing or investment.

MAKING A DIFFERENCE...

Martin Property Development acts as a client advocate throughout the entire development process—ensuring projects are delivered on time and within budget.



**“Martin Property Development
can manage your building
project from concept
to completion. We are the
single source of contact.”**

*—Van W. Martin, CCIM, SIOR, CRE
Chief Executive Officer*

Pictured counterclockwise, from lower left: John R. Peckham, President; Van W. Martin, Chief Executive Officer; Richard E. Comstock, CPA; Beverly Rowell, Administrative Assistant; William Griffiths, Controller; and Sandra Fisher, Contract Administrator.

Build-to-Suit PROJECTS

WELL PLANNED SOLUTIONS TO IMMEDIATE
AND LONG-TERM SPACE AND OPERATING NEEDS

Martin Property Development is a leader in build-to-suit programs and provides superior service, from initial site analysis and selection, to coordination of construction and comprehensive property management. We adapt to individual client needs and deliver a bottom-line price and completion date.



Build-to-suit projects are cost effective:

- The client can occupy the entire building and the developer will have no marketing costs for the property. These savings are passed on to the client.
- Each dollar is spent precisely as the client dictates, with no waste for unnecessary features.
- The client saves on the amount of space it leases because typical building features, such as large lobby and common area, can be replaced with more functional areas.
- Custom space planning is highly efficient. The floor plan is designed to the client's specific needs and assures practical traffic flow and reduction of utility, janitorial and maintenance costs.
- A build-to-suit facility can be designed to accommodate a client's future growth, thereby greatly reducing the likelihood that the client will bear the expense of extensive renovation or relocation at a later date.

Comprehensive Development PROCESS

FROM SITE ANALYSIS AND SELECTION
TO COORDINATION OF CONSTRUCTION

PHASE 1

Consulting and
Pre-Planning
Site Evaluation
Zoning Evaluation
Space Needs Assessments

PHASE 2

Negotiate Land Sales
Negotiate Lease
Agreement

PHASE 3

Environmental
Assessment
Geotechnical Report

PHASE 6

Governmental Agency
Approval
Building Design and
Space Planning

PHASE 5

Master Site Plan
Architectural Design
Concept
Preliminary
Construction Cost
Project Feasibility
Financial Evaluation

PHASE 4

Project Schedule
Preliminary Site
Engineering
Zoning/Special Use
Permits

PHASE 7

Appraisal
Prepare Loan Presentation
Secure Project Financing

PHASE 8

Distribute Competitive
Bid Package
Bid Evaluation/
Issue Contracts
Construction Scheduling
Contract Management
Building Permits
Construction Management

PHASE 9

Complete Construction
Certificate of Occupancy
to Owner
Construction Warranty
Cost Segregation
Accounting

NOTE: A representative sample—may vary from project to project.

Fully Integrated

SERVICES

MARTIN PROPERTY DEVELOPMENT
AND CB RICHARD ELLIS

DEVELOPMENT

- Consulting/Feasibility Studies
- Project Financing
- Plan of Development
- Zoning/Special Use Permits
- Coordination of Architecture and Engineering
- Wetland and Geotechnical Evaluations
- Project Scheduling
- Construction Cost Estimating
- Redevelopment/Renovation Projects
- Project/Construction Management
- Contract Management
- Warranty/Maintenance Program



MARKETING

- Traditional Marketing
- Date Certain Marketing
- Comprehensive Marketing Plans
- Advanced Marketing Network
(17,000 Professionals in 300 Offices)
- Worldwide Exposure via the World Wide Web,
Personal Contact, Direct Mail, Advertising and
Michigan's Commercial Property
Information Exchange (CPIX)

ADVISORY

- Local and Global Resources
- Market Research
- Market Trends and Forecasts
- Space Requirements
- Site Selection/Evaluation
- Opinions of Value
- Econometric Analyses
- Land Analyses

ACQUISITION AND DISPOSITION

- Office, Retail, Industrial and Multi-Family
- Leasing and Sales
- Land Acquisition/Assemblage
- Tenant and Landlord Representation
- Sale/Lease-Back
- Investment Analysis
- Joint Venture

PROPERTY MANAGEMENT

- Facility Management
- Asset Management
- Project Management
- Portfolio Management
- Lease Administration
- Strategic Planning
- Accounting and Financial Reporting
- Service Direct Advantage

Respected List OF CLIENTS

FROM PRIVATE INVESTORS
TO CORPORATE INSTITUTIONS



Results: Ele's Place

DEVELOPMENT OF A 25,400 SQ. FT.
HEALING CENTER FOR GRIEVING CHILDREN

1145 WEST OAKLAND, LANSING, MI 48915



"Martin Property Development has been instrumental...
John Peckham is easy to work with, extremely knowledgeable, and has
gained the organization's complete trust—from the board to the staff."

—Laurie Strauss Baumer, Executive Director
Ele's Place
517.482.1315

Results: Municipal Employees' Retirement System

DEVELOPMENT OF A 40,000 SQ. FT.
HEADQUARTERS BUILDING

1134 MUNICIPAL WAY, LANSING, MI 48917



"...One phone call put the ball in motion
and resulted in the ideal location solution for our firm..."

—Anne M. Wagner, CEO
Municipal Employees' Retirement System
517.703.9030

Results: Sinas, Dramis, Brake, Boughton & McIntyre, PC

DEVELOPMENT OF A 15,200 SQ. FT.
OFFICE BUILDING

3380 PINE TREE ROAD, LANSING, MI 48911



“It is clear that Martin Property Development has great expertise and insight regarding what it takes to construct a real top quality professional office building. Equally important is the fact that it was truly a pleasurable experience to work with John Peckham and his outstanding team on a day-to-day basis. They were attentive to our needs and took care of us. We highly recommend Martin Property Development!”

—George T. Sinas, Attorney
Sinas, Dramis, Brake, Boughton & McIntyre, PC
517.394.7500

Results: Greenstone Farm Credit Services

DEVELOPMENT OF A 30,000 SQ. FT.
OFFICE BUILDING

1760 ABBEY ROAD, EAST LANSING, MI 48823



"We were very pleased with your managing of the building project...
your attention to detail and working with us to keep the project on schedule.
Your follow-up since the completion of the facility has been very much appreciated...
All went very smoothly and we appreciated your contribution to our efforts."

—William D. Henquinet, Vice President, CFO
Greenstone Farm Credit Services
517.318.2290

Results: GTB Properties, LLC

DEVELOPMENT OF AN 80,000 SQ. FT.
MULTI-TENANT WAREHOUSE/DISTRIBUTION CENTER

5643 ENTERPRISE DRIVE, LANSING, MI 48911



“Our experience was a very positive one.

While Martin Property Development coordinated the design and development of this spec building, they teamed with CB Richard Ellis, who secured long-term quality tenants.

This has become a solid investment for us.”

—David Nussdorfer, Member
GTB Properties, LLC
517.882.2455

Results: Hollister Building

RENOVATION OF A 39,000 SQ. FT.
PROFESSIONAL OFFICE SPACE

106 WEST ALLEGAN, LANSING, MI 48933



"Martin Property Development has done a spectacular job for us.
The money, time and aggravation we saved are immeasurable."

—George Petroff, President
Petroff Realty Company
517.485.7174

Results: Michigan High School Athletic Association

DEVELOPMENT OF AN 18,000 SQ. FT.
HEADQUARTERS FACILITY

1661 RAMBLEWOOD DRIVE, EAST LANSING, MI 48823



"The Michigan High School Athletic Association enjoyed our on-time, on-budget project, supervised by Martin Property Development's John Peckham, with professionalism and cordial candor. Every promise made was kept. If we were to do this again, we would do it with the same people."

—John E. Roberts, Executive Director
Michigan High School Athletic Association
517.332.5046

Results: American Cancer Society

DEVELOPMENT OF A 32,000 SQ. FT.
PROFESSIONAL OFFICE BUILDING

1755 ABBEY ROAD, EAST LANSING, MI 48823



"The Martin Property Development team was very responsive to our needs and managed the entire process to a successful completion."

—Joe Cruitt, Chief Financial Officer
American Cancer Society, Great Lakes Division, Inc.
517.332.2222

Results: Baryames Development

DEVELOPMENT OF A 13,251 SQ. FT.
RETAIL/SERVICE CENTER

6334 W. SAGINAW HIGHWAY, LANSING, MI 48917



"I trust the people at Martin Property Development to walk me through all the development details and to secure the tenants that will make this a solid investment for my portfolio."

—Art Baryames
Baryames Development
517.484.8900

Results: Broadbent Crossings

DEVELOPMENT OF A 23,040 SQ. FT.
RETAIL/SERVICE CENTER

8741 W. SAGINAW HIGHWAY, LANSING, MI 48917



“Martin Property Development has exceeded our expectations.
They are true professionals in the real estate development arena.
We look forward to continuing to work with them in the future.”

—Salvatore (Sam) Migaldi
S & T Migaldi, LLC
517.627.8900

Results: Michigan Gastroenterology Institute

DEVELOPMENT OF A 14,000 SQ. FT.
PROFESSIONAL OFFICE BUILDING

1650 RAMBLEWOOD DRIVE, EAST LANSING, MI 48823



"It was a pleasure to work with Martin Property Development as we went through the development process. The leadership and expertise they provided was the key to completing a project that met our needs."

—Dr. William Weatherhead
Michigan Gastroenterology Institute
517.351.2340

Martin Property

DEVELOPMENT, INC. DEVELOPMENT SOLUTIONS THAT ADD VALUE

Martin Property Development, Inc. is a leader in owner representation and the client advocate approach to developing real estate solutions that fit each client's individual real estate goals and objectives.

We would welcome the opportunity to discuss a build-to-suit program with you. Contact us today.



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