



DEVELOPMENT SERVICES GROUP

As a leading real estate advisory firm that provides end-to-end real estate solutions, RCLCO is uniquely positioned to advise and assist property owners and other nondeveloper entities to define, plan, and execute real estate development projects. RCLCO's Development Services Group (DSG) was formed specifically to assist nondeveloper clients in the implementation of development strategy, from drafting and conducting a developer selection process through the completion of construction. DSG adds value for its clients by leading property owners through the initial conceptualization to yield a clear and feasible project vision; by identifying and selecting the optimal developer and negotiating a partnership agreement; and by guiding the entire development process and advising owners on strategic issues throughout that process.

REPRESENTATIVE CLIENTS

- Individual Landowners, Families, and Trusts
- Universities, Hospitals, and Other Institutions
- Corporations
- Public Sector

DSG SERVICES THROUGHOUT THE DEVELOPMENT PROCESS

Stage 1

Initial Concept and Strategy

Concept Definition
 Pro-Forma Development
 Strategy Roadmap
 Secure Land Option

→ Preliminary Go / No-Go Decision

Stage 2

Concept Development

Detailed Feasibility
 Team Assembly
 Entitlement and Communication Strategy
 Conceptual Program, Design, Budget

Capital and Partners

Deal Structure and Negotiation

→ Preliminary Go / No-Go Decision

Stage 3

Design and Approvals

Detailed Program Development
 Project Management

- Design
- Pre-Construction
- Entitlements
- Communications

Marketing and Promotion Strategy

Finalize Financing

→ Preliminary Go / No-Go Decision

Stage 4

Project Execution

Manage Final Design and Construction
 Implement Marketing Plan
 Implement Operational Plan

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