

Expert Advice Superior Results

Increase Efficiencies
Maximize Profitability
Find The Right Fit

I | P | G

INNOVATION
PROPERTIES
GROUP

WE
UNDERSTAND
YOU

Our Commitment:

Save Time And Money
Reduce Your Exposure To Risk
Maximize Value

Finding Creative Solutions To Complicated Real Estate Challenges

At the end of the day it all boils down to trust. Our clients trust us to provide insightful advice and deliver meaningful results. We are tireless in our efforts to increase your profitability and mindful of our commitment to advance your success.

Strategic Planning

Your Success Begins With Careful Planning

Understanding your short and long term corporate strategy is essential for our team to accurately assess your alternatives. Identifying your operational needs and budgetary guidelines are the starting point for determining your real estate requirements. Your strategy should be custom-tailored to how your company works and carefully implemented to protect you from real estate risk.

CREATING LEVERAGE

- Understand your needs
- Develop your strategy
- Perform market analysis
- Utilize our relationships
- Engage multiple landlords



RISK MITIGATION & EXPENSE CONTROL

- Site check list
- Review relocation costs
- Leverage product knowledge
- Utilize preferred vendors, Assess & manage risk



OWNERSHIP DUE DILIGENCE

- Project future vacancies
- Research ownership partners
- Understand ownership type

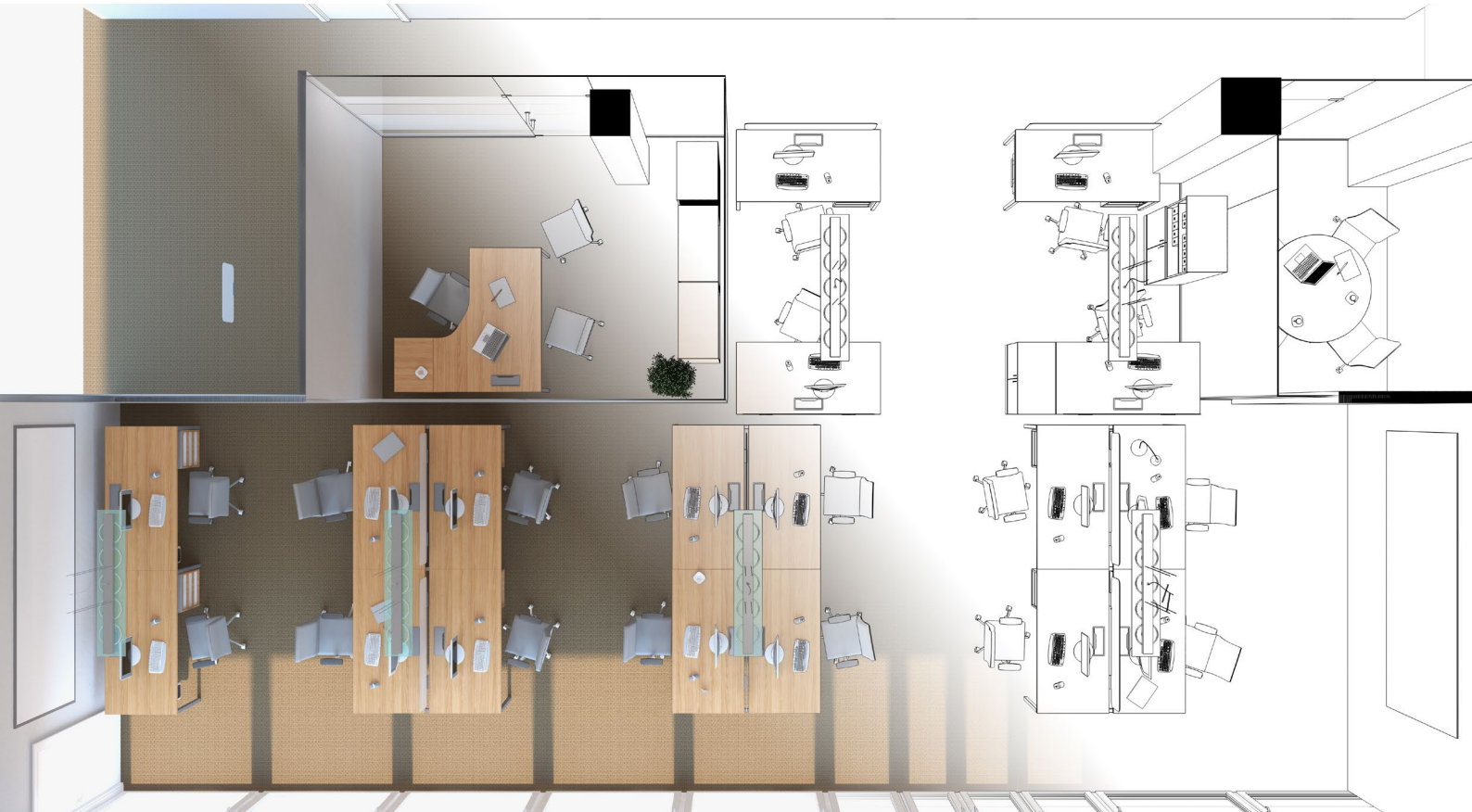


TRANSACTION STRUCTURE

- Negotiate parallel transactions
- Run net, present value analysis
- Create benchmarking matrix
- Leverage owner relationship



Integrated Project Management



- Lead strategic planning process
- Prepare concept budget
- Prepare concept schedule
- Perform due diligence and site/building audits

Space Programming

Your Company Is Unique The Right Fit Matters

Efficient space programming is crucial to reducing occupancy costs. A well-orchestrated plan will solve not only today's workspace needs and workflow efficiencies but will also provide ultimate flexibility allowing your company to expand and contract as your business dictates.

We utilize state-of-the-art space modeling software to analyze your actual space needs taking into account employee head counts and commuting routes, client and customer locations, and revenue projections while providing direct comparisons to your desired size, geographic boundaries and budget.

Proven Process

Strategic Planning

- Assess business & real estate needs
- Define space requirements & criteria
- Develop strategic market approach
- Establish decision making process
- Evaluate operational work space solutions
- Prepare & confirm timeline & scheduling
- Establish budgets for lease, operating expenses, relocation & furniture

Analyze Alternatives

- Prepare economic & qualitative comparisons
- Evaluate & analyze alternatives, proposals, core & shell information
- Identify economic & operational pros & cons for each option
- Presentation of initial alternatives to client
- Revisit & inspect properties still under consideration for space availability
- Select preferred & backup properties
- Preliminary negotiations with developers & landlords
- Determine layout efficiency of properties

Decision & Implementation

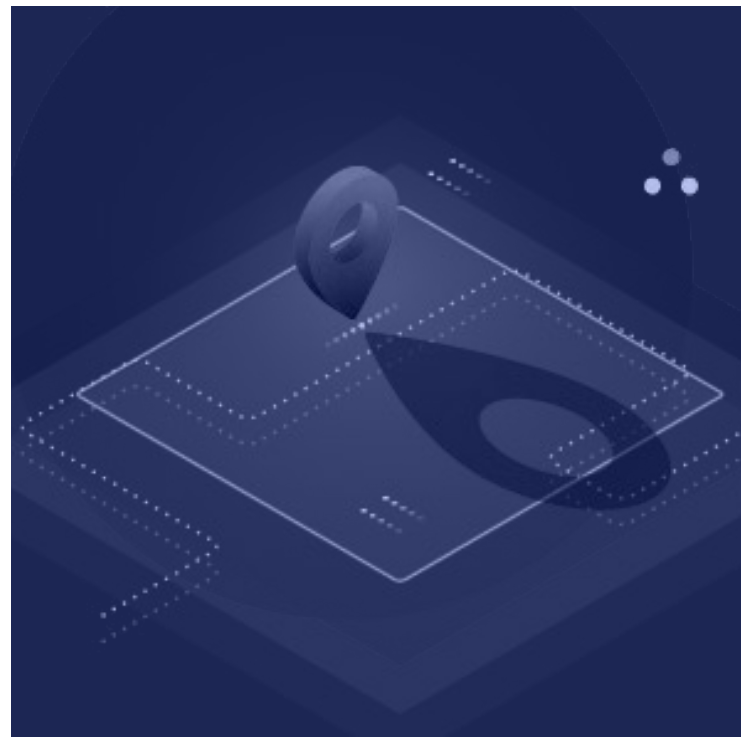
- Execute lease agreement & work letter
- Finalize renovation and/or building layout & design; core & shell confirmation
- Prepare architectural drawings & construction documents
- Competitive bidding of general contractors
- Construction permitting & build out
- Occupancy of space & move coordination
- Quality assurance program

Engage Market

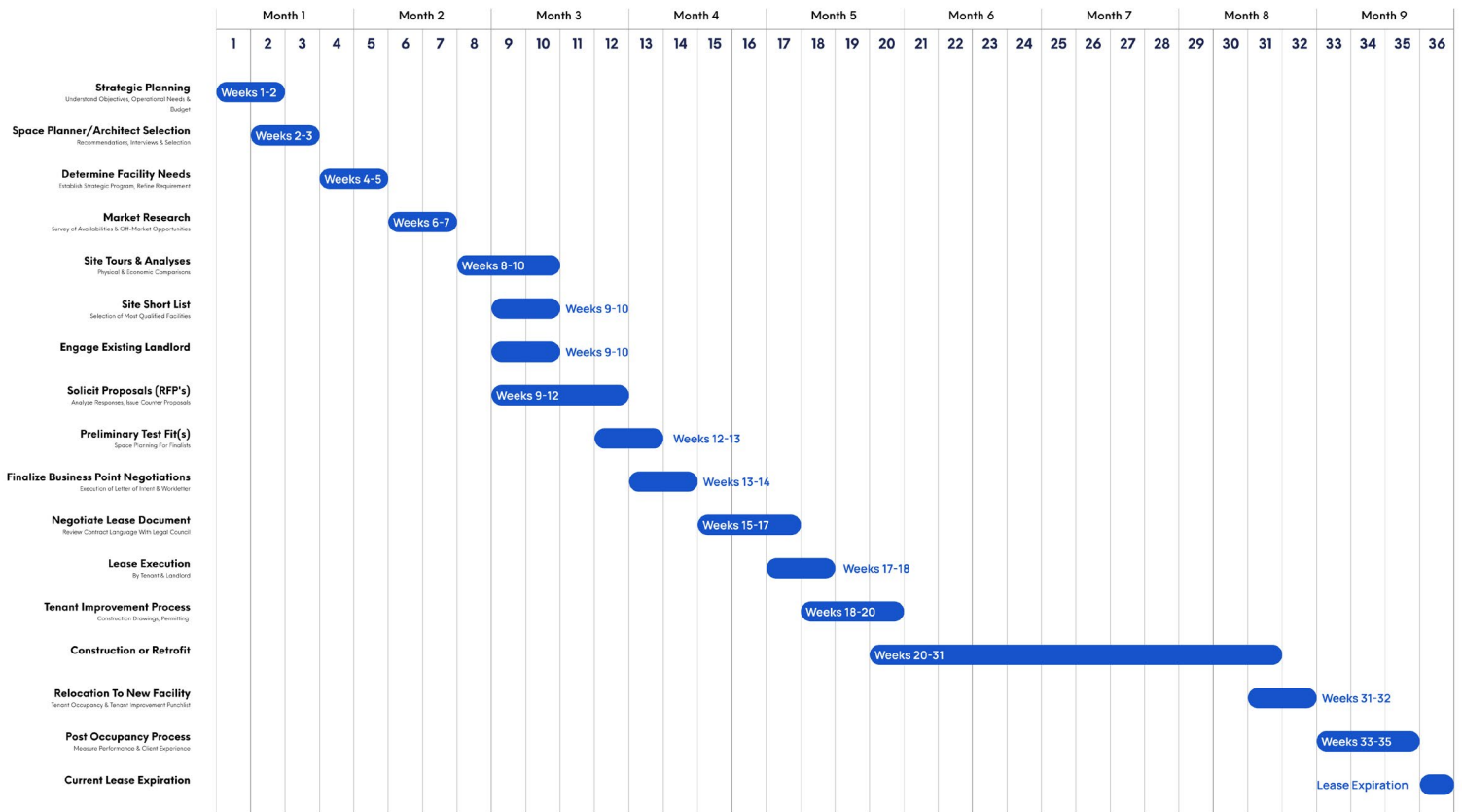
- Prepare comprehensive market survey
- Visit & inspect acceptable properties
- Contact industry representatives
- Evaluate & compare options transaction factors, location costs, accessibility, infrastructure availability & construction timing
- Presentation of market alternatives to client
- Select short list for further review
- Submit requests for proposals

Negotiate Terms

- Review & finalize negotiation strategy
- Manage negotiations with landlords
- Prepare & submit counter proposals
- Ongoing evaluation of all economic factors including benchmark analysis
- Select best alternatives
- Establish final terms & conditions for lease agreement & work letter
- Review & negotiate lease



A plan is only as strong as its implementation



knowing what to expect and when

Expert Advice

Leverage our research of prospective property owners to determine vulnerability and compare their circumstances to today's trends.

It's about leveling the playing field making absolutely certain that your best interests always protected.



Market Research

Our Knowledge Is Your Edge

We enable you to remove “expensive” and “time-consuming” from the equation. A comprehensive research team dedicated to uncovering opportunities will save you countless hours and will afford your company with meaningful cost savings.

Multiple Listing Services

1. CoStar
2. AIR/Xceligent
3. Inside Prospect
4. Lease Beat
5. Loopnet
6. PropertLine.com
7. BuildingSearch.com
8. Commercial Source
9. Sandicor

Demographics

1. CCIM
2. Anysite
3. Costar

Notice of Defaults & Foreclosure

1. DefaultResearch.com
2. Foreclosure Radar

Publications

1. Crittenden Report
2. IREN

Aerial Photography

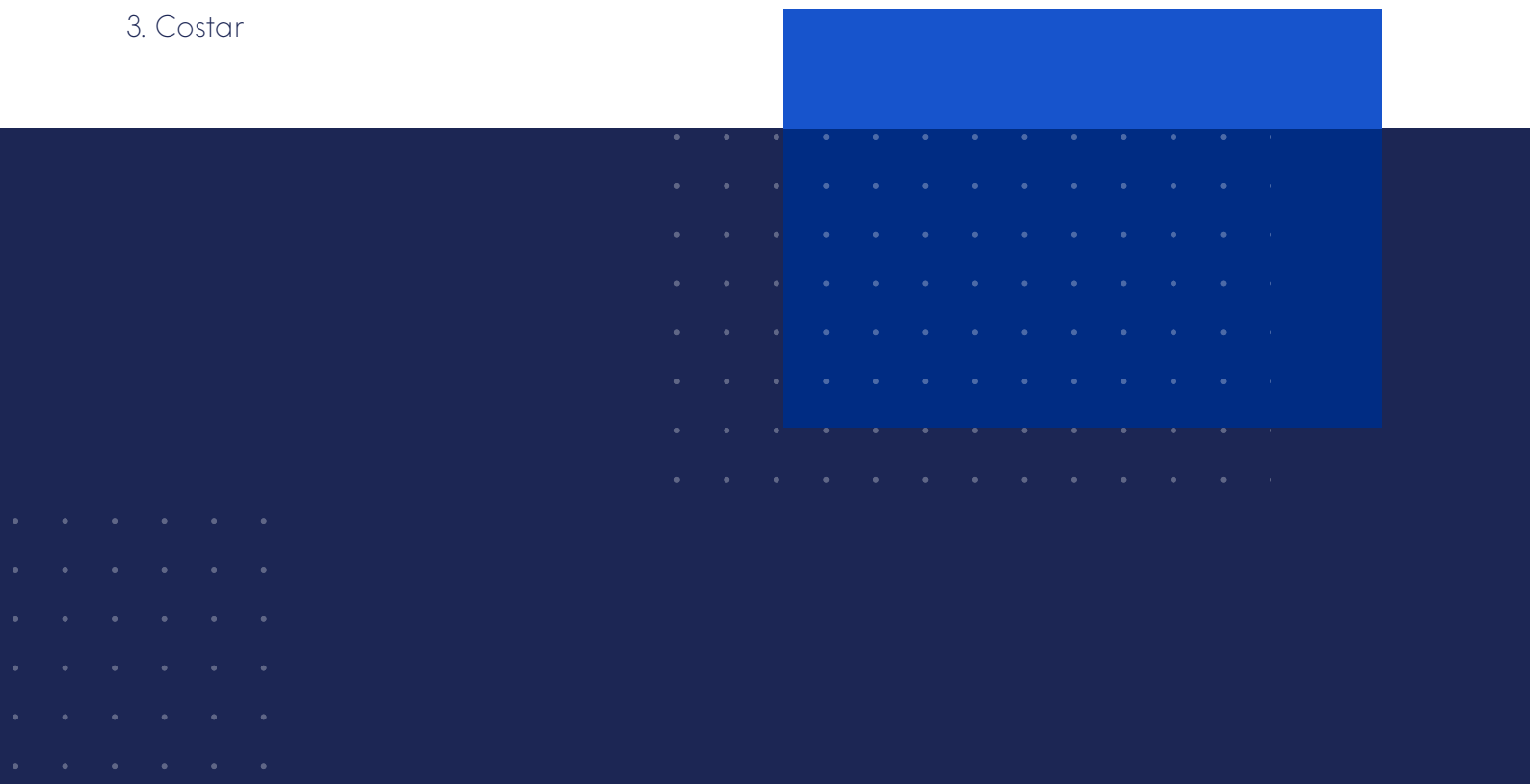
1. Airphoto
2. Map Point
3. Land Vision

Tax & Parcel Research

1. Land Vision
2. Metroscan

RentRoll Data

1. CoStar
2. AIR/Xceligent
3. Inside Prospect



RISK MITIGATION: MORE THAN JUST DODGING BULLETS

UNDERSTAND LONG-TERM OCCUPANCY ISSUES AND UNFORESEEN RISK

What Happens If..

a. You sign a lease, move into your new facility and then your landlord loses the property to the bank?

The new landlord (the bank) may not have an obligation to honor your lease. How much time, energy and dollars are lost if this happens and how can you avoid this risk entirely?



b. Your current lease expires and the landlord hasn't completed the tenant improvements in your new facility after you've signed a new lease?

Most leases call for an increase of up to 200% of your lease payment if you hold over past your lease expiration, however new leases typically provide the landlord with "Delay In Possession" clauses allowing them flexibility in the construction schedule. What happens if you're trapped paying 200% of your rent in your old facility and you have no control over it? How can you avoid this?

Seamless Service

- Easy to understand reports
- Accurate forecasting and budgeting
- Customizable analyses with over 500 variables
- Versatile software for any scenario and stage
- Comprehensive analysis removes the guesswork
- No. 1 Software Program LeaseMod favored by corporate CFO's

Property Comparison Analysis Summary of Alternatives

			
Property:	Downtown 600 West Broadway	UIC 4365 Executive Dr	Del Mar Heights 11988 El Camino Real

Key Lease Information

Rentable SF	15,758	18,220	17,350
Usable SF	13,468	13,881	15,087
Commencement Date	1/2011	1/2011	1/2011
Termination Date	12/2015	12/2015	12/2015
Lease Term (months)	60	60	60

Other Factors

Class of Building	A	A	A
Parking Ratio	1.5 / 1000	3.6 / 1000	4.0/1000
Renewal Options	5 yr 95% FMV	5 yr @ FMV	5 yr @ FMV

Deal Points

Type of Lease	Full Service	Full Service	Full Service
Starting Rent	\$2.55	5 \$2.80	5 \$2.90 6
Months of Rent Abatement	2011	2011	2011
CalendarYr. Base Year Operating Expenses	\$9.00	\$8.75	\$8.50
Estimated Operating Expenses \$/rsf/month	\$35.00	\$25.00	\$18.00
Construction Cost / rsf	\$32.00	\$25.00	\$17.50
Landlord Const. Allowance /rsf	\$35.00	\$25.00	\$18.00
Tenant Paid Const. Cost/rsf	\$3.00	\$0.00	

Rent Average Base

Rent Average Base Rent/rsf/month	\$2.48
Average Gross Rent/rsf/month	\$3.04
NPV - Base Rent/rsf/month	\$3.04
NPV-Gross Rent/rsf/month	\$2.46
Total Rent over Term	\$2,346,701

Occupancy Cost

Project Costs (Const., Moving, Fit-Up Costs)
First Year Occupancy Cost
Total Occupancy Cost over Term
Average Total Cost/rsf/month

Average Monthly Occupancy Cost
Average Annual Occupancy Cost
NPV-Average Annual Occupancy Cost
NPV-Total Occupancy Cost/rsf/month

Net Effective Rate /rsf/month @ 8%
Net Effective Rate/Year @8%

NPV @8%

Your Professional Team



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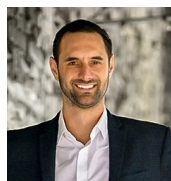
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Managing Partner
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The Bottom Line

We deliver the strategy, knowledge, and negotiating expertise to achieve your real estate objectives, maximizing business performance & profitability



EXPERT ADVICE. SUPERIOR RESULTS.

IT'S WHAT WE DO

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