

Distressed Asset Services

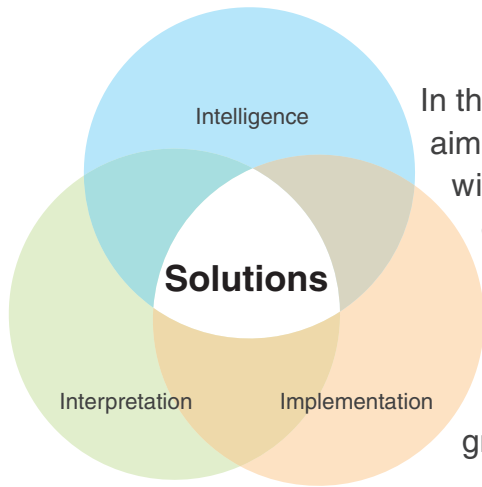


TETRA TECH



THE CONCORD GROUP
REAL ESTATE ADVISORS

The Reynolds
Group



In these challenging economic times, deal-specific solutions aimed at unlocking value can be realized by those armed with **intelligence** regarding an asset, a current **interpretation** of the short- and long-term market potential of an asset and the means and methods to **implement** its future value. Tetra Tech, The Concord Group, and The Reynolds Group are collaborating to offer clients the full compliment of Distressed Asset Services to provide real estate solutions grounded in the present yet positioned for the recovery.

Direct client benefits include:

- Forward-looking solutions delivered within tight deal deadlines
- Rapid identification and management of technical issues
- National single-source team for comprehensive analysis management
- Professional third-party validation reports

The collaboration, led by seasoned industry professionals, brings together the complete resources of each firm in order to offer clients the full breadth, depth, and quality of more than 9,500 professionals in 350 offices nationwide. Technically, the multi-disciplinary collaboration encompasses the full suite of technical disciplines including land planning, architecture, engineering, earth sciences, environmental management, along with the economic, market, and financial analysis required to evaluate assets across any market, product type or stage of development.

Intelligence

- Land-use analysis and concept planning
- Civil engineering and surveying
- Natural resources evaluation and management
- Environmental engineering and hazardous materials management
- Due Diligence preparation and approval review

Interpretation

- Product segmentation, positioning, and pricing strategy
- Market/Economic research
- Financial optimization analysis
- Investment and disposition strategy
- Land owner, developer, and builder relations
- Transaction Due Diligence
- Asset repositioning
- Comprehensive marketing strategy

Implementation

- Asset monetization
- Financial strategy
- Contract term negotiation/renegotiation
- Development approval strategy
- Project management

We have been confronted with difficult economic times before and continued to find real-value solutions. We are actively working with our clients to develop and realize those solutions.

Yesterday's experiences are today's insights.

Case Study



On behalf of a confidential client, members of the Distressed Asset Services Team conducted a review of public records, design documents and environmental reports for potential acquisition of the Fan Pier Project (www.fanpierboston.com). Detailed technical evaluations, cost memoranda and expert opinions were completed during the 90 day due diligence period on issues including: active and expiring permits, available and required infrastructure, mitigation commitments and triggers, scheduling, constructability, mix of uses, market conditions, financing and other deal critical items. Information provided by the Team was integral to the client's level of understanding of the transaction's realistic value proposition and subsequent preparation of an offer.

Who We Are

Tetra Tech is a national leader in engineering and environmental consulting. As a full-service consulting firm, Tetra Tech is committed to providing real value for clients through responsive, schedule driven services via the application of technical competencies in engineering, architecture, land planning, transportation planning and design, permitting and environmental management services. Clients are supported by an extensive network of professionals with the technical understanding to evaluate the assets.

The Concord Group Real Estate Advisors is a leading real estate strategy firm with core services that include market analysis, transaction due diligence, asset and strategic market and financial valuations of distressed assets. Routinely, services are provided to developers and financial clients assessing strategies and tactics to maximize the value of owned-assets. Clients include a significant share of the nation's leading developers, national homebuilders, real estate private equity firms, and multiple municipal redevelopment agencies.

The Reynolds Group provides strategic real estate consulting for a variety of corporate, institutional, and non-profit clients. With 40 years of experience in development, finance, leasing, and sales, The Reynolds Group offers "as-needed" senior real estate expertise for monetization of assets, renegotiation of leases or other contracts, project management, financing strategy, and permitting/approval processes. Their long-time leadership in such industry organizations as the Urban Land Institute adds broad and deep connections to both local and national markets.

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