

Consulting and Corporate Advisory

Is your real estate aligned to your strategic goals?

kimbleco
RELEVANT. RESULTS. REAL ESTATE.



Real estate is typically one of a company's top three expenses. Your real estate demands careful consideration and assessment as it relates to your company's overall strategic plan; it should be optimized to meet your goals. This is true whether you have one property or a portfolio of properties.

What does it mean to optimize your real estate portfolio? Here are just a few examples:

- Development of a sound strategic plan to align with your business goals
- Assessment of your workplace to ensure your workspace is designed to retain and attract today's talent
- Analysis of buy vs. lease scenarios to enhance the overall value real estate brings to your company

Whether your company goals are focused on cost, mitigating risk or attracting talent, principals at KimbleCo have more than 45 years of experience to serve you. We have been developers, asset managers, corporate real estate professionals, outsourced providers and brokers. That means we are well-positioned to work as your single point of contact and as an extension of your team.

And, if you're a small to midsize company without a dedicated real estate resource, let us be your internal real estate advisor.

KIMBLECO BY THE NUMBERS



**45+ years
experience**
entrepreneurial
to Fortune 100
companies



**5+ million
square feet**
office, industrial,
retail & housing
developed & leased



**32% average
savings**
on tenant
representation
lease transactions



30 countries
global experience



10% profits
donated to charity



90% of clients
repeat & referrals

→ see our results at kimbleconsult.com

Our Consulting and Corporate Advisory service offerings include:

STRATEGY AND CONSULTING TO OPTIMIZE YOUR REAL ESTATE PORTFOLIO

- Alignment of real estate to overall business strategy and culture
- Cost optimization and right sizing your portfolio, how and when
- Workplace strategy to attract and retain talent
- Location strategy for competitive advantage

DEVELOPMENT CONSULTING FOR NEW BUILDING PROJECTS

- Budget and proforma
- Team assembly: RFP, contract negotiation
- City approvals
- Financing: grants, subsidies, construction, permanent
- Project management

INCENTIVES PROCUREMENT

- For new site locations

FINANCIAL ANALYSIS AND STRATEGY

- Own vs. lease
- Valuation studies
- Sale/leaseback and net lease

PORTFOLIO TRANSACTION SERVICES

- Site selection-acquisition-disposition and leasing-sale/leaseback-net lease

PROJECT MANAGEMENT

- Budget setting and benchmarking
- Team selection, RFP and contract negotiation
- Management to deliver cost savings and time efficiencies

SPECIAL PROJECTS

- Re-positioning challenging properties
- Cost benchmarking across portfolio
- Assessment of leases
- Playbook creation for critical processes

OUTSOURCING STRATEGIES

- Analyze and structure your delivery model to support your strategy
- RFP and contract negotiation process
- Cost mitigation strategy development
- Change management

OUR SERVICES



FEE DEVELOPMENT

There are so many details when developing a new building. We manage these details on your behalf, first understanding your goals and then leading and implementing the many steps of development. We will always protect your interests and work to mitigate risk, reduce cost and deliver a better end product to you.



LEASING, SALES & PROJECT MANAGEMENT

Benefit from more than 45 years of experience representing both tenants and landlords. We provide market insight, financial feasibility analysis, site selection, building expertise, and expert advice during lease negotiations, with meticulous attention to every detail of the transaction. And, we can project manage your build-out based on our experience of more than 5 million square feet of ground up development.



CONSULTING AND CORPORATE ADVISORY

It's vital to align your real estate portfolio with your overall corporate strategy. We provide portfolio analysis and strategy, site selection and incentives, asset re-positioning, build to suit development services and manage special projects. Our experience spans portfolios of all sizes, from start-ups to Fortune 100 companies, and from local to global.

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Licensed MN
Real Estate
Broker