

Development Services

Development Services — The Total Package

PLANNING & DEVELOPMENT

- Pro-Forma Development & Analysis
- Permitting
- Land/Facility Analysis
- Acquisition Assistance
- Architectural Selection
- Budget Development
- Schematic Design Development
- Comparative Analysis
(New vs. Old, Rent vs. Own)
- Financing

CONSULTING

- Site Selection
- Cost Analysis
- Pro-Forma Development
- Architect Design
- Project Scheduling & Maintenance

TURNKEY DEVELOPMENT

- Property/Facility Investment
- Real Estate Development/Resale
- Property Leasing
- Project Financing
- Property Sales, Including
Timed Buy-Out



Why Ratcliff Development?

Since 1927, Ratcliff has been a leader in the development and construction industries, with the experience, talent, and contacts across the Gulf South region to take any project from concept to completion. We provide reliable, dependable, and valuable services to any commercial project, working with architects, engineers and business owners to complete cutting edge projects on or ahead of schedule, reducing overall costs and delivering increased value to our customers.

The biggest benefit we offer our clients is our people — from our management team, most of whom have worked in every single position in our industry from entry-level on up, to the long-standing vendors who have worked on our projects for years. Our history and strong relationships we've built with a variety of clients provide us the expertise to advise you on how to get started with your project, whether it's developing a realistic cost/benefit analysis, choosing the perfect site to build your dream business or finding financing to ensure you have the capital to see your project to successful completion.

- Medical Office Buildings
- Healthcare Facilities
- Commercial Office Space
- Multi Family Housing
- Industrial Facilities

ABOUT RATCLIFF COMPANIES:

From planning to site selection, design to construction, Ratcliff works with clients to provide turnkey integrated property development services. We streamline the design-build process to deliver more reliable, efficient and cost effective solutions. The Ratcliff Advantage saves you time and money while delivering dependability, quality and peace of mind from concept to completion.

CASE STUDY 1:

**Construction of Medical Building Project
Client: Healthcare Service Provider**

Assignment for Ratcliff Development Services:

Determine feasibility and impact on Client to construct new medical building and then relocate to occupy, as tenant, as opposed to continuing to lease a lower cost space in the current hospital location.

Deliverables: Ten year projected business impact from two perspectives: *Client as Investor & Client as Tenant*. Some components of analysis report included:

- Cash flows
- Debt service
- Construction and development costs
- Comparative existing lease & new lease
- Existing and estimated monthly operating costs
- Gross scheduled income
- Depreciation and interest on property
- Demographics
- Income & projected income, both before and after taxes
- Overall yield for percentage of ownership

Conclusion: Although the cost for Client to build and relocate to a new medical facility showed a significant increase to monthly operating costs, the data supported the conclusion that over a ten year period the physicians who owned the practice were financially better off owning their own space rather than renting.

CASE STUDY 2:

**Construction of Multi-Tenant Retail Establishment
Client: Investment Group**

(With 100% equity in developing commercial retail space)

Assignment for Ratcliff Development Services:

Assess three different locations for the development of multi-tenant retail strip mall and provide recommendation for best location for this development project.

Deliverables: Ten year projected business impact for three different prospective locations, showing variables on a cost-per-foot basis. Some components of comparative report included:

- Cost per square foot for development
- Accessibility for traffic and outlying area development
- Competitive establishments in surrounding areas with regards to competitive lease pricing
- Development timelines based on Ratcliff development vs. other business growth
- Traffic patterns
- Commercial zoning and wetlands delineation
- Average annual effective rates before and after tax
- Projected cash flow
- Market value of land and market value of improvements

Conclusion: After compiling all data to present the development costs and economics of the three locations specified, Ratcliff recommended the second location as the best long-term solution. While this option did not offer the lowest occupancy and development cost, the difference in initial build-out cost was negligible when accounting for financial projections that included maximum flexibility in building design, future expansion and growth, accessibility, curb appeal and the most reasonable chance of rapid, successful development.



Warning: Development Projects Can Be Filled with Unknown Hazards!

Potential Pitfall 1: *Do you know the different permits the business owner is responsible for procuring? How do you assess the time it takes to get these permits and how long are they valid?*

Potential Pitfall 2: *Do you know how accurate your blueprint plans are and whether all sections are structurally feasible? Are there components of the project that are missing key details that will impact your project in time and overall cost?*

Potential Pitfall 3: *Do you feel you have an accurate total project budget? Who will be responsible if something has been misquoted or if you have been given inaccurate estimates for unforeseen problems?*

Let Ratcliff Companies advise you about the hazards of commercial development and help you avoid the pitfalls in order for you to successfully develop your project. With years of experience in developing commercial properties, the cost savings and benefits we offer are too valuable to ignore!