

E=MC² REAL ESTATE CONSULTING

Execution = Market Intelligence × Connections × Coordination

FULL LIFECYCLE REAL ESTATE & DEVELOPMENT SUPPORT

Helping franchise brands, multi unit operators and developers move from growth strategy to successful opening with one experienced partner driving the process.

01

SITE SELECTION

- Growth strategy, market prioritization & whitespace analysis
- Trade area evaluation, demographics, traffic & competition
- Site sourcing, broker direction & opportunity pipeline management
- Field market tours, site inspections & local market intelligence
- Site scoring, sales forecasting support & approval presentations
- Deal strategy, LOI negotiation, Landlord work letter review & business term review
- Lease / Purchase negotiations with brokers, counsel & ownership
- Lease Abstract/Complete projected timeline to open for business
- Due diligence, entitlement, zoning & permitting coordination
- Create a list of direct purchases for future inventory
- Coordinate alignment call with all necessary parties upon deal execution
- Site feasibility review for access, visibility, parking, circulation, signage & drive thru
- Prepare site approval packages and presentations for decision makers
- Maintain deal pipeline, critical dates, contingencies & transaction reporting

02

DESIGN & CONSTRUCTION

- Prototype adaptation and site specific design coordination
- Architect, civil engineer, contractor & consultant management
- Test fits, site plans, floor plans & plan review coordination
- Budget development, bid review & value engineering support
- Purchase direct purchases on behalf of client
- Landlord work letter, utility and delivery condition coordination
- Permitting, municipal comments & approval tracking
- Construction schedule, milestone & critical path oversight
- Site visits, issue resolution, change order review & closeout
- Furniture, fixtures, equipment, signage & vendor coordination
- Develop RFPs, level bids and coordinate architect / contractor selection
- Coordinate building, health, fire, ADA and brand standard compliance
- Track RFIs, submittals, shop drawings, inspections and change orders
- Coordinate quality control, certificate of occupancy, turnover, warranty & closeout

03

PROJECT MANAGEMENT

- End to end project planning from site approval through opening
- Scope, schedule, budget, responsibility & risk management
- Cross functional leadership across real estate, design, construction, operations, IT, supply chain, marketing, training & finance
- Weekly status reporting, action logs & executive communication
- Vendor selection, procurement tracking & delivery coordination
- Issue escalation, decision management & accountability follow up
- Pre opening readiness, inspections, turnover & punch list tracking
- Opening date coordination and post opening follow through
- Flexible support for a single project, market rollout or outsourced development function
- Build master schedules, dependencies, critical paths & risk mitigation plans
- Track budgets, forecasts, commitments, invoices and cost variances
- Manage meeting cadence, dashboards, decision logs & stakeholder reporting
- Track long lead procurement, delivery, installation and opening readiness
- Capture closeout documentation, lessons learned & process improvements

ENGAGE AT ANY STAGE or bring E=MC² in to manage the entire development lifecycle.

25+ YEARS

Development experience

NATIONWIDE

Market knowledge & field execution

ONE POINT OF CONTACT

From opportunity through opening

NATE MINNIS

NATE@EMC2RE.COM

217.766.8112