

POSITIONING YOUR BUSINESS FOR **EXPANSION**

EXPERT GUIDANCE AND ADVICE ABOUT
site selection | financing | design | construction

SESSION ONE

Why Plan Now?
Building Your Team
The “Right” Location
Real Estate Considerations

SESSION TWO

Pre-Design
Financing
Project Costs
Professional Fees



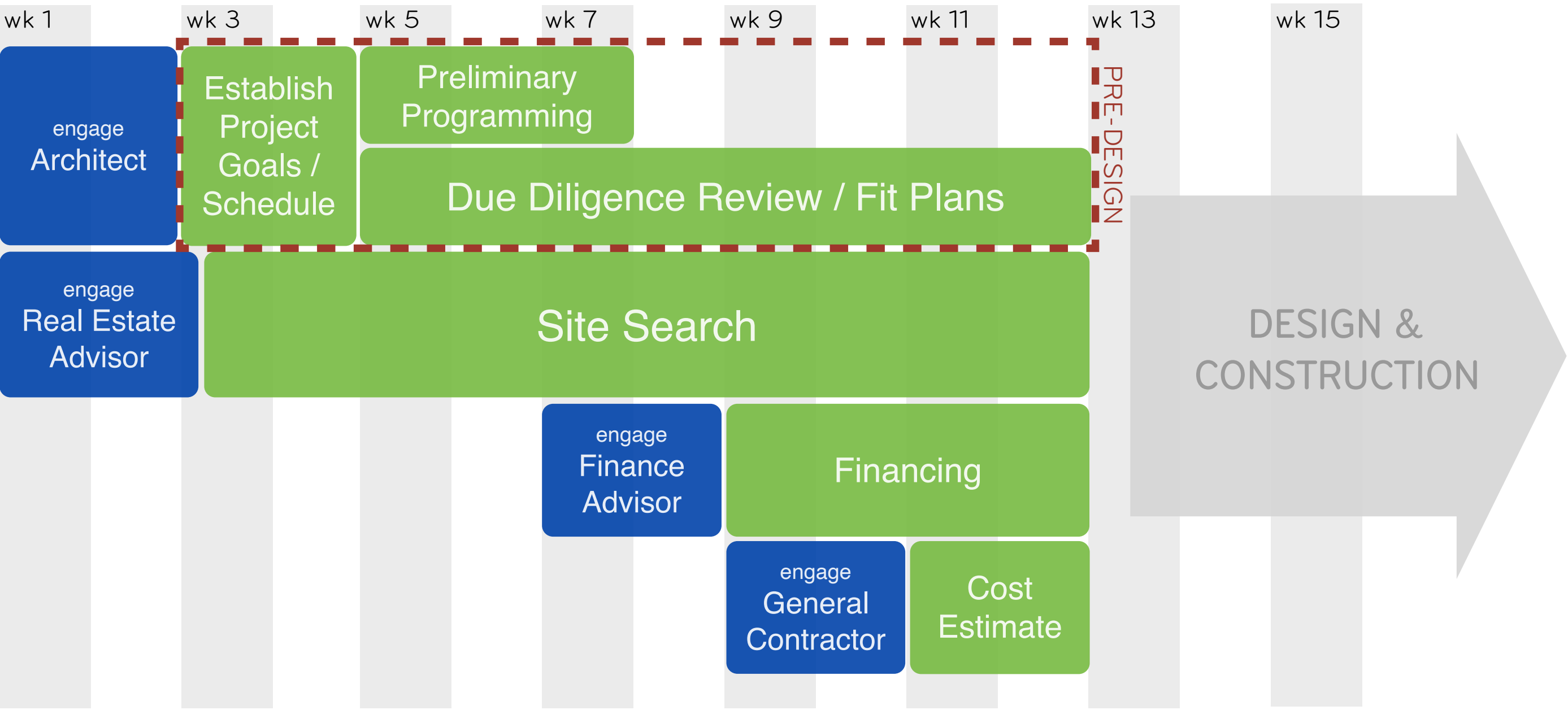
SITE SEARCH

Real Estate Advice

- Future Development
- Zoning
- Local & State Expectations
- Commercial vs. Residential
- Real Estate Professionals

TIME & TALENT

New Site/Building



PRE-DESIGN

Project Goals & Schedule

... imagining the box.

- Your Vision and Needs
- Defining Project Parameters
- Mapping the Way Forward



PRE-DESIGN

Preliminary Programming

... defining the box.

- Space Needs
- Functionality
- Adjacencies

Prairie

ELC Building

Tamarack Nature

Overflow Parking

18x18 Program Shelter

Landing Jar

Garden Building

Sledding Hill

FLIGHT ROOM
DEAD ANIMAL FREEZER
ANIMAL STAGING
EQUIPMENT STORAGE
CAGE STORAGE
INDOOR | OUTDOOR MEWS

LIVE ANIMAL

AUARIY

VEHICLE STOR
USER STOR
CLASSROOMS
MEETING/FLEX SPACES
WINTER RENTAL DECK

ELC*
REMODEL
TNC

JANITOR
VOLUNTEERS SPACE
STORE/CAFE
EVENT STOR

AMPHITHEATER

PROGRAM HUB
BASEMENT

TEACHER PREP/FLEX
RESTROOMS
STORAGE
LUNCH STOR

BOARDWALK
POND STUDY
TEACHING AREA
EQUIP STOR
OBSERVATION DECK
WOOD SHED
SUGAR HUB
REFRIGERATION
SAP COOKING
SAP STORAGE

FIREPIT

OUTDOOR KITCHEN
CHANGING ROOMS
TOOL STORAGE
SUPPLIES STORAGE
ROOT CELLAR
REFRIGERATION | FREEZER
POTTING SHED
APPLECIDER SHACK
PRODUCE PACKING | WASHING

EVENTS

CATERING SPACE
FIRST AID
TABLE | CHAIR STOR
LAUNDRY
STROLLER PARKING
LOCKABLE STORAGE

LAND STEWARDSHIP
MULTI-PURPOSE SPACE
EQUIPMENT STORAGE
RESTROOMS
BREAK ROOM
WORKSHOP
VEHICLE STORAGE
LANDSCAPE MATERIALS

LANDSCAPE MATS STOR
VEHICLE STOR
STORAGE
WORK AREA
RESTROOMS
MAINTENANCE HUB
CAMP HUB
TEACHING SPACE
FLEX SPACE

FIRST AID
ARCHERY
FIREPIT
OUTDOOR
FOUNTAIN

OUTDOOR SHELTER
STORAGE
LUNCH STORAGE
LOCKABLE STOR

Activities Remain

SELF-GUIDED VISITS

SUPER STATIONS
\$ DH VISITS

SUPPLY SORTING AREA
SUPPLY EQMT STOR
FIRST AID
STROLLER PARKING

Overflow Parking

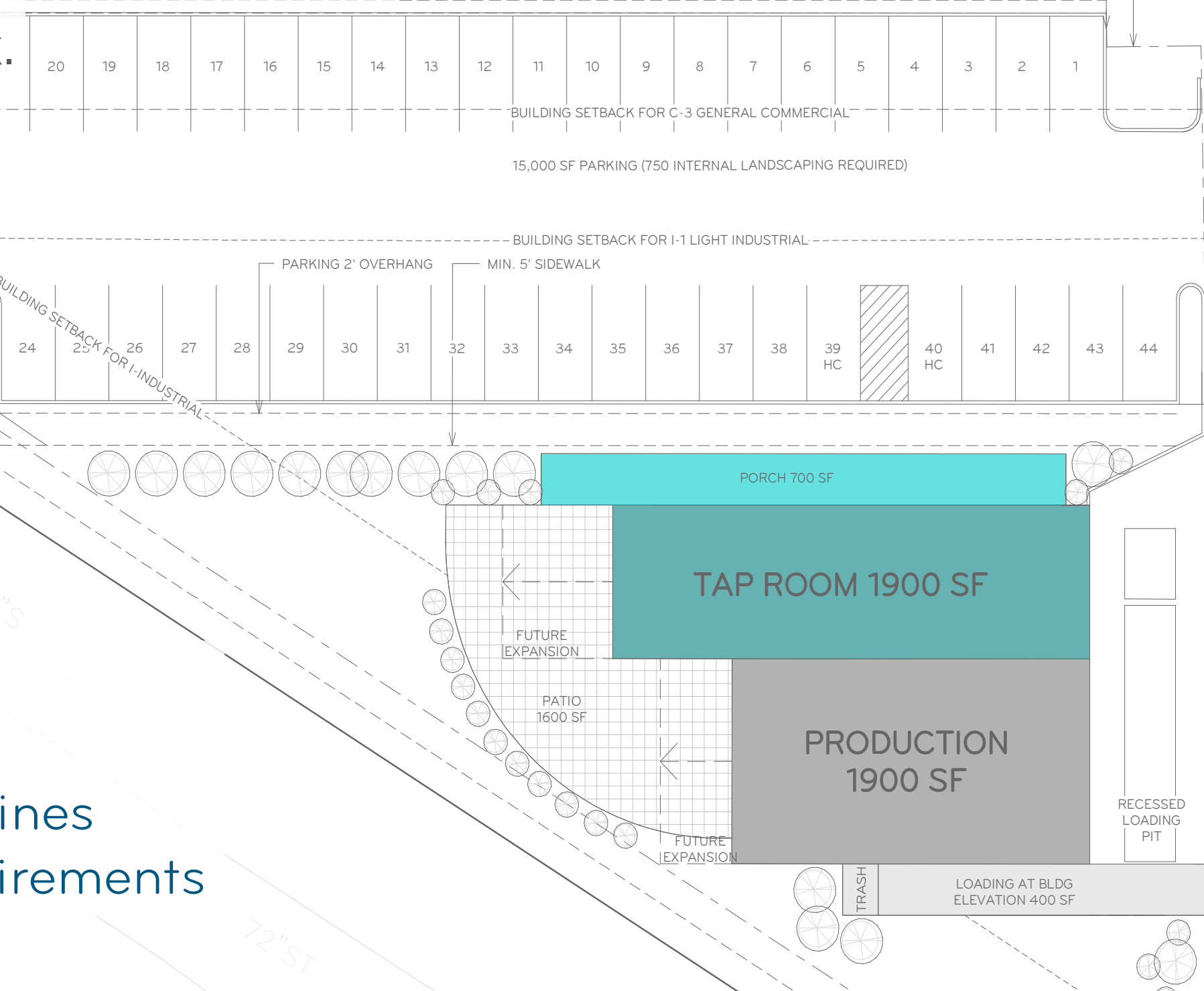
PRE-DESIGN

Due Diligence

... checking the box.

- Zoning Code
- Building Codes
- Development Guidelines
- Environmental Requirements

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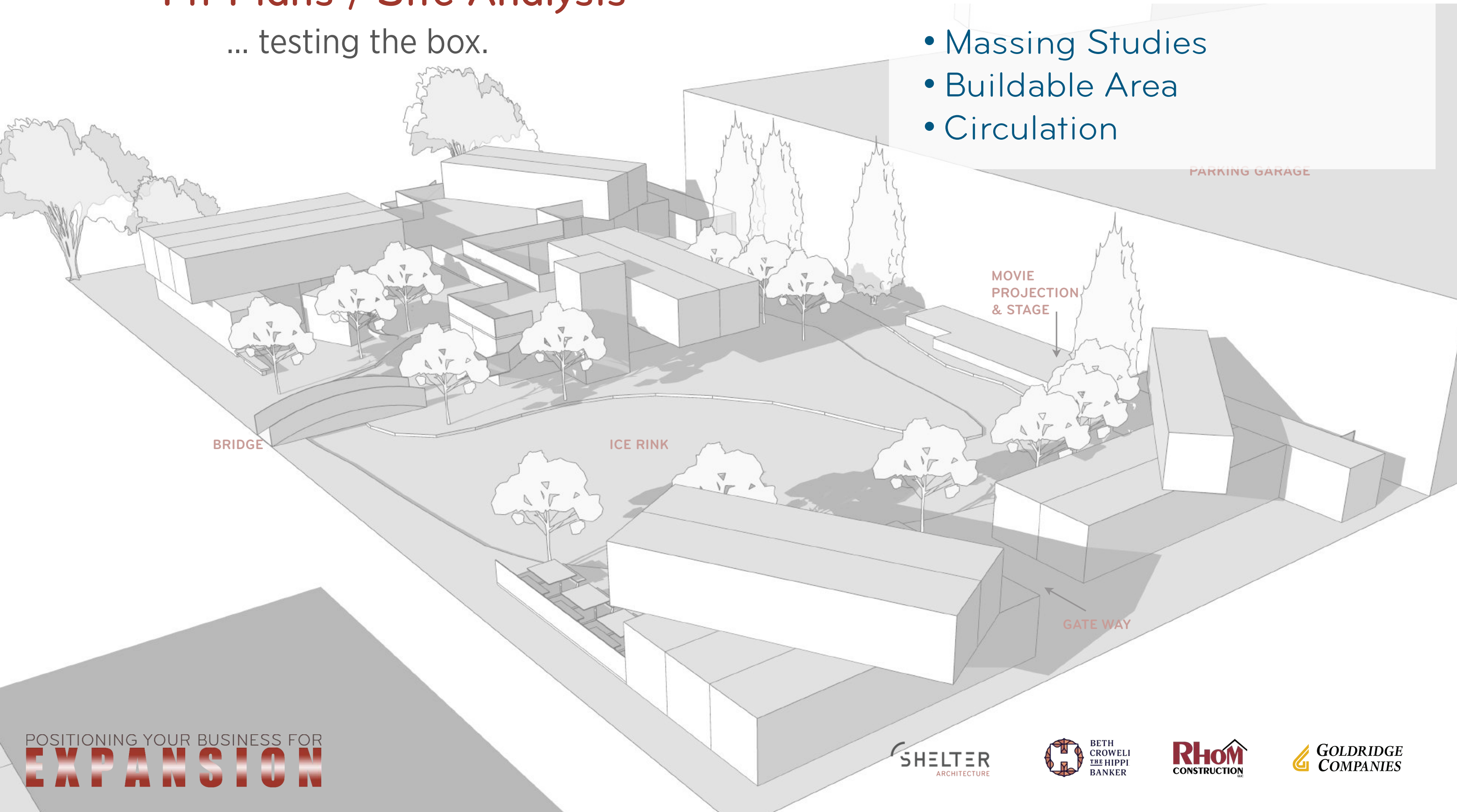


PRE-DESIGN

Fit Plans / Site Analysis

... testing the box.

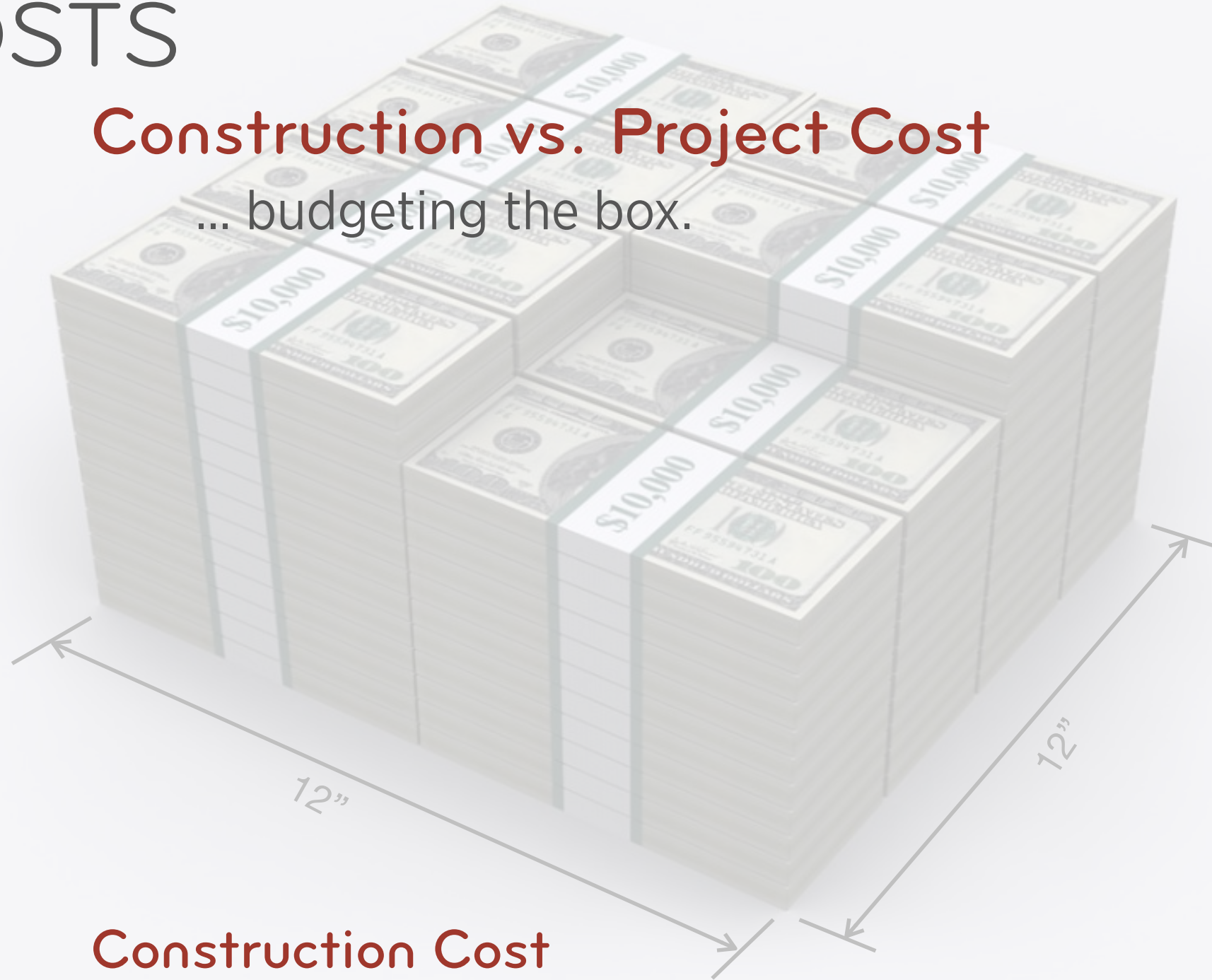
- Massing Studies
- Buildable Area
- Circulation



COSTS

Construction vs. Project Cost

... budgeting the box.



Construction Cost

- Building
- Site Work
- Site Utilities

VS

Project Cost

Construction Cost plus...

- Land Acquisition
- Site Development
- Regulatory Fees
- Professional Fees
- Utility Connections
- Reports & Studies
- FF&E
- Security Systems
- Sound Systems
- Low Voltage Systems
- Specialty Systems & Equipment

FINANCING

Preparation

... buying the box.

+489,656

- Cash Flow
- Collateral
- Personal Finances
- Cash in
- Industry
- Company Profile
- Phase I & II Environmental
- Planning & Risk Perception

FINANCING

Documentation

... an art not a science.

- Tax Returns
- Financial Statements
- Plans & Specifications
- Construction Budget
- Financial Projections

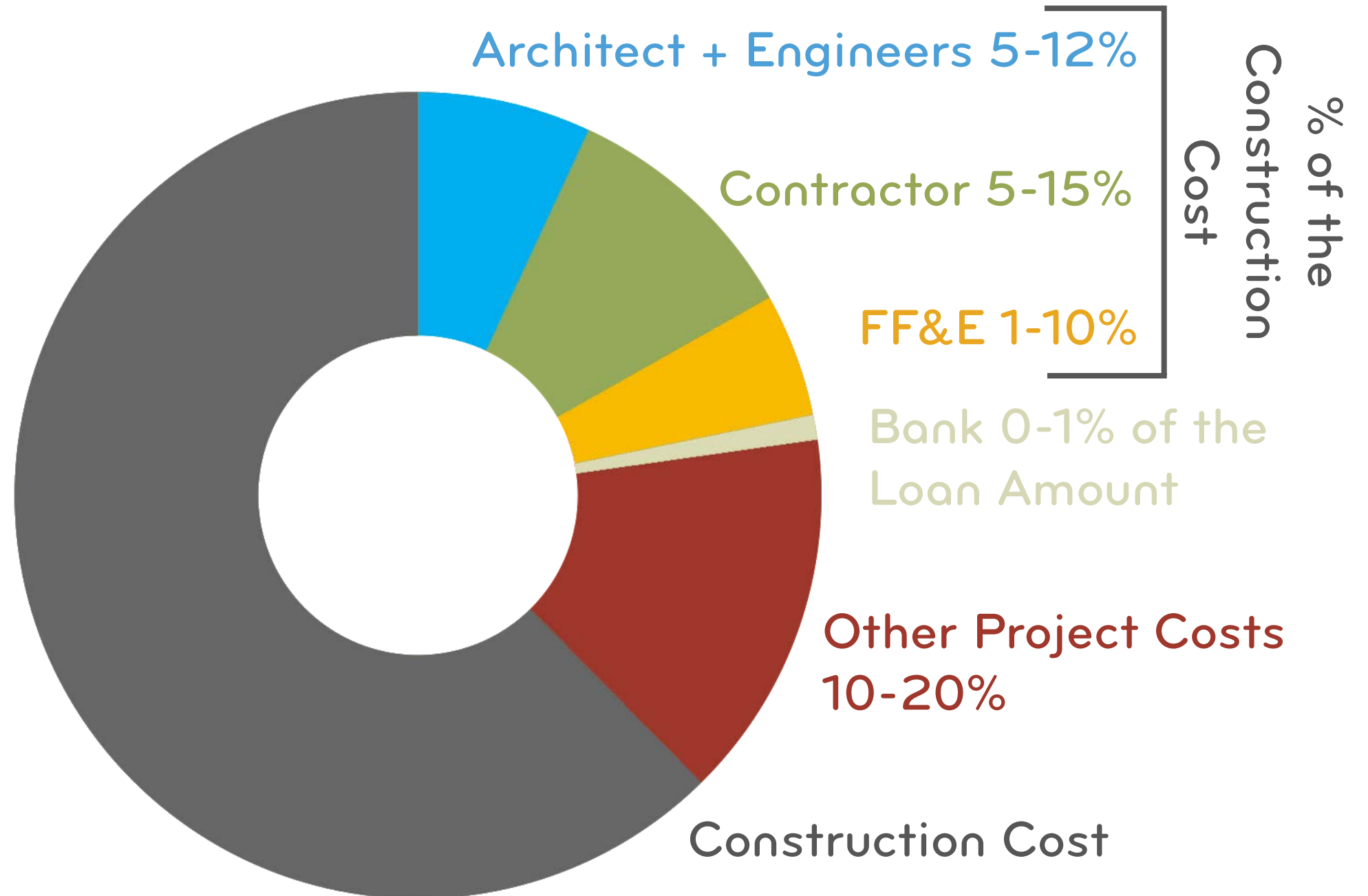
PROFESSIONAL FEES

What to Expect

Real Estate Fees

- Often paid by Landlord/seller
- Buyer portion 2%-6%
- Can be based on square footage if leasing from \$1-\$5/SF
- Developer fees average 8-10%

Project Cost



So, it's complicated ...
and you need a diverse team.

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Espresso	3.75	4.5	Drip Coffee	3	3.75
Machiatto		3.25	Pour Over		4
Cortado		3.5	Pour Over Chemex		10
Flat White	4	5	Tea		3
Cappuccino	4	5	Nitro Cold Brew		5
Latte	4.5	5.5	Cold Brew		4
Miel	5.5	6.5	Cold Brew Latte		6
Americano	3	4.25	Tap Kombucha		4
Chai Latte	5	5.75			
Milk Alternative .5		Flavor Syrup .75			

QUESTIONS