

# Swain & Associates

Developing the Carolina's Since 1978.



The Forum Shops :: Wilmington, North Carolina



Swain & Associates | Swain Management | Swain International

## The Swain Companies

1121P Military Cutoff Road :: Wilmington, NC 28405

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Founded on three guiding principles:

# Honesty. Integrity. Vision.

We've been building and managing value since 1978.

**Born and raised in Walkertown, North Carolina**, a town of 600 residents just outside Winston-Salem, David Swain adopted these small-town principles at an early age. Today, these traditional values define Swain & Associates, a privately-owned real estate services firm founded by Swain in 1978.

Headquartered in the coastal community of Wilmington, N.C., Swain & Associates prides itself on delivering innovative real estate solutions that not only meet the needs of our clients, but also enhance the livability of the communities in which we live and work.

Our award winning projects are thoughtfully and meticulously planned from beginning to end. Our designs underscore our dedication to quality and commitment to sustaining our limited natural resources.

The quality of our projects is second only to our commitment to support the communities in which we work. Since founding his company, David Swain has been a philanthropist in North Carolina, giving more than \$3.5 million to worthwhile causes that continue to improve the quality of life for thousands of North Carolinians.





**surry plaza**

grand opening 1979

Plain and simple, there is no substitute for

# Experience.

Put ours to work for you.

## Our experience translates to results, which yield a better bottom line.

Our team of 12 industry experts delivers turnkey solutions to your real estate needs. Each of our senior managers brings a depth of experience and diversity of skills that enable us to identify opportunities, create value and manage risk better than the competition. With a combined total of over **200 years** of real estate, financial and legal experience, it's easy to see how Swain & Associates has developed over **120 projects** in **52** communities for **80** national and regional clients. Not including our **2,000** apartments, our projects comprise over **3,000,000** square feet of commercial and retail space throughout the Carolina's, from rural townships to urban centers.

## Building value takes hard work and attention to detail.

At Swain & Associates, we manage each project from the ground up, identifying strategic locations, determining best uses and crafting development programs that consistently outperform the competition. It is this hands-on approach, coupled with a keen attention to detail, that enables us to achieve the ideal combination of aesthetics and long-term value in Class-A- office parks, retail centers, flex-space and build-to-suit projects.

In addition, we have a well-deserved reputation for first-class redevelopment. By blending careful restoration with cutting-edge technologies, we create unique properties in which the past and future coexist harmoniously.



Urban Outfitters :: Asheville, North Carolina

## A Well Rounded Approach.

At Swain & Associates we realize the best results are achieved by a fully integrated approach to real estate. Having one full service organization manage all aspects of your asset eliminates wasted time and money. Our proficiency in all aspects of real estate - from development, to brokerage to asset management and optimization - means that the entire process is streamlined and the value of your asset is maximized.



## Our Areas of Expertise Include:

- Development *(see attached list of services)*
- Asset Management *(see attached list of services)*
- Agency & Brokerage Services *(see attached list of services)*
- Asset Rehabilitation and Redevelopment
- Capital Market Expertise
- Strategic Consulting

# Development Services

## Site Development & Acquisition

- Market Overview Analysis
- Demographic Mapping and Trade Area Analysis
- Market Comparative Site Selection
- Site Identification and Purchase Negotiation
- Site Investigation Analysis
  - Geotechnical Investigation
  - Environmental Investigation
  - Zoning Reivew
  - Regulatory Hurdle Review and Risk Assessment
  - Zoning Reivew
  - Traffic Impact Analysis
- Entitlement Procurement
  - Department of Transportation Approvals
  - Department of Environment and Natural Resources Approvals
  - Municipal and Utility Authority Approvals
  - Construction Permits

## Construction & Project Management

- Professional Consultant Selection
  - Architect and Engineer Review/Qualification
  - General Contractor Review/Qualification
- Construction Budget Development, Oversight and Progress Monitoring
- Construction Bid, Review and Oversight Services
- Tenant Coordination
- Financing Review and Recommendations
- Debt Placement Services





# Asset Management Services

“Developing a project is the easy part of our job. Properly planning and maintaining it is where value is created.”

- H. David Swain



- Operational Cost Review, Budgeting and Cost Reduction Analysis
- Vendor Review, Selection and Coordination
- Project Accounting and Reporting
- Rental Collections Support
- General and Preventative Maintenance
- Lease Negotiation Services
- Tenant Retention Program
- Financial Feasibility Modeling
- Highest and Best Use Analysis
- Lease vs Purchase Analysis
- Market Rent Analysis
- Asset Operating Expense Review and Consultation
- Project Valuation Analysis
- Lease Administration Services
- Insurance Optimization & Risk Management Assessment

# Agency & Brokerage

## Tenant Representation

We represent retailers large and small in securing space for their expansion needs. From Walgreen's to The UPS Store, we've represented a broad spectrum of users in the Carolina's.

## Landlord Representation

Having been Landlord to more than 250 Tenants and having had a portfolio of more than 3,000,000 square feet, we know where retailers are expanding, what they are paying and how to structure the best deal for you.

## Property Acquisition or Disposition Services

We've bought and sold almost every kind of property you can imagine. If you are looking to sell your real estate or to make a purchase, use our experience to help you strike the best deal possible.

## Lease Renewal & Relocation Analysis

Determining whether to renew your lease or relocate can be a difficult decision. We can help you analyze your alternatives and structure a solution to fit your needs.

## Subleasing Analysis & Tenant Procurement

Sometimes it becomes necessary to relocate prior to the end of your lease. Let us assist by analyzing your lease, recommending the optimal time to move and finding a replacement tenant to limit your obligation.



Renaissance Park :: Wilmington, North Carolina

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