

# What to Look for in a Development Partner



## LOCAL EXPERTISE

An informed developer should be able to address your business's unique needs and location factors and translate them into a real estate solution following thorough site examination and market research.



## FUNDING OPPORTUNITIES

Commercial real estate development is a capital-intensive process. A developer should be able to identify eligible public-private partnerships, grants, and economic incentives to offset the project cost.



## PUBLIC SECTOR OUTREACH

A commercial real estate development project requires working with government agencies. The ability to secure approvals, and positive community involvement, is critical to getting a shovel in the ground.



## BROAD RESOURCES

Development involves multiple co-creators. A company with architects, engineers, construction managers and tradespeople will collaborate on your project leveraging best practices and value engineering to optimize the project.



## ON-TIME DELIVERY

You likely have a move-in date in mind for your new space. A partner with in-house construction capabilities and broad experience can get the project started and delivered on-time.



## OPERATIONAL SUPPORT

Risks don't end when the ribbon is cut. A developer offering property and asset management services can control the cost, liability and requirements of building operations for years to come.



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