

Elcan and Associates is a full-service commercial real estate company with extensive experience developing properties across the country.

WHO
WE ARE



Elcan and Associates provides a complete range of services necessary for the development, brokerage, leasing and management of commercial and residential real estate. Through our extensive development experience with retail chains nationally, **Elcan and Associates** has built a reputation of exceeding client expectations. Elcan and Associates consistently delivers quality, cutting-edge solutions to the development

of freestanding buildings and shopping centers with dedication to excellence for our national and regional clientele. Our annual commitments are based upon our clients' goals and store opening timelines. With our distinction for high standards of excellence, **Elcan and Associates** is your ideal choice in meeting your expansion needs.

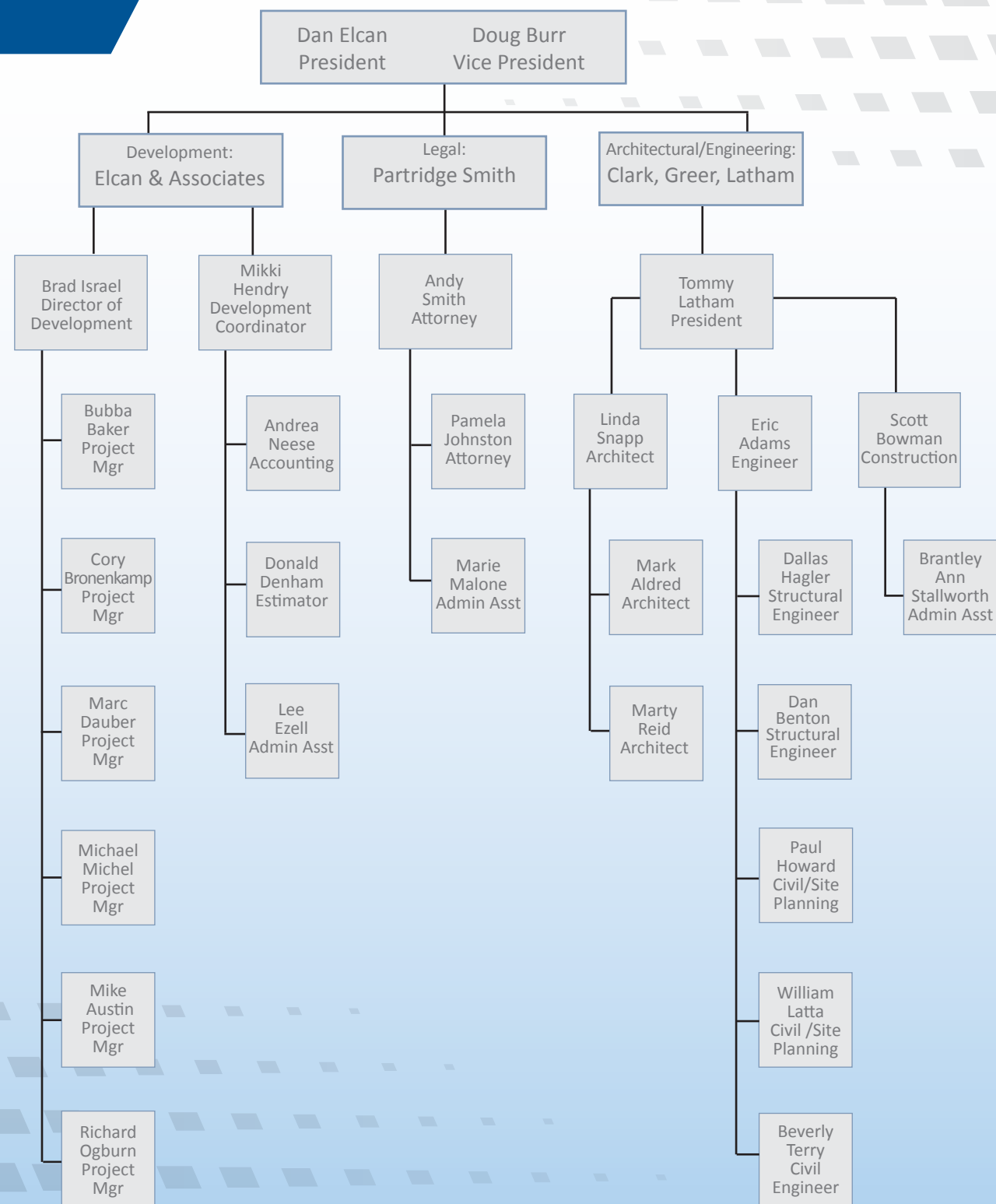
We look forward to the opportunity of working together in the near future.

✧ *Elcan and Associates HQ
Mobile, AL*





DEVELOPMENT TEAM



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Our Services

Include Development, Leasing, Brokerage & Management

 Elcan and Associates, INC.



DEVELOPMENT

In the acquisition and development of every tract of land—whether for nationally recognized retailers or for regional or local clientele—**Elcan and Associates** specializes in:

- ▶ Reviewing all targeted cities, assessing specific markets, and identifying ideal locations
- ▶ Drafting, negotiating and securing a purchase contract or ground lease on all prospective sites
- ▶ Applying for and securing zoning changes, code variances, subdivisions, or any other municipal approvals that are required in order to obtain a building permit and start construction
- ▶ Negotiating exclusive use restrictions for each prospective project, if necessary
- ▶ Negotiating with local utilities for new service or easement relocations
- ▶ Assisting legal representatives in approving Title Insurance Binders and ultimately closing on the property
- ▶ Creating site plans and elevations for the subject property
- ▶ Working with engineers to develop a full set of plans in order to secure the necessary building permits
- ▶ Bidding and/or negotiating construction contracts with general contractors
- ▶ Negotiating and securing both construction and permanent financing
- ▶ Managing construction through completion of the building
- ▶ Leasing additional space in buildings to outside tenants
- ▶ Managing the property on an ongoing, monthly basis after development is completed

Regardless of the size of the project and whatever development challenges might arise, **Elcan and Associates** is the full-service real estate development company that can meet your needs from project inception to project completion. By overseeing every facet of the development, **Elcan and Associates** is able to ensure a quality building in a timely fashion.





DEVELOPMENT



DEVELOPMENT



BUILD TO SUIT / FEE DEVELOPMENT

Build to suit/fee developments comprise a large portion of **Elcan and Associates'** annual development program.

The specialized industry of retail build to suit requires intricate knowledge of the ideal site for each specific retailer as well as an in-depth understanding of the target market.

Realizing retailers' expansion commitments, our team works hand in hand with retailer, engineer and contractor in order to ensure that the end product is built on time, on budget, and exactly to the client's standards.



RETAIL CENTER DEVELOPMENT

Elcan and Associates naturally progressed from freestanding buildings and began developing shopping centers as a result of close relationships with multiple national retailers. Being keenly aware of each client's site requirements, **Elcan and Associates** develops shopping centers in prime retail locations

which architecturally compliment the area.

Elcan and Associates always strives to secure leases that are tailored to an ideal tenant mix, thereby guaranteeing maximum sales. Having completed over 400 developments in over 41 states throughout the country, we are able to quickly identify and resolve any issues that may arise.



A Full Service Commercial Real Estate Company

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LEASING

LEASING



LEASING

The complex process of leasing is an integral part of the services offered by **Elcan and Associates**. We have successfully negotiated leases in neighborhood centers to regional malls, as well as office complexes and warehouses.

Since its founding, **Elcan and Associates** has negotiated leases for national retailers with virtually all major mall developers in the nation, including *Simon, Urban Retail, Cafaro, Crown America, Wilmorite, Preit Rubin, Rouse* and others.

Elcan and Associates has also consummated leases with many of the largest shopping center developers in the country including *Developers Diversified Realty, Kimco, Hull Storey, Woodmont, Newton, Oldacre and McDonald, Currin Patterson, The Shopping Center Group, Helms Roark*, and multiple others.

We have primarily worked with national retailers such as *Dollar Tree, Kohl's, Rite Aid, Starbucks, Ralphs, Verizon, Office Depot*, and many others.



In negotiating leases, **Elcan and Associates** manages all aspects of the process, from the initial market survey, to outlining target leasing opportunities, to preparing Letters of Intent (LOI), and ultimately negotiating the lease on behalf of the client.

Many times these tasks are completed before the tenant has initially visited a potential market. This saves valuable

time for real estate representatives, as it enables them to quickly analyze the market, review specific leasing opportunities and understand the landlord's terms and price structure.

Our experiences as Developer/Landlord and working directly for retailers allow us to better understand both perspectives to more effectively negotiate leases.



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BROKERAGE



MANAGEMENT



BROKERAGE

Elcan and Associates provides brokerage services as an intermediary between sellers and buyers of real estate. We are in the unique position, because of our own real estate needs, of having extensive experience in the purchase and sale of property. Our clients benefit from our complete understanding of the pros and cons associated with buying and selling real estate.

When acting as a broker, we assist sellers in marketing their property and selling it for the highest possible price. Conversely, when acting as a buyer's agent, we assist buyers by helping them purchase property for the lowest possible price.



MANAGEMENT

Elcan and Associates provides property management services in the form of operation, control, and oversight of commercial and residential real estate. **Elcan and Associates** performs the following actions as property managers:

- ▶ Collecting rent, CAM, taxes and insurance from tenant(s)
- ▶ Contracting for regular maintenance care services
- ▶ Mitigating and remedying any maintenance issues
- ▶ Ensuring property is in fully operational condition at all times
- ▶ Preparing year end CAM, taxes and insurance reconciliation statements for each tenant and collecting any shortfalls that may exist
- ▶ Negotiating and binding the best insurance coverage at the most aggressive price from a pre-approved list of companies
- ▶ Challenging all tax bills that the company believes are questionable in order to maintain the lowest possible Ad Valorem taxes
- ▶ Managing the accounts and finances of each property as well as providing quarterly and year end comprehensive statements to the owners



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OUR
CLIENTS



Our Clients

Built from the Ground Up.

 Elcan and Associates, INC.

RETAILERS WE HAVE WORKED WITH

Elcan and Associates skillfully manages the complexities of development, leasing, and brokerage while building strong alliances with our clients that result in long-term relationships. Elcan and Associates includes among its tenured client base some of the most recognized names in retail:



Our National Developments

Building Nationwide Everyday.

 Elcan and Associates, INC.



 *Flags Mark the Developments
Successfully Completed By
Elcan and Associates*



OUR NATIONAL
DEVELOPMENTS



ALABAMA

Anniston
Athens
Auburn
Cullman
Daphne
Decatur
Dothan
Florence
Gadsden
Huntsville
Mobile
Montgomery
Muscle Shoals
Opelika
Phoenix City
Prattville
Selma
Talladega
Tuscaloosa

ARKANSAS

El Dorado
Fort Smith
Hot Spring
Monticello
Pine Bluff
Springdale
Texarkana

CALIFORNIA

Bakersfield
Anderson
El Centro
Escalon
Needles
North Highlands
Sacramento
Vacaville
Willows

COLORADO

Grand Junction
Greely
Pueblo

FLORIDA

Cape Coral
Crystal River
Daytona
Fort Myers
Fort Pierce
Fort Walton
Gainesville
Hudson
Leesburg
Largo
Lake City
Mary Esther
Melbourne
Merritt Island
Naples
Ocala
Orange City
Orlando
Palatka
Palm Harbor
Panama City
Pensacola
Port Charlotte
Sanford
Sarasota
Spring Hill
St. Augustine
St. Petersburg
Stuart
Tallahassee
Titusville
Venice
Vero Beach

West Palm Beach

GEORGIA

Albany
Athens
Atlanta
Augusta
Brunswick
Camilla
Columbus
Douglas
Gainesville
Hazelhurst
Jonesboro
LaGrange
Macon
Rome
Savannah
Valdosta
Warner Robbins
Waycross

IDAHO

Coeur d'Alene
Idaho Falls
Lewiston
Mountain Home
Pocatello
Twin Falls

INDIANA

Brownsburg
Evansville
Hammond
Indianapolis
Marion
Muncie
New Castle
Richmond

ILLINOIS

Alton
Bloomington
Carbondale
Chicago
Danville
Decatur
Freeport
Galesburg
Kankakee/Bradley
Moline
Pekin
Peru
Quincy
Rockford
Sterling

IOWA

Burlington
Clinton
Council Bluffs
Des Moines
Dubuque
Fort Dodge
Marshalltown
Mason City
Ottumwa
Sioux City
Waterloo
West Des Moines

KANSAS

Hutchinson
Lawrence
Ashland
Georgetown

KENTUCKY

Ashland
Georgetown

Hopkinsville
Louisville
Mount Sterling
Paducah

LOUISIANA

Alexandria
Baton Rouge
Bossier City
Houma
Lake Charles
New Iberia
New Orleans
Opelousas
Shreveport
Slidell

MAINE

Windham

MARYLAND

Cumberland
Hagerstown

MASSACHUSETTS

Hadley
Lanesborough
Pittsfield

MICHIGAN

Adrian
Bay City
Benton Harbor
Houghton
Iron Mountain
Latham
Lockport
Niagara Falls
Niskayuna
New Hartford
Olean
Oneonta
Plattsburg
Queensbury
Rensselaer
Rome
Rotterdam
Saratoga
Schenectady
Springs
Utica
Watertown

MINNESOTA

Wilmar

MISSISSIPPI

Biloxi
Clinton
Columbus
Hattiesburg
Jackson
Gautier
Greenville
Hendersonville
Hillsborough
Kinston
Lumberton
Pembroke
Rocky Mount
Salisbury
Sylva
Weaverville
Wilson

MISSOURI

Bridgeton
Jefferson City
Jennings
Joplin
St. Joseph
St. Louis
Springfield

MONTANA

Butte
Great Falls
Helena
Kalispell
Missoula

NEBRASKA

Grand Island

Norfolk
North Platte

NEVADA

Fernley

NEW HAMPSHIRE

Goffstown
Hudson
Plymouth

NEW MEXICO

Roswell

NEW YORK

Auburn
Clifton Park
Cortland
Fredonia
Geneva
Hamburg
Horseheads
Ithaca
Johnson City
Kingston
Lakewood
Latham
Lockport
Niagara Falls
Niskayuna
New Hartford
Olean
Oneonta
Plattsburg
Queensbury
Rensselaer
Rome
Rotterdam
Saratoga
Schenectady
Springs
Utica
Watertown

NORTH CAROLINA

Ahoscie
Asheboro
Ashville
Charlotte
Durham
Goldsboro
Hendersonville
Hillsborough
Kinston
Lumberton
Pembroke
Rocky Mount
Salisbury
Sylva
Weaverville
Wilson

NORTH DAKOTA

Bismarck
Grand Forks
Minot

OHIO

Alliance
Ashtabula
Beaver Creek
Chillicothe
Cincinnati
Columbus
Dayton
Defiance
Findley
Kent
Kettering

SOUTH DAKOTA

Ashland
Rapid City

Lima
Marion
Miamisburg
Middletown
New Philadelphia
Newark
Piqua
St. Clairsville
Sandusky
Springdale
Springfield
Tiffin
Troy
Wheelersburg
Wooster
Xenia
Youngstown

OKLAHOMA

Bartlesville
Enid
Lawton
Moore
Muskogee
Norman
Oklahoma City
Ponca City
Stillwater
Tulsa

OREGON

Florence

PENNSYLVANIA

Altoona
Bloomsburg
Bridgeport
Chambersburg
Cranberry
Erie
Frackville
Franklin
Greensburg
Hanover
Hazelton
Hermitage
Indiana
Johnstown
Lebanon
Lower Burrell
Meadville
New Castle
Philadelphia
Pittsburgh
Punxsutawney
Scranton
Selinsgrove
Uniontown
Wilkes-Barre
York

SOUTH CAROLINA

Aiken
Anderson
Beaufort
Charleston
Florence
Greenwood
Greer
Murrell's Inlet
North Myrtle Beach
Orangeburg
Rock Hill
Sumter

SOUTH DAKOTA

Ashland
Rapid City

TENNESSEE

Alcoa
Bartlett
Bristol
Chattanooga
Cleveland
Columbia
Cookeville
Cordova
Greeneville
Hendersonville
Johnson City
Kingsport
Knoxville
Memphis
Morristown
Nashville
Paris
Savannah
Springfield

TEXAS

Beaumont
Bellmead
Brownsville
Cleburne
Corsicana
Denton
Edinburg
Galveston
Greenville
Harlingen
Lake Jackson
Longview
Laredo
Midland
Odessa
Paris
San Angelo
Sherman
Temple
Texarkana
Victoria
Waco
Weatherford

VIRGINIA

Danville
Hampton

WASHINGTON

Ephrata
Port Angeles
Richland
Union Gap
Walla Walla
Wenatchee
Yakima

WEST VIRGINIA

Beckley
Bluefield
Bridgeport
Martinsburg
Morgantown
Vienna

WISCONSIN

Fond du Lac
Janesville
Manitowac
Osh Kosh
Sheboygan

WYOMING

Casper
Cheyenne



A Sample of Our Work

The Finished Product.

E&A Elcan and Associates, INC.





OUR
PORTFOLIO



OUR
PORTFOLIO



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