

BUILDING
NATIONWIDE
EVERYDAY



Elcan and Associates, INC.

❖ *Elcan And Associates HQ
Mobile, AL*





WHO
WE ARE



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

Elcan and Associates provides a complete range of services necessary for the development, brokerage, leasing and management of commercial, multi-family, senior housing and self storage real estate developments. Through our extensive development experience, **Elcan and Associates** has built a reputation of exceeding client and partner expectations. **Elcan and Associates** consistently delivers quality, cutting-edge solutions to the

development and construction of each project with dedication to excellence for our partners and clients. Our annual commitments are based upon our clients' goals, store opening timelines and our partner expectations. With our distinction for high standards of excellence, **Elcan and Associates** is your ideal choice to achieve your, or your company's, goals.

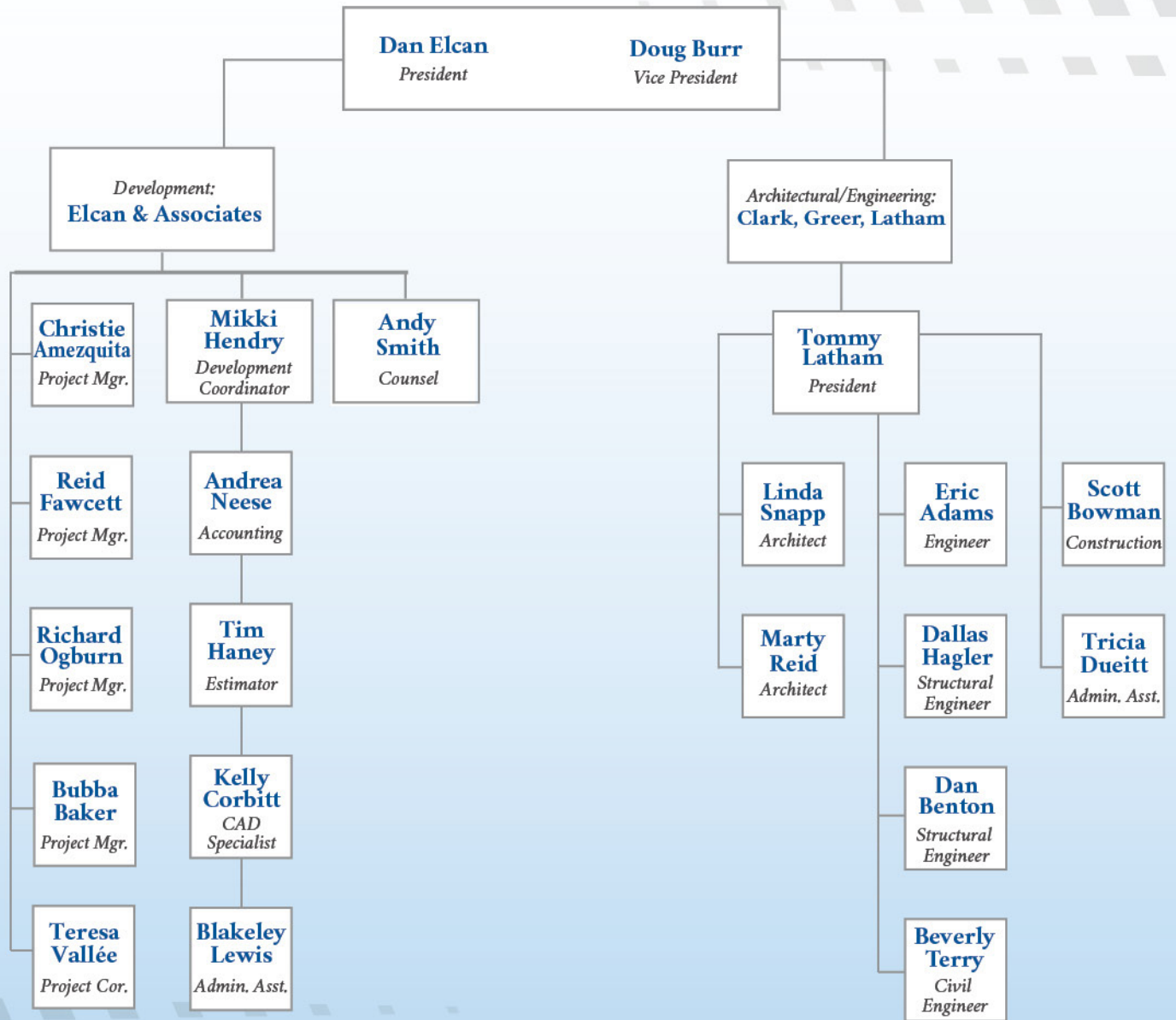
We look forward to the opportunity of working together in the near future.

🏡 *Elcan and Associates HQ
Mobile, AL*





DEVELOPMENT TEAM





DEVELOPMENT TEAM

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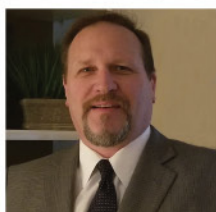
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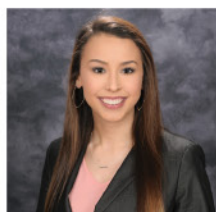
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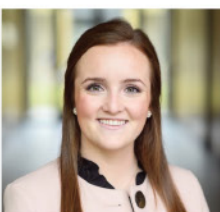
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OFFICE STAFF

PROJECT MANAGERS



Our National Developments

Building Nationwide Everyday.





OUR NATIONAL
DEVELOPMENTS



ALABAMA

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

ARKANSAS

El Dorado
Fort Smith
Hot Spring
Monticello
Pine Bluff
Sherwood
Springdale
Texarkana

CALIFORNIA

Bakersfield
El Centro
Escalon
Galt
Modesto
Needles
North Highlands
Sacramento
Vacaville
Willows

COLORADO

Grand Junction
Greely
Pueblo

FLORIDA

Cape Coral
Chipley
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
Eatonton
Ellaville
Folkston
Gainesville
Grovetown
Hazlehurst
Hinesville
Jesup
Jonesboro
LaGrange
Lake City
Macon
Pooler
Rome
Sandersville
Savannah
Thomson
Valdosta
Warner Robbins
Waycross
Waynesboro

IDAHO

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

INDIANA

Anderson
Brownsburg
Columbus
Evansville
Goshen
Hammond
Indianapolis
Marion
Muncie
New Castle

Richmond
Rushville
St. John
Terre Haute

ILLINOIS

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

IOWA

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

KANSAS

Hutchinson
Lawrence
Ottawa
Shawnee

KENTUCKY

Ashland
Georgetown
Hopkinsville
Louisville
Mount Sterling
Paducah

LOUISIANA

Alexandria
Baker
Baton Rouge
Bossier City
Houma
Lake Charles
Monroe
Natchitoches
New Iberia
New Orleans
Opelousas
Shreveport
Slidell
Zachary

MAINE

Dexter
Windham

MARYLAND

Cumberland
Hagerstown

MASSACHUSETTS

Hadley
Lanesborough
Pittsfield

MICHIGAN

Adrian
Bay City
Benton Harbor
Houghton
Iron Mountain
Marquette
Monroe
Niles
Owosso

MINNESOTA

Wilmar

MISSISSIPPI

Biloxi
Canton
Clinton
Columbus
Eupora
Hattiesburg
Jackson
Gautier
Greenville
Gulfport
Lucedale
Meridian
Natchez
Pascagoula
Richland
Ridgeland
Starkville
Tupelo
Vicksburg
Water Valley
West Point

MISSOURI

Bridgeton
Cool Valley
Florissant
Fulton
Jefferson City
Jennings
Joplin
Moberly
St. Joseph
St. Louis
Springfield
Troy
University City

MONTANA

Butte
Great Falls
Helena
Kalispell
Missoula

NEBRASKA

Grand Island
Norfolk
North Platte

NEVADA

Fernley

NEW HAMPSHIRE

Bridgeton
Goffstown
Hudson
Plymouth

NEW JERSEY

Whiting

NEW MEXICO

Roswell
Silver City

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

Ahokie
Asheboro
Asheville
Charlotte
Concord
Durham
Gastonia
Greensboro
Greenville
Hendersonville
Hillsborough
Kinston
Lumberton
Moyock
Pembroke
Rocky Mount
Salisbury
Sylva
Tarboro
Weaverville
West Jefferson
Wilmington
Wilson

NORTH DAKOTA

Bismarck
Grand Forks
Minot

OHIO

Alliance
Amelia
Ashtabula
Beaver Creek
Canton
Chillicothe
Cincinnati
Columbus
Dayton
Defiance
Findley
Greenville
Hamilton
Kent
Kettering
Lima
Marion
Mason
Miamisburg
Middletown
Milford
New Philadelphia
Newark
Piqua
St. Clairsville
Sandusky
Sidney
Springdale
Springfield
Tiffin
Troy
Washington Court House
Wheelersburg
Wooster
Xenia
Youngstown

Indianapolis
Johnstown
Lebanon
Lower Burrell
Meadville
New Castle
Philadelphia
Pittsburgh
Punxsutawney
Scranton
Selinsgrove
Uniontown
Wilkes-Barre
York

RHODE ISLAND

North Providence
Warwick

SOUTH CAROLINA

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

SOUTH DAKOTA

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

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

Galveston
Greenville
Harlingen
Lake Jackson
Longview
Laredo
Midland
Odessa
Paris
San Angelo
San Antonio
Sherman
Temple
Texarkana
Victoria
Waco
Weatherford
Wylie

RHODE ISLAND

North Providence
Warwick

SOUTH CAROLINA

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

SOUTH DAKOTA

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

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

VIRGINIA

Danville
Hampton

WASHINGTON

Ephrata
Port Angeles
Richland
Union Gap
Walla Walla
Wenatchee
Yakima

WEST VIRGINIA

Beckley
Bloomsburg
Bluefield
Bridgeport
Martinsburg
Morgantown
Vienna

WISCONSIN

Fond du Lac
Janesville
Manitowac
Osh Kosh
Rib Mountain/
Wausau
Sheboygan

WYOMING

Casper
Cheyenne



Our Services

Include Development, Leasing, Brokerage & Management

 Elcan and Associates, INC.





OUR
SERVICES



DEVELOPMENT

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

- ▶ Reviewing all targeted cities, assessing specific markets, and identifying ideal locations.
- ▶ Drafting, negotiating and securing a purchase contractor 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 project.
- ▶ Leasing additional space in buildings to outside tenants when applicable.
- ▶ 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 development in a timely fashion.





BUILD TO SUIT AND FEE DEVELOPMENT

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

These two specialized development project types require intricate knowledge of the ideal site for each specific retailer as well as an in-depth understanding the target market.

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



DEVELOPMENT



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 500 developments in 43 states throughout the country, we are able to quickly identify and resolve any issues that may arise.





LEASING

The complex process of leasing is an integral part of the services offered by **Elcan and Associates**. We have successfully negotiated leases from neighborhood shopping centers to regional malls, as well as complexes, warehouses, multi-family apartments, self storage and senior housing.

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

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

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





LEASING



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.



BROKERAGE



BROKERAGE

Elcan and Associates can provide 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.





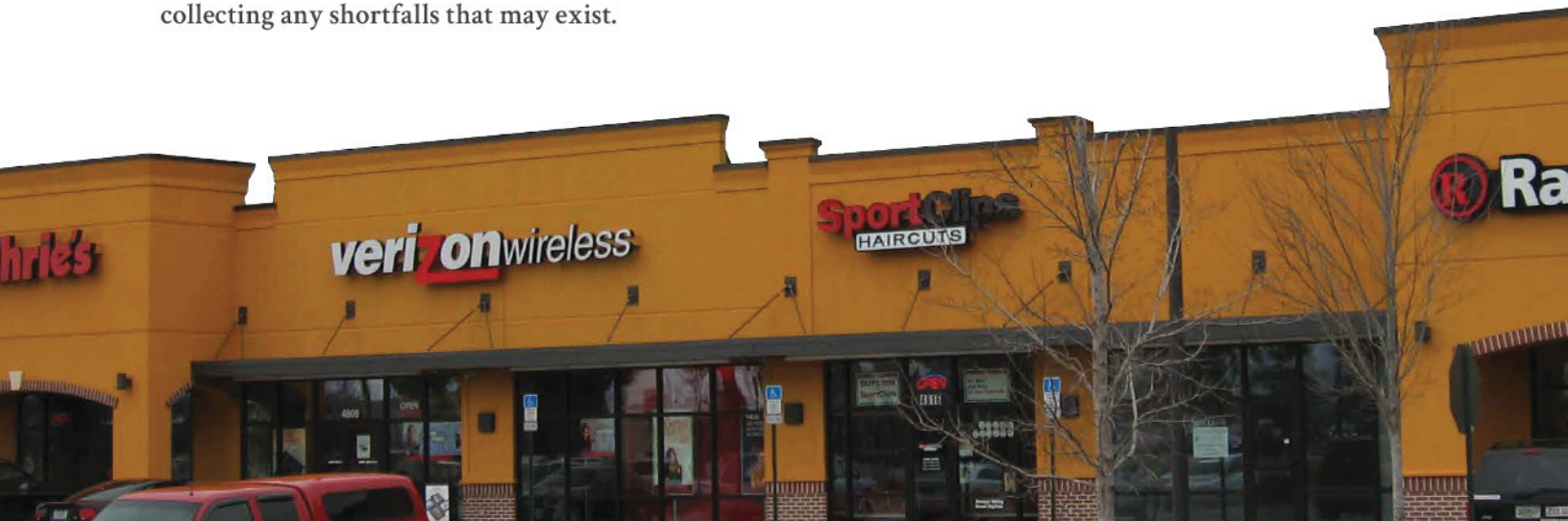
MANAGEMENT



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 quality insurance 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.



SENIOR HOUSING DEVELOPMENT

Kingsport, Tennessee

 Elcan and Associates, INC.





SENIOR HOUSING DEVELOPMENT

In 2017 **Elcan and Associates** built its first Senior Housing Facility in Kingsport, TN, The Blake at Kingsport (TBAK). With Elcan and Associates' extensive development experience, the Company elected to diversify into the rapidly expanding senior housing market.

The Blake at Kingsport provides a continuum of care from assisted living to memory care. The facility offers the newest amenities, finishes and modern décor. Despite the exceptional level of care and focus on hospitality, TBAK does not require buy-in fees, making it a surprisingly affordable option with more services than other communities.

The development is situated on 8.64 acres, and the building contains a total of 105,000 square feet of heated and cooled space. The structure has over 9,000 square feet of courtyards and in excess of 8,500 square feet of patios, porches, and porte-cochere. The facility has a total of 118 units consisting of 131 beds. There are 70 assisted living units and 48 memory care rooms.

Elcan and Associates is excited about continuing to grow its presence in the Senior Housing Development industry and is actively looking for future opportunities.



MEDICAL OFFICE DEVELOPMENT

Charlotte, North Carolina

 Elcan and Associates, INC.



not actual building, but representation.



MEDICAL OFFICE DEVELOPMENT

Elcan and Associates has diligently pursued expanding its development expertise into the healthcare field. The company is working to assist national and regional companies with its expansion needs that include: urgent care facilities, kidney dialysis centers, dental offices, and various other medical service companies.

In 2017, the Company built its first DaVita Kidney Dialysis Treatment Center in Charlotte, North Carolina. The building is DaVita's latest state-of-the-art kidney dialysis center that consists of 10,834 square feet - housing 31 patient stations, plus one private station. The clinic features a hard corner location near the Charlotte Airport and Downtown Charlotte's major demand generators which include The Bank of America Stadium, BB&T Ballpark, Spectrum Stadium, and the NASCAR Hall of Fame.

Furthermore, the population within a 5-mile radius of the facility exceeds 134,000 residents.

The building is located in an area of Charlotte where a void existed in DaVita's coverage. DaVita had tried for some time to secure an acceptable site in the market.

Elcan and Associates was able to consummate a contract, have the existing zoning changed, and ultimately develop the building for DaVita.



MULTI-FAMILY DEVELOPMENT

Mobile, Alabama





MULTI-FAMILY DEVELOPMENT

Elcan and Associates developed a unique multi-family apartment complex consisting of townhouses and garden homes in a four-plex and duplex setting. This is a dramatic difference from the usual two story and four story walk up style apartments that typically contain approximately 25 units per acre. In contrast, the apartments **Elcan and Associates** developed contain only seven units per acre with each unit having its own enclosed garage, no above or below neighbors, private front and back porches, and the ability to park 3 cars on each unit's driveway and in the enclosed garage.

In December 2020, the company completed the Cottages at Schillinger's Pointe. The development is a 180-unit Class-A, market-rate, town-home and garden home style apartment complex situated on 23.4 acres. The site is located within the northeast quadrant of Hitt Road and Schillinger Road in Mobile, Alabama.

The units are a mix of 2 bedrooms 2 bath, 1,127 sq ft units in a garden style floor plan and 3 bedrooms, 2.5 bath, 1,574 sq ft, apartments in a two story town home design. Each apartment has its own enclosed garage.

Unit features include: stainless steel appliances, granite counter tops, plank LVT floors, walk-in closets, ceiling fans, and private patios. Complex amenities include: gated entry, zero-entry swimming pool, aqua lounge with cabanas, outdoor gas fire pits, a dog park, walking / jogging trails, playground and clubhouse with coffee bar and lounge, fitness center, meeting space, and a game room.

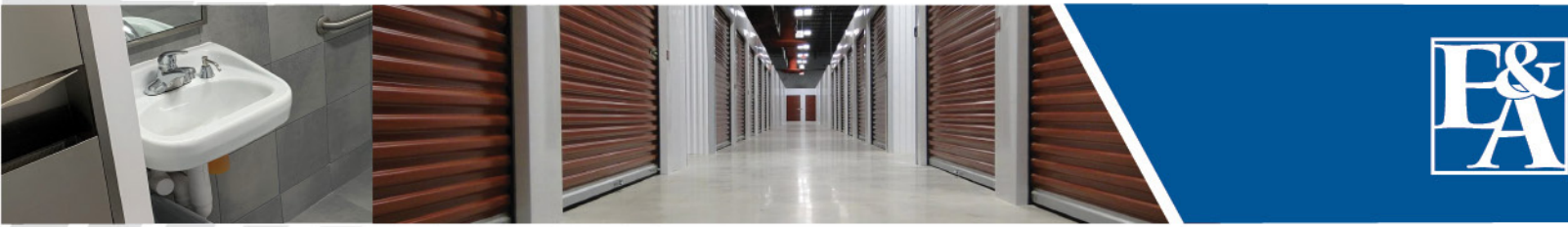
It is truly a low density, first class gated community marketing to professional adult families and active seniors.

SELF STORAGE UNITS DEVELOPMENT

Knoxville, Tennessee

 Elcan and Associates, INC.





SELF STORAGE UNITS DEVELOPMENT

After extensively researching the self-storage business and evaluating multiple markets, **Elcan and Associates** completed its first self-storage facility in February 2021, in Knoxville, TN. The building is a three-story, climate-controlled structure located on 2.3 acres of land and consisting of 714 storage units.

The Knoxville development contains all of the latest state of the art features including:

Convenience

- Clean and Affordable Storage Units
- Temperature Controlled Units
- Standard Variety Unit Sizes
- Dolly and Flatbed Carts For Free On-site Use
- On-site Management
- Well-Lit
- Business Deliveries Accepted

Accessibility

- Electronic Access With Code
- Daily Access Hours
- Secure Elevator Access

Security

- 24 Hour Recorded Cameras
- Disc Locks Used
- Tenant Protection Available for Belongings

Elcan and Associates' first investment in self-storage has proved to be quite successful, and the Company is currently planning to make further investments in this industry.

Our Clients

Built from the Ground Up.

 Elcan and Associates, INC.





OUR
CLIENTS



COMPANIES 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 recognizable names in the United States.



A Sample of Our Work

The Finished Product.

 Elcan and Associates, INC.





OUR
PORTFOLIO



» See more of our work at elcaninc.com





OUR
PORTFOLIO



» See more of our work at elcaninc.com



OUR
PORTFOLIO





OUR
PORTFOLIO



» See more of our work at elcaninc.com



OUR
PORTFOLIO



*BUILDING
NATIONWIDE
EVERYDAY*



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elcaninc.com

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 Elcan and Associates, INC.

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