

NON-PROFIT OCCUPIER REAL ESTATE SERVICES

WHY IT MATTERS:

Non-profit space occupiers (e.g., universities, transit agencies) focus on executing their core mission and providing their baseline service. However, effective management of occupied real estate can help to reduce occupancy costs, increase employee efficiency, and ultimately enhance the organization's ability to execute its mission.

Utilizing an independent advisor eliminates the conflicts that arise when strategic decisions are formed by firms who may also be involved as service providers executing the strategy.

WHAT WE DO:

Strategy development: Bard works with in-house staff to refine organizational objectives for its occupied real estate and develop an optimal strategy to achieve those objectives. In developing the strategy, we consider the organization's unique decision-making processes and funding sources.

Market surveys: Bard undertakes market surveys to assess potential lease/purchase/sale options.

Financial modeling: With staff, Bard determines various scenarios to be analyzed. Bard then obtains the relevant inputs and creates tailored financial models with output that clearly demonstrates the extent to which the client's objectives are being met under various scenarios.

Evaluation of Alternatives: Bard assists in the evaluation of responses from the market, including lease proposals, purchase or sale offers, and development proposals.

Negotiation Support: Bard works with staff and in-house or external legal advisers to negotiate leases, purchase and sale agreements, and other real estate agreements.

Bard Consulting has assisted occupiers of approximately 700,000 square feet analyze lease/purchase/sale alternatives for approximately 2 million square feet of existing buildings and 15 development sites.

Bard Consulting specializes in providing unconflicted real estate consulting services to institutional investors regarding their investments and to non-profit occupiers regarding their space use. Our services are tailored to the specific needs of each assignment.

- Fee Calculations, Performance Measurement, and Other Quantitative Issues
- Investment Vehicle Due Diligence
- Real Estate Asset Due Diligence
- Portfolio Management Assistance
- Investment Manager Operations Reviews
- Fiduciary Opinions of Related-Party Transactions
- **Non-Profit Occupier Real Estate Services**