

MEANS • KNAUS P A R T N E R S

Real Estate Excellence Built on Experience

For Years Means Knaus Partners Has Provided
Comprehensive Facility-Management for Corporate
Clients who Demand High Levels of Facility Services
and Increased Value from Their Real Estate Assets.





THE RIGHT DECISION FOR YOUR FACILITY NEEDS

Means Knaus Partners distinguishes itself from competitors with core practices encompassing –

Principal Commitment

MKP only accepts assignments which allow its principals to be personally committed to strategy and execution providing a full service single point of leadership and accountability.

Local Knowledge and Experience

MKP, through its broad network of professionals, developed over three decades, ensures that clients needs are met utilizing the most qualified professionals. This process, offers the ultimate in dynamic and flexible solutions.

Access to a Creative Team

Our long history of real estate ownership has created a culture focused on value creation with respect to real estate objectives. “Unbundling” of the build-to-suit process; own vs. lease, buy-out vs. sub-lease, core vs. flexible space analysis; management and operating expense audits represent a few approaches to value creation utilized by MKP.

History of Enduring Relationships and Trust

Only after relationships survive the cycles of change, challenge, growth and contraction can they truly be described as enduring and trustworthy. This characteristic is the very heart of MKP.

Enhanced Real Estate Operating Efficiency and Productivity

Achieving the optimal result for corporate clients comes with a thorough knowledge of clients and their goals. Sensitivities to lower operating costs, increased employee productivity, safety, approval processes and how to best achieve optimal results under differing circumstances.

Consider the possibilities: Fewer business distractions, better building services, lower business costs, heightened asset performance, sustained real-estate value – and happier, safer, more productive workers.

At Means Knaus Partners, we provide creative, full-service solutions for our clients. We look beyond individual transactions to deliver services consistently distinguished by their efficiency, intelligence and completeness.

Which is why it will come as no surprise to learn that we're accomplished facility managers.

MKP's Facility Management group supplies a comprehensive program for the top-to-bottom management of complex business facilities, however large or small.

In fact, our portfolio of successfully managed and properties facilities offers ample evidence that, if you've not yet discussed our management capabilities, you're probably missing a considerable opportunity.

And why do we say that?

Because we know facility management is not your business of choice. In fact, your corporate mission statement doesn't even mention grounds keeping, building security, deli operations, parking services, the maintenance of commercial electrical, water or HVAC systems – or any of a hundred other facility management tasks.

Our mission statement does.

OUR EXPERTISE BEGINS RIGHT WHERE YOU NEED IT

Your MKP Facility Management transition begins with the development of a Business Plan created specifically for your property. Facility specialists review your property to create strategic recommendations and goals regarding its operation. Once you've reviewed and approved the plan, our representatives implement the plan using Best Practices developed over 35 years in the areas of –

- Strategic Facility Planning and Space Standards
- Lease Administration and Analysis
- Site Selection
- Real Estate Development
- Construction Management
- Acquisition – Build to Suit Analysis
- Financing
- Operating Expense Analysis and Reduction

We take every management component into consideration, from governmental policies to landscaping, from facility maintenance to building vendors and their contracts, all to ensure your property is kept in Prime Condition in accordance with business goals, policies and guidelines.

At MKP, our principal goal is always to increase the profitability and productivity of valued clients. We measure our performance by the success and satisfaction you enjoy, and by nothing else.

Take a look at the corporate symbols reproduced on these pages. Together they present a sampling of the

clients for whom we have optimized real estate performance.

The people of Means Knaus Partners welcome the opportunity to advance your facility planning and performance goals. Together we can achieve measurable results for you and your real estate endeavors.

FACILITY MANAGEMENT AND PLANNING

- Property Appearance and Curb Appeal
- Building Systems and Operations
- Building Equipment Warranty Administration
- Preventative Maintenance
- Capital Improvements
- Code Compliance
- Space Standards

CONSULTING

- Energy Management
- Environmental Assessments
- Property Conditions Assessment
- Contract and Vendor Management
- Lease Administration and Analysis

**REAL ESTATE DEVELOPMENT,
ACQUISITIONS AND FINANCE**

- Site Selection
- Land Development
- Build to Suits
- Construction Management
- Financing


ACCOUNTING AND FINANCIAL REPORTING

- Cost Controls and Operating Budgets
- Operating Expense Analysis and Reduction
- Performance Benchmarking
- Sale/Lease Back Analysis

RISK MANAGEMENT

- Security
- Emergency and Life Safety
- Insurance





A Matter of Experience

The undeniable advantages that Means Knaus Partners offers its clients are firmly grounded in the experience of its leadership. Collectively, the proven experience of the MKP team can be measured not in mere decades, but centuries.




Each member of MKP's senior management team possesses more than 35 years of experience in the real estate arena. This exceptional team has fueled the development, acquisition, disposition, management and leasing of more than 300 million square feet of commercial real estate, in 65 cities, with a value in excess of \$3 billion.



Since the company's founding, the leaders of Means Knaus Partners have helped their clients succeed time and time again, under the most demanding circumstances, and across virtually every market condition imaginable. Thanks to this kind of experience, no challenge is too big, and no detail too small.



Most certainly, any real estate firm's experience can be quantified over time. It is the quality of MKP's experience that is truly immeasurable.



The dedicated professionals at Means Knaus Partners are eager to assist you in revolutionizing what you demand from your facility management program. Please contact us by phone or email for more information:

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