

FAS Construction Management

Services in Mexico

Who We Are

Founded in 1995, FAS Construction Management is a professional services team dedicated to minimizing commercial construction risk for lenders and investors throughout North and South America and the Caribbean.

Our Philosophy

To produce solutions for our commercial lending and investment clients which minimize construction risk, maximize operational efficiencies, and ultimately have a positive impact on our client's bottom-line.



FAS – Approach

Construction Risk Management (CRM)

1. Review contract documents prior to Estimated Project start-up or loan closing
2. Identify items that may cause significant problems
3. Offer a recommended solution to these problems
4. Give clients and their development partners the opportunity to clarify or revise contract documents prior to the closing and/or construction
5. By assuming the management of construction risks, we allow clients more time to focus on their core business strengths and thereby enjoy tremendous gains in operational efficiency



FAS – Unique Approach

Mexico's Funding Processes

Challenge:

- Construction funding processes for Mexico vary from those generally accepted by lenders and developers in the United States.

Solution:

- Assist from the due diligence process thru construction conclusion.
- FAS developed electronic Applications for Payment procedures (similar to the AIA format).
- These procedures integrate the local Mexico payment processes into those accepted by U.S. lenders and developers.
- FAS bridges the SAP for lending (plus equity) institutions waiting to lend money across the border.



FAS – Benefits

- **Risk Mitigation – Preventative Intervention**
- **Experienced Bi-lingual Architectural and Construction Staff**
- **US & International Coverage**
- **Single Point-of-Contact**
- **Standardized Reporting**
 - With both written and photographic progress reports
- **Web Reporting / Central Data Repository**
 - All of FAS's services offer a unique internet-based management tool that provides clients with the ability to oversee multiple complex portfolios and reporting requirements with the simple click of a button.
 - An online database of text, reports, and visuals for the client's unlimited and confidential access is available at all times.
- **Scopes of Work Flexible to Meet Client Needs.**



FAS – Qualifications

- **FAS Professionals' Expertise**

- Architecture, engineering, construction, construction management, real estate, accounting, banking/finance and information technology
- With this breadth of experience at its core, FAS develops and delivers faster, better and more efficient solutions.

- **FAS Clientele**

- FAS is an active member of the commercial construction, resort and small business market, with a clientele base that includes many National & International financial institutions, REITs and real estate developers.



FAS – Scope of Services

Construction Risk Management (CRM)

FAS's CRM services for bank and non-bank lenders include:

- **Initial Estimated Project Reviews (IPR)**
 - Determine level of risk and completeness of construction contract documents and relative viability of construction pricing compared to market experience.
- **Pay Application Reviews (PAR)**
 - Monitor actual Estimated Project progress from a construction cost and schedule basis prior to distribution of funds.
- **Full CRM**
 - Direct management of all construction loan funding and disbursement of payments to contractors and suppliers.
 - FAS' Construction Risk Management service is proactive risk management whereas a bond is a reactive damage management. Many of FAS' clients utilize the CRM service offering in lieu of a bond on construction projects.
 - Oversight protecting securitization of funds to the projects.



FAS – Scope of Services

Additional Services

FAS's additional services for lenders, owners and developers include:

- **Construction Management Advisor (CMA)**
 - Assist development clients with contract documents and selection criteria for architectural/engineering, general contractors and/or multi-prime trade contractors.
 - Protect clients by analyzing bids and contracts for construction, administering the contracts, monitoring the construction schedule and collecting required documentation to process contractor pay applications.
- **Construction Management with Fee at Risk (CM at Risk)**
 - Sole and direct management of all construction related tasks from conceptual design to completion.



FAS – Scope of Services

Additional Services *continued...*

FAS's additional services for lenders, owners and developers include:

- **Property Condition Assessment (PCA) Reporting**

- Conduct and deliver online reports for property inspections of office, retail, industrial, hotel and multi-family real estate portfolios.
- To meet yearly reporting requirements, every property can be scheduled on a subscription basis for re-inspection as required.
- Develop cost of repair
- Develop Capital Reserve Analysis
- Provide photos of property
- Identify with develop list of immediate repair along with estimated cost.



FAS – Scope of Services

Additional Services *continued...*

FAS's additional services for lenders, owners and developers include:

- **Design oversight and coordination**
 - Support the design component by developing and tracking milestones.
 - Value engineering
 - Bid documents
 - Bidding
 - Contract negotiation



Some Estimated Project Locations

Mexico



FAS – Sample Projects

Resort and Hotel

- **Esperanza Resort – Los Cabos**
- **Cabo Azul Resort – Los Cabos**
- **Villas del Mar – Los Cabos**
- **Paraiso del Mar Residential and Golf Resort – La Paz**
- **Real Ocho – Mexico City**
- **Chileno Bay – Los Cabos**
- **Icon Vallarta – Puerto Vallarta**
- **Los Veneros – Puerto Vallarta**
- **Punta Mar – Acapulco**
- **Playa Del Carmen Punta Maroma – Riviera Maya**



Resort and Hotel

Esperanza Resort – Los Cabos



UPPER RESIDENCE CLUB POOL with Palapa Bar & Grill and views.

TWO & THREE BEDROOM RESORT VILLAS

MEMBERS CLUB ROOM with snack bar, toddler play room & wine room.

WATERFALL POOL

BEACHFRONT THREE-BEDROOM LUXURY VILLAS

BEACHFRONT RESIDENCE CLUB POOL with Palapa Bar and Grill

ACCESS TO OVERLOOK AND FIREPIT

HOTEL PLAZA LOBBY

MAIN ENTRY

FOUR-BEDROOM LUXURY VILLAS

SPA TREATMENT FACILITY with steam caves, watsu pool & private gardens

FITNESS CENTER & YOGA ROOM

MAIN RESORT AUTO COURT

HOTEL CASITAS

BEACHFRONT HOTEL VILLA

HOTEL POOL WITH LAWN TERRACES

BEACH ACCESS

BEACHFRONT RESTAURANT & OUTDOOR DINING TERRACES



Resort and Hotel

Cabo Azul Resort Phases I & II – Los Cabos



Resort and Hotel

Villas del Mar – Los Cabos



Villas Del Mar
LOS CABOS, MEXICO



Resorts and Hotel

Paraiso del Mar Residence & Golf Course – La Paz



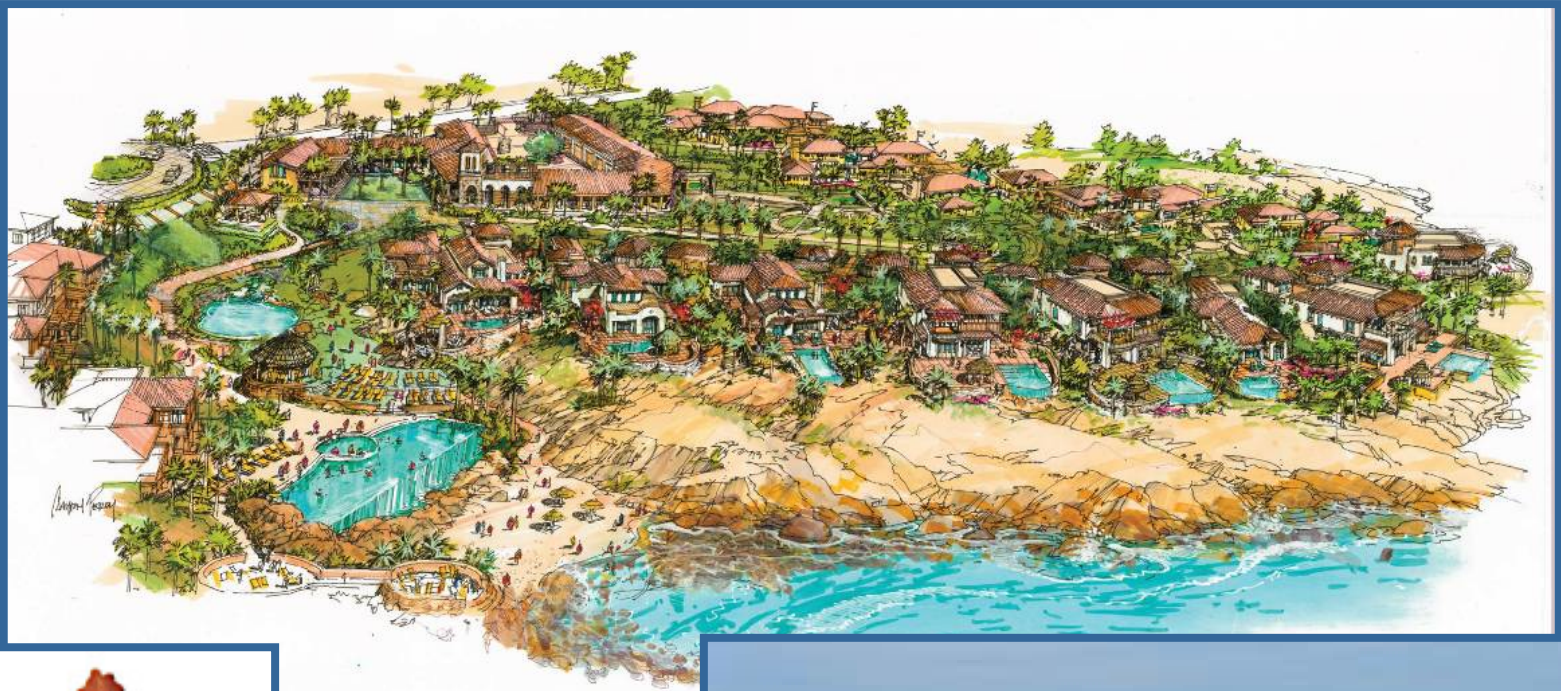
Resort and Hotel

Real 8 – Mexico City



Resort and Hotel

Chileno Bay – Los Cabos



CHILENO BAY



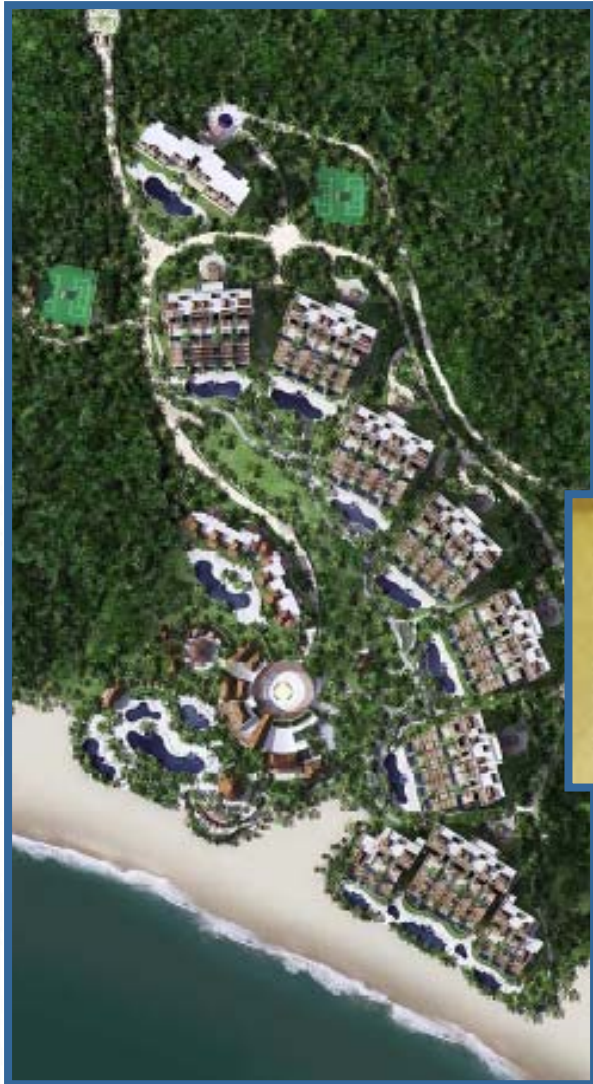
Resort and Hotel

Icon Vallarta – Puerto Vallarta



Resort and Hotel

Los Veneros – Puerto Vallarta



PACIFICO ILLUSTRATION

PENTHOUSE 2 FLOORS

LEVEL 3

LEVEL 2

LEVEL 1

GARDEN



Resort and Hotel

Playa del Sol – Puerto Vallarta



PLAYA DEL SOL RESORTS



Resort and Hotel Inn at Mazatlan – Mazatlan



Resort and Hotel

Playa Del Carmen Punta Maroma – Riviera Maya



FAS – Sample Projects

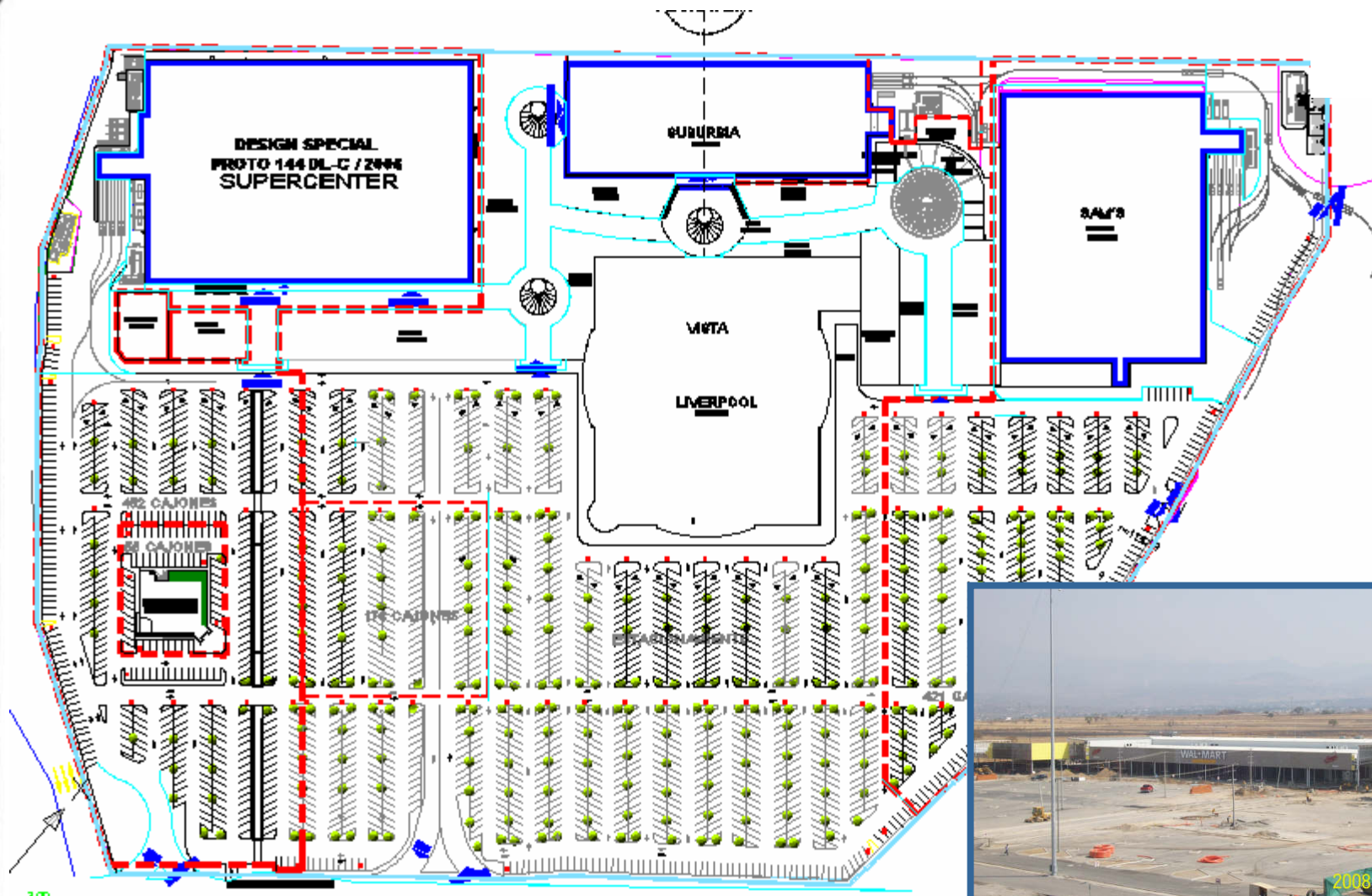
Retail

- **Plaza Cuautla – Cuautla**
- **Plaza Nuevo Laredo – Nuevo Laredo**
- **Centro Comercial Palmira – Ciudad del Carmen**



Retail

Plaza Cautla – Cautla



Retail

Plaza Nuevo Laredo – Nuevo Laredo



WAL+MART
SUPERCENTER

PROYECTO:

SUPERCENTER NUEVO LAREDO
Tamaulipas

LÁMINA: 1

PERSPPECTIVA GENERAL 01

FOLIO:

1759

Retail

Centro Comercial Palmira - Ciudad del Carmen

CENTRO COMERCIAL PALMIRA

CIUDAD DEL CARMEN, CM



CENTROCOMERCIAL
CD. DEL CARMEN

20.04
2007



DISÑO
CONCEPTUAL

LAY OUT OPCION 10

01



FAS – Sample Projects

Residential Projects

- **Marshall Estimated Project – Nayarit**
- **Ackermanns Residential – Sayulita**
- **Casa Dell - Palmilla Oasis – Los Cabos**



Residential

Marshall Estimated Project – Nayarit



Residential

Ackermanns Residential – Sayulita



Residential

Casa Dell - Palmilla Oasis – Los Cabos



Various Clientele

International

- Deka Immobilien
- FRISA Constructora
- GE CRE Mexico
- GE CEF Mexico
- AIG
- Grupo Garza Ponce
- DTZ/Rockwood Mexico
- ING Clarion
- Finsa
- Walton Street Capital Mexico

US

- Kimco Realty Corp.
- CIM Group
- Capital Source Finance LLC
- MSD Capital L.P.
- International Store Design Best Buy
- Deutsche Bank
- EUROHYPO
- Meximae
- LaSalle Investments
- Wachovia



Thank You & Next Steps

Thank You.
We are ready to be your partner.

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