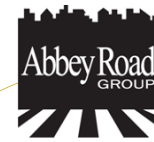


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Creating the Communities of Tomorrow, Today!

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- Land-development consulting
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- Survey services
- TESC Inspections
- Water-quality inspections

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SOCIAL NETWORKING CREATES OPPORTUNITY

As our economy begins to recover from the recent downturn, it is the perfect time to take advantage of the many social networking opportunities that are available within our communities. **Networking** has become a buzzword in our culture, with internet-based social networking sites becoming the rage. While internet networking works well for some industries and individuals, in land development, reputation is everything. Word-of-mouth advertising and personal contact are the quickest and most direct way to make business connections.



Business networking and industry groups can be catalysts for partnerships, new business and name recognition. Every community has a wide range of organizations that meet the needs of differing businesses. Your local Chamber of Commerce, for example, provides business-to-business relationships that can provide valuable services as well as lead to potential new business. Industry groups such as the Master Builders Association provide focused networking opportunities with industry leaders and potential partners as well as new business opportunities. Networking opportunities also abound in professional associations such as the American Planning Association or the Project Management Institute.

Being a member of an organization and not actively participating is just like paying for the gym membership you never use - it is a waste of money! Active membership in business organizations allows you to target specific audiences with specific information which better server your marketing efforts. Active involvement not only increases the recognition of your company and product, but it also builds mutually beneficial relationships that keep businesses strong. Your best assets are a great reputation and the referrals your reputation brings!

INSIDE THIS ISSUE:

- 1 CEO's Corner: Managing your Cash Flow
- 2 Development Engineering The Abbey Advantage
- 3 Low-Impact Development (LID) Engineering Services
- 4 Social Networking Creates Opportunity

CEO'S CORNER: MANAGING YOUR CASH FLOW

It appears that some land developers were not effective in planning for the long-term financial security of their projects during our recent economic boom. Many developers relied heavily on the seemingly endless supply of credit and an eager stream of buyers to move them from one project to the next. In addition, now that buyers are unwilling to pay top dollar, developing and funding budgets has become especially difficult. It can be said that cash flow has become a "cash trickle".



This lack of cash flow means that developers, property owners and banks are left with planned and progressing projects for which they may not have the funds to complete. This predicament may leave developers unable to advance on projects until they are able to finish and sell their present inventory.

During times of inconsistent cash flow, developers must carefully choose where their limited finances go. This means choosing which projects to advance and planning the steps necessary to complete them, based on available funding. So how do developers and property owners evaluate the tasks for a given project in order to determine if they should be actively pursued? There are many approaches to answering this question.

The first method could be referred to as the "check it off the list" method. This method calls for getting the most tasks accomplished within a restricted budget. For example, if five small tasks can be completed instead of just one big one it leads to a shorter "to-do" list in the future. The benefits to this are being able to check things off the to-do list, which is helpful very early on in a project, as well as toward the end. The downfall is that, many times, these quick tasks are less important to the overall outcome of the project, and they divert time, energy and money away from more important tasks.

The second method is the "get the most for your money" approach. This method calls for completing the largest tasks that can be afforded. This method works well in the middle of a project when major tasks need to be completed. The downfall to this method, however, is that since project tasks rely upon each other, one task may be complete, while another is left waiting for funding.

At the Abbey Road Group, we suggest a hybrid method that thoughtfully takes into account the present project situation, and the cash flow, to provide an efficient and effective use of project dollars. This method begins with an analysis of the project in order to determine what has been completed and what steps are still outstanding. Next, it is important to complete an analysis of the financing available through funding sources such as real-estate investment income, banks, financial institutions and cash on hand. Since the goal is to use available resources to their maximum potential, it is important to recognize how the steps of a process fit together, while determining the importance of each step to the project.

The outcome is a plan that makes common sense as well as financial sense for the advancement of the project. For example, if a single task that vests a project against code changes can be done with funds currently available, it is important to move forward on that task so that future costs can be reduced. Failing to act on such tasks now will lead to greater cost in the future for the project as a whole.

By efficiently planning how to use the development cash flow that is available, developers can make the most of their precious development dollars while advancing projects. – Gil Hulsmann



DEVELOPMENT ENGINEERING

Development Engineering

Development engineering is the process of combining data from multiple sources in order to prepare construction plans and exhibits used to obtain required permit approvals.

The process begins with reviewing site information, coordinating with the client or developer and the jurisdiction, in order to determine a plan of action for the project, known as the **scope of work**. This scope provides an overview of the intention or vision for the project, allowing all parties to work toward a common goal. The engineer coordinates with the client, project manager, jurisdiction and subconsultants in order to prepare a comprehensive set of construction plans. These plans are used for permit submittal throughout the development process.

The development engineer evaluates the site's grading, storm-water ponds and utilities, and prepares construction drawings to meet the intent for the development based on the jurisdiction's requirements. The engineer also reviews incoming plans and reports from subconsultants (such as geotechnical engineer and traffic) to ensure that plans are consistent and that drawings correspond as needed.

The engineer can also produce documents such as construction cost estimates, technical reports, environmental remediation plans, earthwork quantity figures, flood plain analysis, basin studies and more.



The Abbey Road Group Advantage

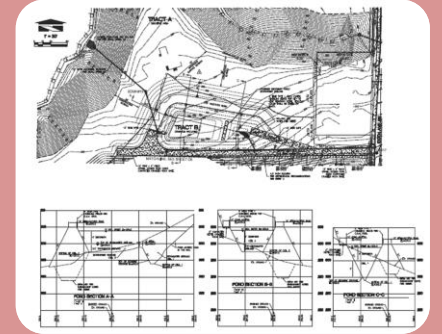
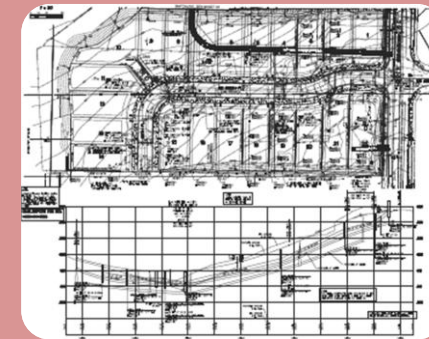
The Abbey Road Group offers complete development-engineering services to meet all of your land-development and permitting needs. By providing these services in-house, Abbey Road is able to provide clients with increased value and efficiency by designing from a mutual scope of work which decreases cost to our clients. This team approach quickly and efficiently provides necessary outcomes and deliverables. Our engineering team works with clients, project managers and jurisdictions to ensure that delivered drawings are prepared to the highest standards and meet the project's needs and the client's vision.

Our licensed professional engineer provides civil-engineering design and consulting services during all phases of your development. Services include planning and design of preliminary concepts to final grading, TESC, storm drainage (detention and water quality), road design, sanitary-sewer design, water design and franchise utility designs as required by the local jurisdiction and/or utility district. In addition to quality design work, our team provides the supporting reports, exhibits and calculations necessary for cost-effective project design.

Let the development engineering department at the Abbey Road Group provide more value for your development dollar while helping you to design your project!

Low-Impact Development

We also specialize in utilizing **Low-Impact Development (LID)** initiatives in order to enhance the natural environment while decreasing development costs. By taking advantage of LID techniques (such as using existing natural resources), we are able to mitigate erosion, flooding and water-quality issues before they become development problems. Our ecologically friendly methods improve land while protecting water and air quality, and promote the livability of the development. We utilize the existing environment and features of the ecosystem in conjunction with general site planning and engineering techniques in order to create well-rounded designs that are beneficial to the client, the jurisdiction and the community as a whole.



Engineering services for your land-development projects include:

- Commercial facilities
- Commercial, retail and business parks
- Complex sensitive areas
- Industrial facilities
- Large-scale transportation
- Mixed-use development
- Multi-family development
- Public works
- Residential subdivisions
- Single-family homes
- WSDOT plans

We offer a diverse and comprehensive range of development and engineering services for both public works and private development.

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| <ul style="list-style-type: none"> • As-built drawing preparation • As-built survey map preparation • Bid-selection process • Bond preparation and recovery • Clearing and grading permits • Community meetings • Construction specifications • Development-cost estimating • Drainage-basin studies • Earthwork quantities • FDC/fire underground permits • Feasibility studies • Fire-hydrant permits • Flood-plain analysis • GIS map preparation • 3D grading-plan design & permits • Horizontal control plan • Land-development consulting • Land reclamation • Level 1 downstream-drainage analysis | <ul style="list-style-type: none"> • Low-Impact Development (LID) storm water design • NPDES permits • Permit expediting • Pothole analysis • Pre-application submittals • Preliminary engineering designs • Preliminary plat map • Preliminary site design • Preliminary-utility plan design • Project-coordination meetings • Public hearings • Pump stations • Right-of-way use permit & dedication • Road-frontage plan design • Road-plan design • Sanitary development agreements • Sanitary sewer-pressure main design • Sanitary sewer-main design & permits • Sanitary side-sewer permit | <ul style="list-style-type: none"> • Sight-distances studies • Site-development permit applications • Site-engineering permits • Site-pavement plan design • Site-plan design • Site structural-wall plan design • Slope analysis • Storm-drainage analysis • Storm-drainage plan design & permits • Storm-drainage vault design & permits • Storm-Water Pollution Control Plans (SWPPP) • Technical information report • TESC plan design • Traffic-control plans • Tree-retention plans • Value engineering • Water-development agreements • Water-main design & permits • Water-service meter permit |
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