



Real Estate Development, Design and Construction Consulting

Lender Client FAQ: “Do you / Have you / Would you...?”

By Jeffrey J. Hook, Principal March 5, 2021 <https://JJH3group.com/>

For a business owner, hearing a potential client say, “Wow! I didn’t realize you did that!” is both exciting and frustrating. Exciting because you’ve connected in a new way. But also frustrating because you’ve obviously not communicated your business plan, experience and capabilities as well as you thought. So here we’ll more clearly answer the question,

“At JJH3group, do you / have you / would you...”

YES! We’ve seen too many clients stuck with the wrong project delivery model, the wrong design team, the wrong contractors.

These mismatches cost money and impact the quality and functionality of the finished project.

We can help clients make better early decisions.

Help hire the right designers and contractors?

YES! It is often assumed that you need to engage an architect for programming and project needs analysis.

We’re finding, however, that a holistic approach is often more effective – and our clients agree.

Let’s talk before commitments are made.

Help with programming and needs assessment?

YES! We’ve seen too many clients purchase a site without knowing how it fits (or doesn’t fit) with their plans and what it’ll take to develop it.

These mismatches cost money and impact the quality and functionality of the finished project.

We can help clients make better early decisions.

Help find and evaluate sites, perform due diligence?

YES!

We have run the development, design and construction of projects of almost every type.

We bring that experience to our third-party reviews – helping your clients be more successful and protecting your investment.

Perform 3rd party development plan and pro forma reviews?

YES! Site use and zoning approvals are negotiations in which the first steps are crucial.

We can help develop plans that’ll be approved while not compromising your client’s objectives.

We’ve also helped clients get millions of dollars in TIF funding, infrastructure and other support.

Meet with gov’t entities re: use approvals, zoning and public funding?

YES! These days, a development site is more likely than not to require some sort of creativity:

- Dynamic subgrade compaction
- Lime / Portland stabilization
- Wetland mitigation / remediation
- Primary / secondary environmental corridors

Help property owners save buildings, under-performing or brownfield sites?

“At JJH3group, do you / have you / would you...” (continued)



YES! In many ways, Milwaukee is a very small town. You're often surprised who lives next door to whom, whose kids play soccer together...

We started JJH3group to help more clients make better decisions and get better outcomes. Let's talk and see if we can provide value to you.

Help small businesses with minor build-outs and renovations?



YES! We started JJH3group for the freedom to work with clients in a more flexible way.

And it bothers us when good firms make bad D/D/C decisions because their advisors have limited expertise and self-serving motives.

We want to help, even if in a limited capacity.

Offer consulting services on a no-strings, hourly fee basis?



YES! At this point, most of the “easy” sites are either developed or in the far suburbs – you need deep pockets or you need to be creative.

We've developed several “undevelopable” sites over the years, and can help clients understand their options to develop the property they want.

Help clients deal with poor soils, wetlands, DNR and SEWRPC?



YES! “Those who can't do, consult” is often true. But we actually have been out “doing” the bidding, designing and building of projects.

We've even been hired to take over projects with problem budgets we were asked to review.

Let us show you what we can “do”.

Perform 3rd party value engineering and constructability reviews?



YES! We've been the ones actually doing the estimating, bidding, designing, building and invoicing of construction projects.

We know what it takes to run a job and how to get it back on track when challenges arise.

We can help protect your investment.

Perform 3rd party loan draw and construction site inspections?



YES! Add our development and construction experience to your team's design resume:

- Estimating and value engineering
- Constructability, logistics and scheduling
- Structural and construction engineering
- Development and due diligence expertise

Join A/E teams on gov't design and pre-design contracts?

Interested in learning more? JJH3group is a commercial real estate development and design-build advisory firm based in Milwaukee, WI. The firm was founded on a core set of guiding values and principles, providing clients with quality development, design and construction services across a broad spectrum of project types. We are experienced in assembling multidisciplinary teams and partnering with public and private stakeholders to deliver well-designed, functional and efficient facilities. Let JJH3group help you plan and manage your next project. For a free consultation, please contact us at JJH3group@gmail.com or (414) 333-3430.