



First Team Commercial
Real Estate Brokerage • Development • Consulting

**The Value of First
Team Commercial**

Overview

First Team Commercial is a full service Commercial Real Estate firm located in Winter Park, Florida.

FTC specializes in brokerage, consulting and project management services for the construction and renovation of automotive dealerships throughout the Southeastern United States.

Understanding the Value of First Team

..and how we save client's time and money every step of the way.

Procurement

Utilizing best practices to select the most qualified and competitive project team with owner's best interest in mind:

- **Due Diligence**
- **Design**
- **Construction**
- **Furniture & Equipment**

Design Management

Carefully-measured approach to make sure owners get exactly what they want, without getting more than they need:

- **Intentional Design**
- **Workflow Considerations**
- **Architectural Efficiency**
- **Engineering Efficiency**

Construction Administration

Relentless attention to detail to ensure dealership project is on-time, on-budget and meets owner's expectations:

- **Owner Communication**
- **Quality Assurance**
- **Project Closeout**
- **Warranty Administration**

Procurement

Due Diligence

First Team Commercial, together with a qualified team, prepares a comprehensive set of feasibility reports that include environmental assessments, jurisdictional considerations, entitlement summaries, financial analyses and other unique considerations for go/no-go project decisions. Early due diligence can help avoid sunk costs and identify early cost savings as the dealership project proceeds.

Design Team

First Team Commercial draws on past experiences to help select the most qualified design team based on the unique requirements of each dealership project. Owners can expect relentless attention to detail including comprehensive plans and a design approach that balances budget and the requirements of the owner and manufacturer image program.

Procurement

Construction Team

First Team Commercial identifies a highly-qualified pool of general contractors and executes a detailed program to deliver an all-inclusive bid at the most competitive price possible. Thereafter, FTC works with the selected general contractor to ensure qualified sub-coverage for all required trades and uses historical pricing data to confirm the cost of work is aligned with market trends.

Furniture & Equipment

First Team Commercial coordinates with the owner and manufacturer to develop a furniture/equipment layout that complements facility needs and business processes. Making sure to adhere to the image standards of the manufacturer, FTC works through established relationships to procure the furniture and equipment at the best possible price.

Design Management

Intentional Design

First Team Commercial focuses the design team on a disciplined, intentional design approach, ensuring the owner gets exactly what's needed without adding unnecessary cost. This approach favors a thoughtful evolution of the facility design to eliminate redundancies and excess spending, that often results from simply stacking the different owner and manufacturer requirements.

Workflow Considerations

First Team Commercial meets with the dealership owner and department heads to understand how the business operates and to ensure that essential workflows are accommodated in the facility design. FTC seeks to increase facility efficiency by creating proximity around related business functions.

Design Management

Architectural Efficiency

First Team Commercial works with the architect to value engineer the design and material specifications in an effort to improve the overall product and reduce costs for the owner. Oftentimes, the standard manufacturer requirements are not ideally suited for the dealership project.

Engineering Efficiency

First Team Commercial reviews the project's specific electrical, plumbing and mechanical requirements to ensure that the systems and specifications provide the best solution for the unique requirements of each project. These systems represent a significant portion of the overall project budget and careful review of these components provides a big opportunity for project savings.

Construction Administration

Owner Communication

First Team Commercial serves as the liaison between owner and the project team throughout the duration of the project. FTC provides regular feedback in a format and schedule set by the owner. Open communication is critical in building trust, meeting project timelines and managing expectations of all parties.

Quality Assurance

First Team Commercial seeks to deliver the highest level of quality and customer service throughout the project. FTC communicates quality expectations prior to on-boarding team members and manages those expectations with continued quality check-in and punch-walks throughout project. Owners can expect noted deficiencies to be resolved in a timely and accurate manner.

Construction Administration

Project Closeout

As the project reaches substantial completion, First Team Commercial coordinates a detailed punch walk with the owner to develop a comprehensive list of any items that have not been resolved to the owner's satisfaction. The list is then distributed to responsible parties and regular follow-up ensues until resolution. FTC also collects as-built drawings, manuals and warranties for owner's safe keeping.

Warranty Administration

First Team Commercial remains on the job after final project completion and through the warranty period. FTC acts in the owner's best interest to coordinate and resolve any issues that may arise during the warranty period. We are dedicated to providing our clients with the highest level of service well beyond project completion.

Understanding the Value of First Team

..and why working with a project manager will help your business.

Qualified Project Management

First Team Commercial helps clients avoid costly mistakes, seize savings opportunities and deliver a final product that meets all needs. **To Avoid:**

- False Starts and Sunk Costs
- Poor Design or Over Design
- Unforeseen Construction Costs
- Disputes and Unresolved Issues
- Unacceptable Quality

Auto Dealership Expertise

First Team Commercial helps clients balance extensive manufacturer requirements with operational needs to deliver a facility that works for the dealership owner. **To Avoid:**

- Inconsistent Work Flow
- Redundant Spaces
- Underserved Departments
- Sole Source Vendors
- Unsuitable Finishes or Materials

The Value of First Team Commercial



“By combining past experiences with relentless attention to detail, FTC expects to provide clients with a positive return on investment and many unrealized savings.”

Tad Dixon, President



First Team Commercial

Licensed Real Estate Broker

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