



# KNOW YOUR BUILDING™

**The Best Path to  
Delivering on  
Your Vision.**



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## OUR APPROACH

The primary process we employ to deliver on your vision starts with a "new school" approach we call "Know Your Building" (KYB). KYB starts with doing homework up front in a detail oriented fashion to identify the primary cost drivers of your project before signing to lease or buy.

The sum total of these cost drivers provide Norwest Clients a preliminary project total to evaluate feasibility, avoid speed bumps, financial pitfalls and arrive at your destination faster while protecting you from mistakes and added cost.

1

## THE ASSESSMENT

KYB starts with doing homework up front in a detail-oriented fashion.

It involves researching building infrastructure, jurisdictions, selecting the right subcontractors

A detailed analysis comparing existing infrastructure with a Client's specific needs to identify any hidden costs before buying or leasing. The documented information provides a Client's real estate broker the opportunity to negotiate cost sharing with the building owner.







2

## THE TEAM

Assembling the right team at the start of the project is critical for success. Architects, designers, subcontractor all have to come together with the Norwest team to create a project that delivers on your vision.

### IT PAYS TO KNOW YOUR BUILDING

#### FAMILY DENTIST AVOIDS "TRAFFIC" CHARGES

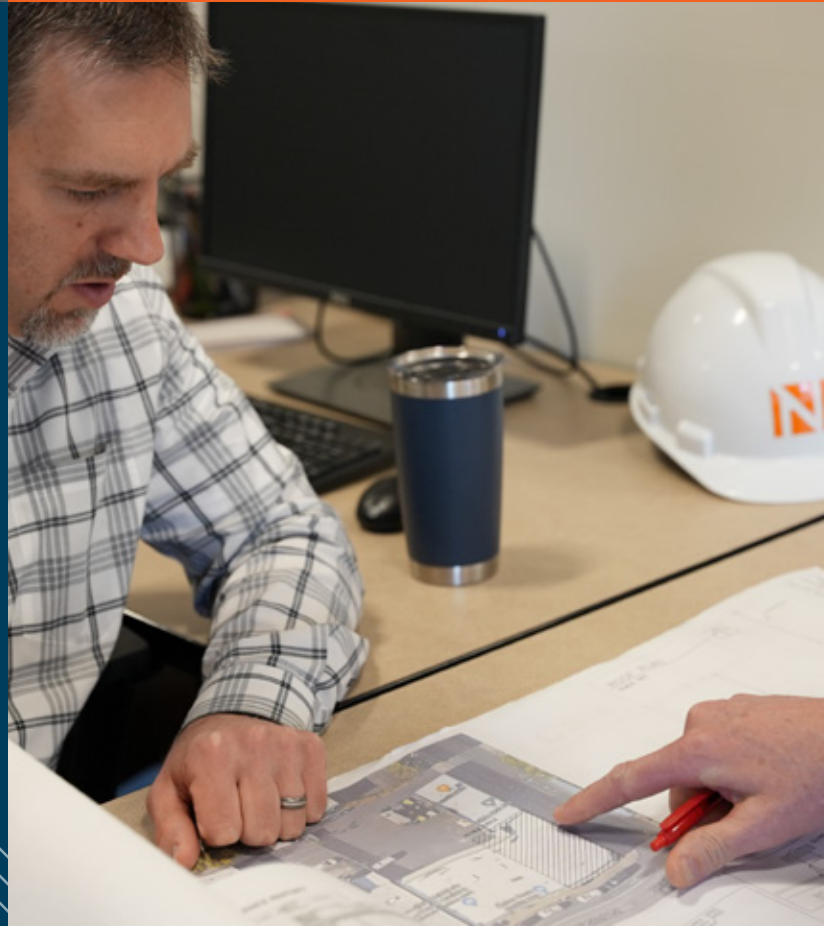
A KYB for a family dentist discovered thousands of dollars in construction savings, except for \$12,000 in traffic fees. Norwest thought the current traffic designation was incorrect and the jurisdiction agreed! No \$12,000 charge.

3

## THE BUDGET

KYB provides the transparency required to develop a budget that makes sense and avoids surprises that can derail projects. When you understand what the hidden costs are, you can evaluate if the project makes financial sense to you.

Staying on top of the budget is important to our clients and crucial for us as well. If you can't measure it, you can't manage it.



4

## THE EXECUTION

With a well thought out Know Your Building plan we avoid the pitfalls associated with the typical “Ready, Fire, Aim” executional strategy.

No false starts, no surprises. From architectural plans and design through construction and our unique customer satisfaction care, Norwest delivers.

## IT PAYS TO KNOW YOUR BUILDING

### KYB PAYS OFF FOR PEDIATRIC DENTIST

A Portland pediatric dentist found a location to expand her practice and every indication pointed to it as good. However, a KYB assessment discovered that the infrastructure was not to code—a mislabeled electrical panel, water line and more. These issues would have added an additional 25% to the construction cost.

Her real estate broker used our KYB documentation to negotiate with the landlord who eventually covered the entire cost.

### KYB IDENTIFIES HIDDEN COSTS AND LANDLORD PROVIDES CONCESSIONS

KYB Documented \$45,000 in hidden costs for a veterinarian, but the landlord wouldn't discuss additional concessions. He further claimed the ancient mechanical unit was in great condition. When pressed multiple times for the unit's service records, the landlord relented with an extra \$4000.

### KYB REVEALS NEW BUILDING HAD NO POWER, OR HVAC

Working with a surgeon in a brand new building, KYB revealed the suite had no power or basic heating/air conditions. When presented the documentation the landlord agree to pay all \$14,500 in hidden costs

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