



*Preserving and Enhancing  
the Value of Your Real Estate  
& Business Assets*



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YOUR  
FULL-SERVICE  
RESOURCE  
COMPANY

REAL ESTATE  
MANAGEMENT

COMMERCIAL  
BROKERAGE

DEVELOPMENT  
ADMINISTRATION

CONSULTING

**MEG ASSET MANAGEMENT, INC.**

**DBA The MEG Companies** is a multifaceted professional real estate asset management firm specializing in real estate management, commercial brokerage, development administration, and consulting. MEG is headquartered at 25 Orchard View Drive in Londonderry, New Hampshire.

Our focus is providing our clients with sound advice helping them establish and attain goals for maximizing the value of their assets. We provide superior advice with attentive and responsive service to our clients. We work smart for our clients finding creative, practical, and cost-effective solutions for their projects or problems.

Our depth of real estate experience, business savvy, varied backgrounds, and teamwork approach enables us to meet the needs of our clients, whatever that might be. We are able to undertake and complete any type of assignment. Principal Brian Morisseau, with over 30 years of financial and real estate experience, has assembled a talented team of professionals with diversified backgrounds and expertise.

We pride ourselves on making a positive difference and work to exceed our clients' expectations. We want to be your first and only choice ... time and time again.

## Expertise to Maximize the Profitability of Your Assets

The MEG Companies goal is to provide first class professional management to maximize profitability for our clients. MEG's professional expertise in all aspects of property management includes lease negotiation, tenant relations and retention, practical cost reduction solutions, and financial analysis. Our team of associates has the benefit of drawing on the experience of other MEG professionals with various backgrounds in business, real estate and financial fields.



### PROPERTY MANAGEMENT

The MEG Companies provides exceptional first-class service in commercial property management. We have extensive experience in enhancing the profitability of retail, medical, office, commercial, and industrial properties of all sizes.

MEG will conduct comprehensive due diligence on the property including thorough inspections of all areas, once assigned to the property. We notify all appropriate parties of changes required, confirm adequate insurance coverage is in place, prepare bid packages for all required maintenance and service contracts, provide leasing services, establish relations with occupants, collect monthly fees, and provide bookkeeping services. MEG will submit to the owner a monthly financial and management report with comments and our recommendations.

### PROPERTY MAINTENANCE

With its own fleet of maintenance vehicles, equipment and experience staff, MEG is prepared to be a cost-competitive single resource for all your facility maintenance needs. MEG utilizes its own staff in conjunction with a network of independent plumbers, electricians, carpenters, painters, to ensure the best quality and value for our clients.

### Property Management Services Include:

- Comprehensive real estate management plan
- 24 hour on-call emergency service
- Operating budget preparation
- Cost saving opportunities identification
- Securing quality vendors for the best value
- Deferred maintenance issues identified
- Preventive cures and procedures for deferred maintenance issues
- Capital reserve budget preparation
- Comprehensive capital reserve analysis completed
- Lease administration including payment, property and violation issues
- Collection of monthly rents and/or fees
- Bookkeeping including rent collection, deposits, accounts payable, accounts receivable and generation of monthly reports
- Financial and management reports prepared monthly
- Recommendations for deferred maintenance issues, asset enhancement & tenant issues provided on a monthly basis

## Professional Market Knowledge Delivers the Best Solution for Your Commercial Needs



The MEG Companies believes that commercial brokerage is based on the ability to provide exceptional asset management, the ability to understand the characteristics affecting the asset including its condition and position in the marketplace. Of utmost importance is understanding the objectives of both the owner and buyer.

### LEASING

The MEG Companies has marketed and negotiated terms for all types of commercial real estate which includes retail, office, medical, industrial properties throughout Northern New England. MEG's success has come through a combination of refined marketing activities and effective exposure of properties including on-site signage, broker networking, direct mailing campaigns to target users, and selected advertising.

This success attracts a wide variety of commercial users inquiring about possible locations served by our extensive market presence and ability to negotiate advantageous terms and conditions. Furthermore, we understand tenants' needs and can quickly determine a way to make the property work for them.

### TENANT-BUYER REPRESENTATION

When acquisition of property or commercial leasing is being considered, MEG will survey all suitable opportunities by generating discussions with institutional asset managers, other owners and by reviewing properties offered for sale or lease by other commercial brokers. MEG will help obtain the best location and facility to meet your needs.

### DISPOSITION-SALE

MEG will design a marketing plan to maximize exposure to a defined target market. This is accomplished through MEG's extensive network of local, regional and national investors and brokers.

### DUE DILIGENCE

MEG will undertake a complete investigative analysis of an asset's current position in the marketplace and its physical condition. The analysis will include the identification of legal, physical and economic characteristics that impact the asset.

# Organizing, Optimizing and Managing Resources to Meet Your Objectives

MEG's Development Administration Service is an ideal alternative for a company or individual with limited real estate expertise, personnel, or time to outsource the development of a real estate project from conception through completion. MEG, in the role of Development Administrator, represents and protects the owner's interest in the selection and directing a team of qualified professionals. We oversee the daily administration of the development process and team through completion of the project.

## FEASIBILITY ANALYSIS

The feasibility analysis evaluates the financial acceptability and viability of the proposed project as it relates to the client's investment and corporate goals.

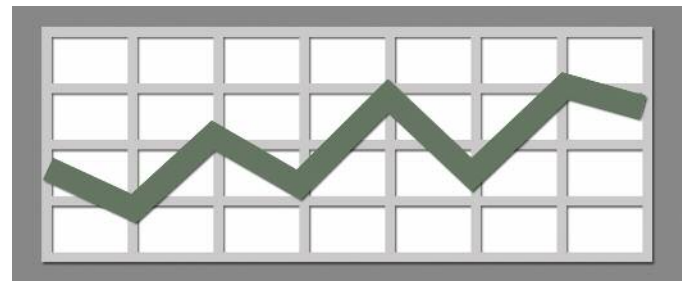
## PERMIT AND APPROVAL COORDINATION

The Development Administrator directs the documentation and application for all required approvals along with establishing a budget and timeline.

## PROJECT TEAM SELECTION

The Development Administrator will recommend a project team staff and define their scope of services for approval by the client. The composition of a project team will vary depending upon the type of project and involvement of client. A typical team includes an architect, civil engineer, general contractor, and leasing agent. Other specialized disciplines may be required such as environmental engineers, lighting consultants, traffic consultants, and landscape architects.

The Development Administrator also interacts with the client's accountant and attorney to discuss various financial and legal issues to assure a comprehensive understanding of the ramifications of decisions which will affect the client. The Development Administrator will negotiate fees for professional services, review contracts for execution by the client, and define the reporting relationship amongst the project team.



## CONTRACTOR SELECTION

As the development administrator, MEG will help select a contractor through a selective bid process, then negotiate a final contract to the owner. MEG will prepare and review all contracts for client's execution.

## PROJECT MONITORING

MEG will track the progress, monitor expenditures and continually apprise the client of the status of the project through written reports and meetings.

## FINANCING PLACEMENT

If appropriate, MEG will prepare a financing package for presentation for construction and/or permanent loans with lenders. Our thorough understanding of the lender's underwriting requirements will assure a quick response with favorable terms.



# Cost-Effective Business Solutions

## GENERAL BUSINESS CONSULTING

MEG is a resource for companies seeking solutions in performance enhancement, crisis or interim management, turnaround management, and refinancing and restructuring services. The diverse experience, backgrounds and education of MEG associates can provide companies with a team of professionals to address many types of business issues on an as-needed basis.

## FAMILIAL CHALLENGES

MEG's business consulting niche is resolving familial challenges in family owned business and real estate. MEG has experience in supporting owners facing challenges particularly associated with family dynamics in the workplace, succession and legacy issues, generational conflicts, and family governance strategies.

## ACCOUNTING SERVICES

MEG is ready to step into the role Chief Financial Officer for any business, as well as take over the daily bookkeeping/accounting functions. We are ready to help assess and convert financial systems.

## ASSET VALUATION

MEG will prepare an Asset Valuation using recent comparable sales/leases and incorporating an income approach to value that illustrates the property's current and potential performance. This is a fast and comprehensive way to understand the asset's value when considering a purchase, or a new loan, loan renewal, or estate value purposes, or when a periodic update is required. Our Asset Valuation report is a fast and cost-effective alternative when compared to the cost of an appraisal.

## TAX ABATEMENT

An asset's income and correlated value are subject to extensive fluctuations, often not reflected in the current municipal tax assessment. Additionally, the proper assessment can change relative to the income fluctuations of competing properties. We can seek tax abatements for clients by illustrating assessment inequities through the investigation of the asset and public records.

## CONSTRUCTION ADMINISTRATION SERVICES

MEG has developed and implemented uniform construction administration procedures that are used by most regional financial institutions. These procedures ensure that a construction or development loan is properly evaluated prior to approval through a plan review process and report. Once the loan is approved and building begins, the project is consistently monitored through on-site inspections by MEG at the client's request. We monitor the construction progress to make certain it meets the lender's guidelines and in compliance with state laws.



## PROFESSIONAL SERVICES FOR FINANCIAL INSTITUTIONS

MEG provides a cost-effective alternative rather than developing an in-house staff for one-time projects or problems. Outsourcing your branch bank developments or assisting in managing and/or disposing of problem loans or distressed properties, lets you focus on your core business strategies. Our knowledge of the market and processes provide a shortened time frame for developing a branch, or resolving problem loans or assets putting your financial assets to work for you, not against you.

### Financial Consulting Services Include:

- Development Administration for Branch Sites
- Business Consulting for Distressed Companies
- Real Estate Management of OREO Properties
- Commercial Brokerage Bank Owned Properties
- Construction Inspection Services for Commercial and Residential Projects



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