

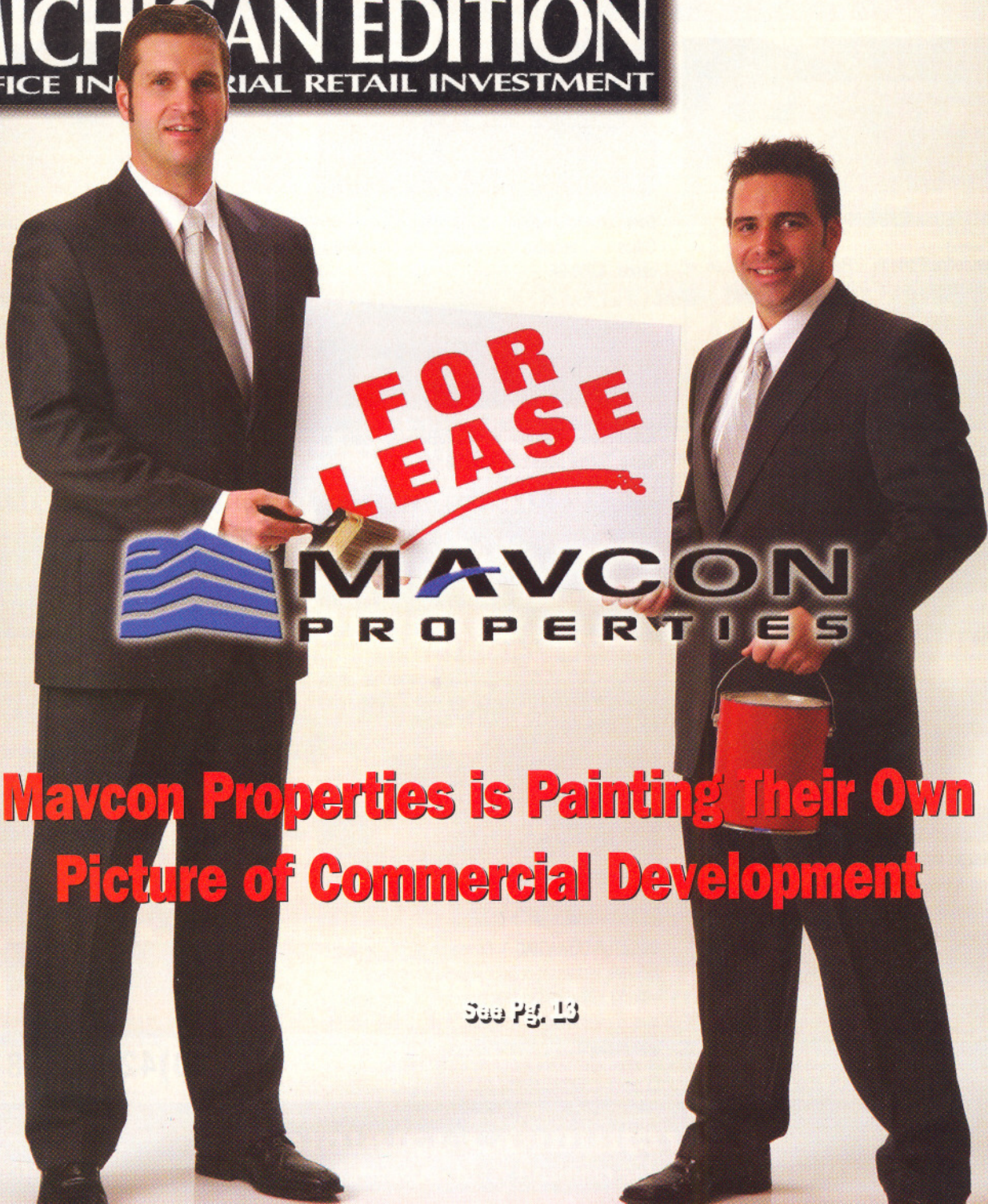
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# BUY LEASE BUILD

## MICHIGAN EDITION

OFFICE INDUSTRIAL RETAIL INVESTMENT



**Mavcon Properties is Painting Their Own  
Picture of Commercial Development**

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## is Painting Their Own Picture of Commercial Development

Since its founding in 1997 Mavcon is best known as a professional construction services provider with construction revenues alone expected to exceed \$32 million for 2008. In addition to construction services Mavcon has expanded its business base through diversification into an operation which entails more than 15 entities and 75 employees. One of which includes development of commercial properties. Almost since its inception, Mavcon has continued to quietly and diligently develop its real estate portfolio to include properties from virtually all market sectors.



Mavcon's first development project was in a build-to-suit in 1999 which entailed a 42,500 square foot icon facility for Custer Office Environments in Kalamazoo. Mavcon provided full services from site acquisition, design, construction, and financing to lease back.



Mavcon has also provided rollout programs for franchised based organizations with its first being in 2004, where Mavcon was approached by Apple tree Christian Learning Centers, a Rockford based franchised child care organization to design-build and lease back 11,000 square foot pre-schools. The initial project was so successful that Mavcon has constructed multiple facilities throughout west Michigan for the organization as well as other organizations.

Mavcon's most recent purchases include 'Kilgore Point' which was the Double Day headquarters located in Kalamazoo along I-94. Although neglected by its past owners for several years Mavcon purchased the six acre site for future redevelopment of hotel, medical, or office site. Cleanup and revitalization of the 89,000 square foot facility is underway with office and warehouse space being made available on short or long terms. Already, 27,000 square feet has been leased to date with 62,000 square feet available. Mavcon properties will bring the property up to a cash flow position to carry it until the right redevelopment is found.

Another Mavcon purchase in the last month has been the "Lawyers Building" located in downtown Kalamazoo. This is a facility that has had multiple unsuccessful runs at it by other parties yet found to be workable by Mavcon. At the encouragement of Bill Johnston at the Spring ICSC Alliance, Mavcon proceeded to seek investment in downtown Kalamazoo. Although heavily dated with its



exterior façade, Mavcon found this facility to have extreme potential by having sound steel/masonry construction, high ceilings, modern mechanical systems, ample stairwells, and double entry elevators. Upon a rather expedient due diligence period Mavcon purchased the property and is moving forward with design and construction to give the building a new life. The facilities existing green marble façade will be removed allowing an entirely new open glass curtain wall. Each floor will be opened to take advantage of this new façade of natural light. The design was derived with the desire of "bringing the space out to the public in lieu of trying to bring the public into the space." The facility is planned to be constructed to LEED Certification to further interest tenants. The first floor will be offered for retail with the basement and two upper floors being offered as class A office space.

Mavcon has enjoyed making transformation of properties which have been determined by most to have lives beyond their useful life and turn them around into an income generating asset to its community. Mavcon's construction related service companies provide a great advantage to "add value" and or create "sweat equity" thereby making numbers work. Their design-build methodology continues to equip them to accomplish end results beyond clients and even sometimes their own expected results. Mavcon welcomes all potential tenants and brokers to consider them regardless of their wants, needs, desires space.

**"Mavcon is expedient yet extremely comprehensive in their financial analysis of a subject property"**

*--Dave Zimmering, NAI West*

**"Mavcon's financial strength has afforded them unique opportunities to create deals"**

*--John Nuzman, Marcus & Millichap*

**"Mavcon is truly one of the best at thinking outside the box and finding cost effective solutions others simply cannot see"**

*--Mark Eddy, Prime Commercial*

**"From finding a suitable location to final ribbon cutting, Mavcon is open and responsive. We are pleased with our new facility and feel it will serve our needs for years to come"**

*--Michael Chase, Spring Arbor University*

**"Mavcon's processes and systematic approach on a recent Indianapolis retail center brought us big dividends through reduced construction costs and tenant satisfaction"**

*--Jeff Black, Keystone Avenue Investments*

**"We have found Mavcon to be an outstanding organization to work with"**

*--Steve Woollam, Prudential Callander*

**"Having closed several deals with Mavcon I have found them quick to respond to opportunities"**

*--Shelly Pattison, RE/MAX Advantage*

**"Mavcon is of ease to work with and an aggressive yet flexible deal maker"**

*--Dan Burkett, Prudential Callander*



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