

STRENGTH MATTERS[®]

IMPLEMENTING AN IMPACTFUL PARTNERSHIP BETWEEN DEVELOPMENT AND FINANCE WEBINAR 3-23-21 Q&A FROM WEBINAR

Q: What are the names of some of the Development Management software packages?

A: Budgetrac Lead, Property Shell and DealPath

Q: Do the development management platforms integrate with your ERP... Yardi as an example.

A: Yes, they can and should be integrated with ERP

Q: How often do you pay your developer fee? The developer fee that's paid from future cash flows of the property - how frequently is that paid to the developer? Monthly or annually depending on cashflow availability?

A: Generally, payment of Developer Fee is connected with our project milestones, proforma/projection and equity installments. Usually, 30% at close and then the remaining 70% at completion/conversion and 8609's.