

Services Profile

WKN Real Estate Advisors



MIPIM - The Global Urban Festival

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Palais des Festivals, Cannes, France

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About WKN Real Estate Advisors.

Established in 1996, WKN Real Estate Advisors (WKN) is a solution based professional service firm focused on real estate. Under the stewardship of JP Hilliard and John McNally, WKN has a skilled multi disciplined team covering services across real estate sectors including Valuation, Development, Construction and Asset Management. WKN has a valuable contact base of stakeholders and influencers in planning, development and construction, among cohorts including Local Planning Authorities and Design Team Professionals. We have significant project exposure to, and experience of community wide engagement and public relations, key attributes to any project.

At WKN, we pride ourselves on project ownership, delivering on what we promise to Clients. All our staff are hand-picked for their specific technical skill set and business acumen, but moreover, we place a significant emphasis on recruiting staff with industry leading communication skills, the leading pre-requisite for a successful service provision.



About WKN Real Estate Advisors.

We provide our Clients with real-time pragmatic advice, in developing long term strategic partnerships as a trusted advisor to our Clients.

Management



John McNally

DIRECTOR

John, a Director at WKN, is a Chartered Planning and Development Surveyor with over 25 years' experience in the property, development and construction industries, both nationally and internationally.

A particular area of expertise for John is property development, from development feasibility study and financial appraisal to design development, planning, through construction to finalisation and delivery.

At WKN, John leads the Development and Advisory service provisions providing services to a broad Client base. John heads-up the Funder Services Team, where WKN are currently active across a significant portfolio of residential developments as Project Monitor for a number of funders and forward purchasers.

John is a member of the SCSi and RICS.

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JP Hilliard

DIRECTOR

JP, Director at WKN, is a qualified Structural Engineer, a Chartered Construction Manager, and holding a Masters Degrees in both Project Management and Business Administration.

With over 25 years of successfully delivering projects for Clients in the private and public sector, in Ireland and the Middle East.

JP has successfully project managed in excess of €1.5bn of built assets across all industry sectors. JP's delivery style is founded on the cornerstones of effective communications, leading by example and problem-solving.

JP is a Fellow of the CIOB, and lectures part-time on Project Management in TCD and TU Dublin.

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Management



Killian O'Higgins

VALUATION & PROFESSIONAL SERVICES

Killian, Registered Valuer and Chartered Surveyor at WKN, with over 45 years' experience across the real estate, development and construction industries in Ireland, UK, Continental Europe, Middle East, USA and Asia Pacific.

Killian's earlier career saw him becoming Managing Director of DTZ Sherry FitzGerald in Ireland in 1998. In 2001 Killian joined DTZ in London as Managing Director DTZ International, subsequently Managing Director Europe Middle East and Africa. His final appointment at DTZ was CEO Asia Pacific, based in Hong Kong.

Killian's activities in WKN is focused on real estate valuation, advisory and professional services, working with and providing professional advice and expertise across all real estate asset classes.

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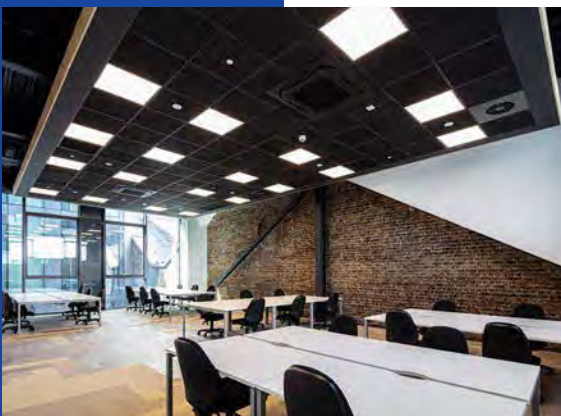


Mission, Vision & Values

WKN Real Estate Advisors is Ireland's leading real estate advisory firm providing valuations, project & development management, funder services, asset management, and general advisory services.

Mission

To deliver Client focused solutions across the full spectrum of real estate services. Built on a foundation of Trust, Respect, Integrity, our services are customer-centric. We serve in multiple roles and advise on, oversee and manage projects across the life cycle of commercial real estate. Our Clients are active in public and private sectors and have trusted WKN Real Estate Advisors for more than a decade to achieve their projects or goals.



Vision

To be the real estate advisor of choice, delivering demonstrable value to our Clients; managing a profitable and sustainable business; and making a positive contribution to the communities in which we live and work.

Our professionals come from the industry, providing insight and connections to help Clients, Developers, Investors, etc. We capitalize on this expertise to facilitate decision making and drive growth internally and externally.



Mission, Vision & Values

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Values

Our relationships are established on Communication, Trust, Respect, Integrity, and Transparency. While each Client is unique, our standards of excellence are universal. At the core of our offer is the quality of our staff. Their ongoing development is essential for the success of our business. WKN is committed to its employees by enriching their experience, their abilities and their qualifications.



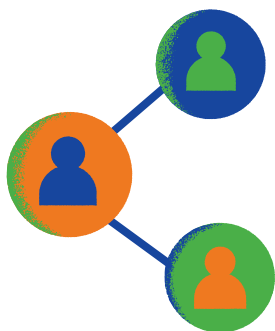
Clients

At WKN, we believe in the power of
“Communication, Trust, Respect, Integrity and
Transparency”



Director Involvement for Full Project Lifecycle

WKN pride ourselves on Director Involvement supporting the complete project lifecycle, from inception through to completion, in the successful delivery of our Client's project.



Clients Always Come First

WKN understands Clients' requirements in this continuously changing market, focusing on delivering tailored solutions to meet their expectations.

“We appointed WKN, to Project Manage, the €10M project to expand the GEC Enterprise Centre to a 90,000 Sq. Ft. facility over five floors. This was, as expected, a challenging project in a live environment. We did not have prior build project experience ourselves and thus the PM role was even more critical.

WKN's service has been exemplary. Their Senior Project Managers have been integral to the project, with outstanding attention to detail and the rare ability to balance making tough decisions with building consensus where people are often coming from understandably different perspectives.

Our project will be completed on time in January 2021 and will be a global entrepreneurial super-hub in the heart of inner-city Dublin 8, an intergenerational project that Ireland can be proud of and that will help generate economic wealth via the next generation of technology companies. WKN have played a significant role in the delivery of our vision for the expanded GEC. I would strongly recommend WKN as 'The Team' to have in your corner on a strategic business project.”

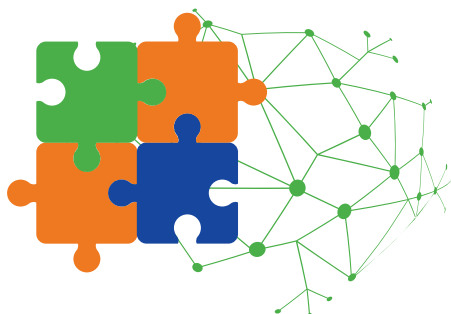


Michael Culligan
Director, Guinness Enterprise Centre (GEC)



Clients

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Transparency”



Multi-Disciplined Team

Our employees stem from a diverse range of backgrounds, allowing for significant cross-pollination through the office, ensuring that our Clients always receive best-in-class service and advice.

Networking & Collaboration

WKN has a valuable contact base of stakeholders and influencers in planning, development and construction, among cohorts including Local Planning Authorities, and Design Team Professionals.

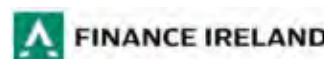
"The WKN valuation team's thorough knowledge and understanding of the residential property market and associated planning, development and construction processes has assisted greatly in the efficient and smooth passage of our residential lending function, where WKN have been appointed as Valuer."

Gary Troy
BOI Business Banking



"We have appointed WKN on numerous construction, refurbishment and property related instructions over a period of ten years and WKN remain one of Finance Ireland's key project monitoring partners. The WKN team currently provide project monitoring services to Finance Ireland across multiple sites and projects. The team at WKN have a deep understanding of the construction and property development market, are highly effective and we value their guidance/advice. We view the WKN team as highly professional and experienced and would have not hesitation in recommending them and their services."

Daniel Maher
Financial Ireland, Commercial Mortgages



Clients

At WKN, we believe in the power of
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Trusted Advisor

Built on a foundation of Trust, Respect, Integrity, our services are customer-centric. We serve in multiple roles and advise on, oversee and manage projects across the full real estate life cycle.

Driving Sustainable Growth

WKN is committed to driving growth through innovative solutions and market leading expert advice.

Sample Clients



Services

Driving growth through innovative solutions and market leading expert advice.

- Valuation & Professional Services
- Transaction Services
- Funder Services
- Technical Due Diligence
- Development Management
- Project Management
- Contract Administration
- Employers Representative
- Project Controls
- Asset Management



Valuation & Professional Services



A vital component of any property financial decision is the provision of an accurate and timely Valuation. Access to accurate and current market data is a fundamental part of the valuation process and in this regard, WKN provides a unique blend of vast experience in valuation, construction and property development in addition to having a strong working relationship with a broad network of property professionals throughout the country.

Our Services

WKN prides itself in providing expert, independent high-quality valuation and related advisory services throughout Ireland, across all real estate asset types and classes, including:

Commercial - Retail, Office, Industrial, Development Land, Business Parks & Logistics and Hotels & Hospitality

Residential - Multifamily, Private Rented Sector (PRS), Build to Rent (BTR), Student Accommodation, Residential Development Land, Houses, Duplexes and Apartments.

Providing valuation and advisory services we have built long-lasting professional relationships with a variety of Clients that include the pillar banks, alternative funders, pension funds, investors, legal & accountancy firms, State and corporate bodies and private individuals.

As members of the Society of Chartered Surveyors Ireland and the Royal Institute of Chartered Surveyors, we adhere to the RICS Valuation Professional Standards (the “Red Book”). We undertake valuations for a variety of purposes including Secured Lending, Portfolio Valuation, Accounting and Other Business Purposes, Commercial Rates, Legal Disputes and Mediation, Market and Rental Valuation.



Chartered
Building
Consultancy



Valuation & Professional Services



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We undertake valuations for a variety of purposes including:

- Secured Lending
- Portfolio Valuation
- Accounting and Other Business Purposes
- Commercial Rates
- Legal Disputes and Mediation
- Market and Rental Valuation

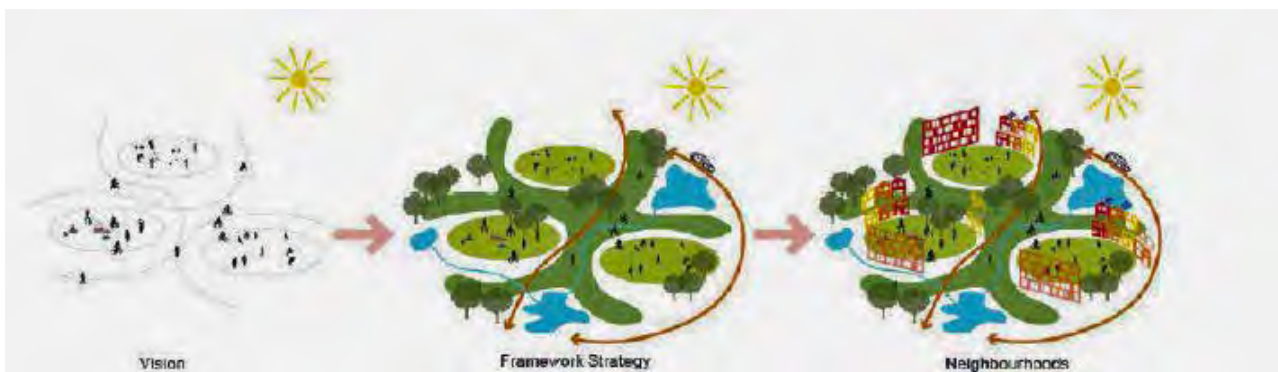
At WKN we provide a wide variety of professional services to our client base, including:

- Lease Advisory
- Compulsory Purchase Order
- Business Rates
- Part V Negotiation

Transaction Services



- Property Services Regulatory Authority (PSRA) Registered
- Extensive WKN Contact Base / Stakeholder Base
- Transaction Brokerage:
 - For Example
 - Land/site Owner – Developer
 - Developer – Investor/Asset Manager
 - Land Site Owner – Affordable Housing Bodies



Funder Services



At the heart of its Funder Services provision WKN strive to protect its Client's interests in assessing and monitoring risk.

Project Monitoring - WKN as project monitors provide independent and impartial advice to Funder's by utilizing our complete range of skills, experience and expertise in planning, project financial appraisal, cost consultancy, engineering and construction, backed by our thorough understanding of the overall property development process. Risk transparency, control and certainty are at the core of all Funder operations, as project monitors WKN undertake to review and appraise the proposed development to ascertain the nature of the project and to identify and manage risks through all phases of the funding model, that may affect the delivery of the development project. The process is usually completed under two stages:

Initial Project Monitoring: This stage involves among other variables – development budget review, project viability, financial appraisal, cash flow review, statutory compliance, finance/consultancy/construction agreements, programme, and health & safety.

Interim Project Monitoring: This stage involves among other variables - site visits, monitoring programme & contractor performance, quality and Health & Safety, approval of development expenditure, budget cost review, statutory compliance and identifying project changes and project risks / potential risks.

WKN focus on reducing risk exposure and improving the prospects for a successful project completion for both the Funder and Promotor alike.

Funder Services



Other Services

WKN provides clients with the complete range of skills, experience and expertise to manage risk through all phases of the funding and development model. Where services outside of the core Project Monitoring service include, among others:

- Pre-Credit Initial Due-Diligence Review and Reporting
- Facility Agreement Review
- Property Valuation
- Distressed Project Services
- We focus on reducing risk exposure and improving the prospects for a successful project completion for both the Funder and Promotor alike.

Technical Due Diligence



WKN help our Clients identify investments that meet their needs; we perform feasibility assessments; conduct technical due diligence; and support them through all phases of the transaction.

Our services include:

- Property Investment and Portfolio Analysis
- Technical Pre-Acquisition Due Diligence
- Lifecycle Costings Pre-Acquisition
- Technical Advisory/Property Condition Reports

The technical review process will start with 'Red Flag' reporting based on an initial site visit and documentation review. The 'Red Flag' report will be followed by a 'Draft Full Report' and a 'Final Report'.

Note: For legal due diligence operations WKN work with reliable and expert partners, fully managed by WKN.

Technical Due Diligence is an independent audit analysing the real estate transaction, within a tight time frame, to detect and minimize present and future risks. Information is gathered and assessed independently. Our TDD professionals expertise spans capital markets and asset management.

Development Management



The development team at WKN advises Funders, Investors, Developers and Owners in both the private and public sectors respectfully.

Our team of Planning, Surveying, Financial, Valuation, Construction, Engineering and Other Technical Professionals possess the core disciplines necessary to implement real estate projects from concept through to completion.

Working closely with Funders, Local Authorities, Design Teams and Sales and Letting Agents we are an experienced and trusted advisor, ensuring all opportunities for our Clients are identified and effectively optimised, providing our Clients with fully integrated, informed and independent development advice.

The teams' extensive expertise extends across a wide sectoral reach, including student accommodation, residential (including PRS), office, mixed-use, retail, sports & leisure, data centres, healthcare, industrial, educational and pharma.

Development Management



Our Development Management service is a market differentiator for WKN, in the provision of services such as

- Management of, and assistance with, the asset sale process and all of the various stakeholders, and liaison with an appointed solicitor(s).
- Funding administration support, in terms of securing funding agreements, and ongoing funding administration during the project, including Funder reporting, Project Monitor liaison.
- Feasibility studies/development appraisals
- Advise on and assist with the overall procurement strategy
- Design team selection, procurement and management
- Management of the overall planning strategy for the project, including management of the planning application process, pre-commencement planning compliance, agreement of development levies with Local Authorities, assisting with security bond and Part V agreements
- Management of the development risk register
- Administration of the agreed development budget
- Stakeholder management generally i.e. Local Authority, Utility Providers, Funder(s), Forward Purchaser, Local Stakeholders

Project Management



The Project Management Team at WKN works across the full project lifecycle, in providing strategic and tactical project management advice to our construction stage Clients. WKN adopts a systems-based approach, utilising the PMBOK (Project Management Body of Knowledge) protocols and the RIAI Work Stages. Our bespoke project controls stage-gate approach includes many touchpoints, inclusive of a comprehensive review of actual construction cashflow against budget construction cashflow.

- Project Initiation/Project Charter
- Project Scope and Brief Management
- Procurement Strategies
- Professional Team Selection and Appointments
- Project Execution Plans
- Management of Design Teams (across all project phases)

- Project Change Management
- Project Risk Management
- Project Controls
- Report Writing
- Contract Advisory
- Project Dashboards

Our Project Management service is delivered consistently with the values that we hold as a business, namely:

- Integrity
- Collaboration
- Trust
- Belief
- A 'Whole Project Team' Approach

Project Management



Our standard suite of deliverables for Project Management include:

- Project Charter
- Feasibility Studies
- The Planning Process, including SHD Applications
- Value Engineering
- Project Execution Plans
- Risk Management/Risk Workshops
- Developing Procurement Strategies
- Change Management Controls
- Project Controls
- DT Appointments
- Collateral Warranties (Investor, Funder, Client, Main Contractor, Specialist Subcontractors, DT)
- Building Contract Administration

The procurement strategy identifies the best way of achieving the completion of a construction project – often taking into account the best value for money over the entire life cycle of the building or facility. The aim of a good procurement strategy is to Achieve the optimum balance of risk, control and funding for a project.

Procurement Strategy

WKN provide expert advice to our Clients, in the development of the most suitable, and quite often bespoke in nature, procurement strategy for a project.

Contract Administration / Employers Representative



WKN have vast experience in contract management across all the main forms of contract, including RIAI, GCCC, FIDIC and NEC. WKN exert a lot of effort in providing Value Add to the process of drafting the Contract Clauses and Obligations, via proactive and regular engagement with the Client's appointed Solicitors during the pre-contract stage.

In conjunction with our Project Management service offering, WKN typically also act as the Employers Representative (ER), which normally includes for the role of Contract Administrator.

However, on some project types, where for example, a Client is acquiring residential units from a Developer on a 'turnkey' basis, WKN would only be required to perform a pure ER role, with no Contract Administrator, given WKN are some what 'at arms length' from both the Developer and the appointed Design Team.

Detailed list of (RICS based) Full Employers Representative Role, including for Contract Administration functions, include:

Contract Administration / Employers Representative



- Administer the Building Contract, including issuing of Instructions
- Obtain advice, from the Developer, and/or their requisite Design Team members or Main Contractor, on quality, cost and programme effects of Variations, prior to the issue of Instructions under the Building Contract. Prepare recommendations for our Client's (Oaklee) approval.
- Issue Change Orders (on our Clients request).
- Monitor progress and assess/issue Extensions of Time (where appropriate) and Practical Completion Certs. Prepare recommendations for Client approval.
- Recommend (and draft) payments certificates, in conjunction with the PQS.
- Obtain monthly progress and quality reports from site staff representing the Main Contractor and the Developer's Professional Team.
- Prepare an ER Monthly Progress Report.
- Attend fortnightly Project/Site Meetings as provided under this Appointment. Minutes to be by either the Project Manager or the Architect.
- Issuing dashboard type fortnightly interim site inspection reports to the Client.

Project Controls



Our Project Controls service offering is founded on industry-leading best practice, the specific requirements of the Form of Contract in place and is often a bespoke service provision depending on our Clients' specific project requirements.

Our Project Managers are experienced in using all main industry project controls software and processes, including MS Project, Asta Power Project and Primavera P6, and are enabled to carry out EVA.

Our Project Controls function in WKN provides expert service provisions across the following areas:

- Scope Management
- Change Management
- Risk Management
- Cost and Value Controls
- Procurement Scheduling
- Project Schedule Management including:

1. KPIs Assessment
2. EOT Claims Assessment
3. Delay and Prolongation Assessments
4. Project Schedule Resourcing and Productivity Analysis
5. Deep Dive Main Contractors Progress Reports

Asset Management



The Asset Management team at WKN directly advises funds, private investors and real estate owners across all real estate asset classes. Together with providing services to financial advisors and accountancy firms, as part of wider professional advisor groupings. Our team of surveying, financial, cost consultancy, valuation, planning, construction, engineering and other technical professionals possess the core disciplines necessary to assume overall responsibility and implement and deliver upon real estate asset management strategies, whatever the scale or complexity level involved. Providing strategic and operational management of assets throughout their full life cycle, from acquisition, to management to eventual disposal.

Services include:

- Preparation of Asset Level Business Plans.

- Implementation of Asset Level Business Plans.
- Planning & Development: Master Plans, Local Area Plans, etc.
- Capital Transactions (Acquisitions / Disposals).
- Budgetary Preparation and Management.
- Selection, Appointment and Management of Professional Service Providers, including Property Managers.
- Building Supervision.
- Tenant Supervision.
- Complete Capital Project Management (Refurbishment, Extension and Development).
- Letting Strategy and Management.
- Valuations.
- Compliance.
- Reporting

For Inquiries, Contact Us.



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