

How Do I Get Started?

- Begin by attending a trade show to assist with your team search.
- Look for attending architects, lenders, and builders. Visit with them early while at the show to allow time to schedule a sit down with them sometime during the show for approximately 30 minutes.
- Have them guide you around the trade show to introduce you to possible equipment vendors and other suppliers.

Who do I need to select first, my architect, lender, or builder?

- The best answer is to select one of them quickly, that seems to understand your project, listens and has helpful communication. Are they transparent and open to the relationship? Are they not pushing their agenda but willing to work with yours? They should also introduce you to the other teams they recommend.

What makes that team member a good advocate for you?

- The key is to select a valuable team member that has beneficial collaborations with the best vendors in the industry.
- Let the team member guide you through the hurdles of the project that you may be unaware of to that added stress away from you.
- Ask for a one-day consultation at your location to assess the probable site and/or building, and visit your local Agencies Having Jurisdiction. This will help you understand the process and procedures to get your project started. Understand there may be a small upfront fee for this that should be included in your overall cost when you sign a letter of agreement.

Questions are and should be free. Ask plenty of them. Share your ideas with your team and see how they can help you enhance them; not do something you don't want. A great team will guide you.

Start talking with your lender as soon as possible to get a probable loan amount, for which you can get approved. Work with your architect to program, understand wants and needs, and recommend a probable square footage needed. Work with a contractor to understand realistic square footage cost in your area for the industry. All of these items from your team members will help establish a preliminary budget and work towards that goal.

The most common story we hear in the industry is "I wish I had worked with knowledgeable partners in the industry. I would not have made that big mistake." Or "I had to teach my team the whole way through the process and they learned on my project." Don't Let this happen to you.

Why work with FMD?

- Industry knowledge is very powerful, and we stay on top of the latest trends. We listen and guide owners because we want you to succeed, not just the first time but in your future steps as well.
- From our experience working with Owner's like you through all phases of their facilities, we've developed a unique and helpful approach that will adjust to your level of comfort. This extends not just to the project, but also other helpful and relevant articles we can share.