

**Abbey Road Group**  
**Land Development Services Company, LLC**  
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**Creating the Communities of Tomorrow, Today!**

- AutoCAD designs
- Building permits
- Civil-engineering design
- Code interpretations
- Commercial permits
- Environmental reviews
- Feasibility studies
- Land-development consulting
- Land planning
- Landscape design
- Master-plan communities
- Permit expedition
- Project management
- Public hearings
- Residential permits
- Short plats
- Site-plan design
- Sub-divisions
- Survey services
- TESC Inspections
- Water-quality inspections

Visit us online at [www.AbbeyRoadGroup.com](http://www.AbbeyRoadGroup.com)



**GOING GREEN**

Being environmentally friendly and going green is becoming a popular part of life these days. In the land development and building industries there are pre-defined options for going green such as LEED, Built Green best management practices (BMP's) and low impact design techniques. While it is very important for new projects to be green, it is just as important to ensure that your business practices are green as well.



In established offices it is relatively easy to make choices that can improve the environment by saving energy and resources. These easy changes can reduce waste, reuse resources and make sure that the environment is protected.

Turn it off!

In non-essential areas such as conference rooms, kitchens, bathrooms and other rooms of the office keep lights off while they are not in use. Encourage staff to turn off their monitors and computers and make staff responsible for turning of desk lamps and overhead lights when they leave the office for the day.



Re-use it!

Re-use binders and other supplies as long as they are in good shape. Supply your kitchen with dishes, glasses and silverware instead of paper plates and plastic ware. Pass magazines and newsletters on to others who may benefit from them.

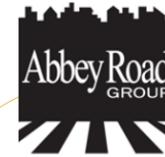


Recycle it!

Supply your staff with personal recycle bins and basic recycling instructions. Place large recycle bins in public areas such as workrooms, copy centers and kitchens.

Go paperless!

Encourage your staff to keep electronic copies of documents and only print what is absolutely necessary. This will save on printing cost as well as save paper. Encourage, promote and use online bill payment options whenever possible and opt-out of mailing lists that you are not interested in.



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**CEO'S CORNER: THE HARD REALITY OF SOFT COSTS**

When property owners request cost estimates from engineers, architects or contractors they may be surprised to see how low the estimates come back. They are even more surprised when they find out that the full cost for the development is much higher than what they have been quoted or advised. This is not to say that engineers, architects or contractors are being inaccurate in their estimating, but rather to say that they are most likely only looking at their specific costs and not the cost of the development as a whole.

The true development cost (or full development cost, as we call it) of a project cannot be determined solely by building or site-development construction costs. There are other important expenditures that contribute to the total cost of a project. These additional costs, referred to as soft costs, are often overlooked, but must be used in order to obtain accurate cost information. The preparation of an accurate budget for the full development is crucial since this cost information is used for financing, cash flow and pro forma analysis as well as for determining accurate sale or rental prices.

The cost of the building and site-development construction are a large part of the overall budget, however soft costs can account for 35-45% of the full project's total cost. Soft costs are those costs not associated with site or building construction (known as hard costs). Soft costs come in many forms including services, fees, taxes, interest and other costs that must be accounted for in order to understand the true cost of a development. Some examples of soft costs may be:

- **Development Design** – consists of all design services and specialty reports including site, civil, structural, architectural, geotechnical, mechanical, electrical, plumbing, landscape and all related permitting and planning costs. Also includes are marketing, feasibility studies, surveying, project management, land use advice/litigation and land development consulting costs.
- **Jurisdictional Fees** – includes permit fees, capital facility charges and system development charges paid for utilities, mitigation, inspections, impact and franchise.
- **Construction Services Fees** – includes pre-construction services, general contractor conditions and mark-ups, sales tax on construction costs, soils and materials testing, survey services and TESC inspections and monitoring.
- **Additional Development Costs** – includes the cost of land purchased, negotiated right of ways and easements, closing costs, taxes, title fees and reproduction costs.
- **Banking and Finance Costs** – includes professional services for banking and accounting, loan fees/expenses and interest on property and construction loans during the project.



Each soft cost line item plays a significant role in the outcome of the project. The cost of design for example is vital to the construction of a project and permits are crucial to the development process. Fees paid to jurisdictions for capital facilities and system development charges are equally as important, as they pay for the essential services that the development will rely upon.

Soft costs must be included in the budgeting process in order to gain an accurate understanding of what costs are associated with development. As land developers and property owners, it is highly important to be aware of soft costs and their affects on projects. This knowledge not only provides a better understanding of the true cost of a development, but it can also lead to better financial decision making throughout the project. Being aware of the true cost of a project allows developers to better plan for the development and allows decisions which are beneficial to the development to be made with an understanding of how they affect the bottom line.

-Gil Hulsmann

# DEVELOPMENT PERMITTING

## Expert Permitting Services

Permitting can be one of the lengthiest processes in all of land development. The development permitting process not only involves the completion of the actual applications, but also consists of the compilation backup documentation, coordination with jurisdictional authorities and the approval process. Jurisdictional processes may vary in length, complexity and required elements.

The permitting process is crucial to the development process as a whole, and it is essential that permits be handled efficiently and effectively. Now more than ever, it is highly important to entrust permitting to a knowledgeable and experienced permitting team such as the Abbey Road Group.

The Abbey Road Group's team is highly qualified and has the experience and jurisdictional relationships needed to efficiently expedite the permitting process with any local jurisdiction. The team has the tools needed to get the job done right, saving the client both time and money.

In conjunction with engineering, surveying and planning departments, the team expertly prepares applications, submits them to the jurisdiction and proactively follows the permit through the process to approval. The team strives to provide all necessary information to the jurisdiction, and acting as the client's representative the team is prepared to respond to and resolve any jurisdictional requests for clarification. The team also works closely with the jurisdiction to keep permits active when projects are on hold or become delayed.

The Abbey Road Group is prepared to handle all permitting processes from large and complex commercial sites to small and straightforward residential projects. No matter what the project entails, the Abbey Road team delivers on the promise to minimize the hassle of permitting for clients, while saving both time and money.



## The Development Permitting Process

The Abbey Road permitting process is straightforward. As pictured below, the team begins by reviewing the project's scope, jurisdictional codes and permitting requirements. The permitting process and timeline is established based on this data. Once the plan is in place the team compiles all necessary backup documentation and prepares the application and submittal packet. Once the application has been submitted and deemed complete, our team actively follows the permit through the public comment and jurisdictional review processes to final approval.



## The Abbey Road Advantage

The advantages to choosing Abbey Road to handle the permitting are abundant. Allowing Abbey Road to handle permitting saves the client's time and reduces stress, in turn saving the client money. In addition, the experience of the Abbey Road team along with their knowledge of local jurisdictions allows for a more efficient permitting process. This efficiency reduces preparation time and nearly eliminates the need for costly re-work to make an application ready for jurisdictional review.

## Land-Use Permitting

Land-use permitting is an important element of the development process. The Abbey Road team is experienced in handling multiple types of land-use permits such as conditional use permits, annexations and rezones. When required, land-use permits are the foundation to the entire permitting process, because their success or failure will affect the viability of the proposed scope of work.

### Permit Services:

- Audio/visual
- Building
- Demolition
- Dept. of Natural Resources
- Drainage
- Electrical
- Elevators
- FDC and fire underground
- Fire alarm
- Fire hydrants
- Fire sprinkler
- Franchise extension
- Fuel tanks
- Gates
- Grading
- Health Department
- JARPA
- Land use
- Low voltage
- Mechanical
- NPDES
- Plumbing
- Right-of-way use
- Rockery and retaining walls
- Sanitary side-sewer
- Sanitary-sewer mains
- Septic systems
- Shoreline
- Signs
- Site construction
- Site development
- Site engineering
- Storm
- Storm-drainage plans
- Storm-drainage vaults
- Structural
- SWPPP
- Tenant improvements
- Water mains
- Water service
- Well
- WSDOT