

MaxComm

P3, a fresh approach to creating infrastructure

MaxComm is a Calgary based consulting and realty services firm.

Our success is tied directly to the success of our clients.

Committed to the highest standards of professional performance and client service, we offer effective solutions to help our clients excel, and achieve these results through extraordinary representation and customer service . .

The primary role of the firm is to provide strategic advice to clients involved in our key focus areas and, when appropriate, execute that strategy and/or executed real estate leasing, acquisition and disposition transactions.

MaxComm has provided consulting and advisory services to a broad range of private and public sector clients. The firm's business falls within four categories of services;

- Leasing and Purchase advisory services, commercial real estate
- New Facility Planning / Programming
- P3 – Public Private Partnership advisory and proposal development
- Research & Information services
- Lease and operating cost audits
- Barrier Free Design Consulting and Facility Audits
- Land Assembly
- Joint Ventures, Syndications

Public Private Partnerships P3 - to partner, plan, design, develop, construct, finance, own and operate . . .

. . . Capability, Capacity, Vision, Innovation, Creativity, Understanding

MaxComm's President, Mark Kolke, is a well established authority on Public Private Partnership [P3] practice in Canada . In addition to leading a number of proposal and development teams in pursuit of P3 projects he has published articles on the subject primarily in his preferred practice area of education facilities. He leads the firm's pursuit of partnering and consulting opportunities as one of Canada's leading providers of P3 advice and services relating to the development of public infrastructure.

MaxComm is committed to bridging the need-want gap between organizations and the marketplace; between a 'need' and a 'process to meet that need'. We focus on effective

introduction and management of economically, socially, and environmentally responsible practices in business. **MaxComm** can provide advice in a number of relevant areas, which include:

- structuring the P3, calls for proposals, consortium and related business agreements
- negotiating management contracts
- coordinate due diligence process
- planning development of real estate projects
- negotiating purchase and lease agreements
- vetting and negotiation of professional service providers
- sustainable development planning

Because **MaxComm** is a small firm involved in highly complex assignments, we regularly collaborate with professionals in complementary specialized areas. Working together we are able to provide our clients with a 'best in class' process by involving well chosen professionals and firms with whom we have worked/collaborated before. Our clients deserve the confidence that we have assembled, on an as-required basis, a cohesive team whose respective set of skills, project experience and credentials provide the beset combination and capacity for developing creative solutions – practical, effective approaches to complex problems.

We regularly collaborate with, team with and partner with 'best in class' colleagues in the following areas:

- legal services; real estate, construction, P3 Advisory, debt finance, intellectual property
- design / architectural / planning services;
 - Office Buildings
 - Restoration of Sandstone School Historic Structures
 - Schools / mixed use facilities
 - Interior Design Capabilities, Office Buildings
 - Interior Design Capabilities, Historic Structures
 - Urban Planning
 - Landscape Architecture
 - Multi Family / Condo Housing Architecture
 - Mixed Use / Retail Architecture
 - Parking Structures
- construction; constructors, quantity surveyors, value engineering
- engineering; civil, electrical, mechanical
- technology; telephony, network services, internet

- security
- use of sustainable design / LEED™ principles
- facility planning and development of asset management plans
- property management planning and operations
 - o building operations
 - o remote Monitoring
 - o energy and utility management
 - o fire & security management
 - o grounds & landscaping management
 - o safety, health & environmental management
 - o operations planning & management
 - o audits & facility inspections
 - o janitorial / care taking services
 - o project management
 - o space management & use optimization planning
 - o interior design services
 - o furniture & workstation layout
 - o move management
 - o relocation management
 - o accommodation services
 - o construction management
 - o outsourcing & facilities administration
 - o information technology management
 - o risk management
 - o realty tax management

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We expect, that our responses, ideas and scope of potential solutions will enable our clients and prospective clients - to help frame their problem, determine their needs and rationale – to set the table for meaningful solution focused collaboration.

The prospect of a lengthy process of partnering, planning, and obtaining approvals . . . to say nothing of the design, engineering, construction, commissioning and holding phases – guarantees that most projects require patience and collaboration with long term vision. But first, we must frame the vision. If our client feels they already have framed their vision; then our task is to translate the material into a structure, process and measurable performance measures worthy of taking the project to market.

These are long haul projects, usually, and requiring a long term commitment of purpose and dedication. Our credentials evidence that commitment.

Most public sector organizations – governments and NGO's – enjoys an enviable position of having an extraordinary asset base, strong creditworthy reputation and financial strength. These ingredients alone do not make a superb project; while they do however provide compelling ingredients when inviting the development and investment market to compete to provide a project / facility.

We bring a proven capability to assemble resources, choreograph their roles to assist our client in establishing a competitive 'project specific' set of criteria – then to involved the expertise of the appropriate in-house or contracted services.

We strive to nurture a positive dynamic environment where personal and professional growth know no limit; a small company respected in our industry, a dynamic place to work where committed professionals are prized and their creativity is supported.

Our focus and commitment serve the best interests of our clients. Adhering to a strong sense of purpose, values and goals – our strong earnings are a by-product of that commitment.

We have fun. We enjoy our client relationships. We love this business. We embrace change and challenges to build a future of success for our clients, our shareholders and for ourselves.

Mark M. Kolke, President

MaxComm Realty Advisors Inc.

P3 Consultant, Agent / Realtor, Notary Public

Office, Industrial, Land, P3 Consulting, Infrastructure, Education Facilities



An Infrastructure / P3 / Education Facilities specialist, Mark Kolke is highly effective in developing effective solutions to complex problems; taking groups through a planning process to execute a project on stringent time lines. He has been rewarded with recognition as a leader and top performer in his industry. He provides advisory and transactional services to a broad range of private and public sector clients; assisting clients review facilities in consideration for purchase, advised on leasing and disposition strategies including detailed economic analysis. He has published numerous articles on real estate service, P3 and Education Facilities projects and presents frequently at conferences.

While he specializes in office properties, sales and site acquisitions, he has in recent years experienced considerable success in both leasing and sales of office, education and airport facilities - building a strong business with tenant and investor mandate clients. His business and real estate professional career has also involved diverse experience in planning and collaborative policy development including experience with NGO's and Municipal Government. He has consulted with and for clients as they review facilities in consideration for purchase, advised on leasing and disposition strategies including detailed economic analysis.

Mr. Kolke is a consultant and real estate agent. Licensed to practice in Alberta. His practice emphasis in the area of commercial real estate leasing, sales, development and financing. He has provided advice and transactional services to clients with respect to land assembly, purchase, re-zoning, development approvals, financing, leasing, management and sale of commercial and institutional projects, as well as public private partnership [P3] initiatives.

He is often consulted by clients making strategic business decisions. In addition to his real estate background, Mr. Kolke has considerable business experience, having previously operated businesses in retail, para-legal services, mortgage portfolio administration, property management and asset management. He has been involved in real estate finance and real estate brokerage for 25 years. Prior to founding MaxComm Realty Advisors Inc. in May/2003, Mr. Kolke was an Associate Vice President and Shareholder with Colliers International, one of the world's largest commercial real estate services organizations.

Mark sits on the Barrier Free Design Committee for the Alberta Safety Codes Council, is BOMA Building of the Year Calgary Judging Panel Chair, Vice-Chair, Tax & Economic Affairs Committee, Calgary Chamber of Commerce, and he is a Notary Public.

Memberships:

BOMA, Building Owners and Managers Association

CREB, Calgary Real Estate Board

AREA, Alberta Real Estate Association

C2P3, Canadian Council For Public Private Partnerships

CEFFPA, Council of Education Facility Planners

ARIEX Advisory Board, Alberta Real Estate Insurance Exchange

Calgary Petroleum Club

Calgary Chamber of Commerce