

ADVISORY SERVICES

OVERVIEW

As fiduciaries, Taft-Hartley Trustees must navigate a complex and shifting regulatory landscape. They are under increasing scrutiny to resolve potential conflicts between the Union, Trust and Trustees. In some cases, it requires an independent third-party service expertise.

WaCap's Advisory Services were developed to help Trusts address these issues. Because each situation is unique, our program is designed to provide flexible solutions. We rely on our experience as investment managers and our expertise in real estate to help Trusts navigate these complex matters.

CONSULTING

TYPES

- Review strategies for property acquisition, development/redevelopment and disposition
- Identify and select service providers for development/redevelopment projects
- Construction oversight for development/redevelopment projects

FIDUCIARY LIABILITY

Fiduciary liability remains with the Trust

REQUIREMENTS

- One-time service engagement
- Non-discretionary assignment

ADVISORY SERVICES

TYPES

- Lease Negotiation: Negotiate lease terms between Trust and third party property owner
- Property Market Value Assessment: Review, analyze and report on broker opinions of value for Trust-owned property
- Lease Market Assessment: Review, analyze and report on broker assessments of leases for Trust-owned and third party-owned properties
- Real Estate Fund Due Diligence: Assess suitability of third party real estate funds/investments for Trust investment

FIDUCIARY LIABILITY

WaCap and the Trust retain fiduciary liability for services provided

REQUIREMENTS

- One-time service engagement
- Non-discretionary assignment

QPAM

TYPES

- Asset Management: Management of existing Trust properties
- Transactional Services: Asset acquisition, development, disposition
- Lease Management: Negotiation and management of leases to avoid related-party transaction conflicts

FIDUCIARY LIABILITY

WaCap assumes fiduciary liability for services provided to the Trust

REQUIREMENTS

- Ongoing management of asset
- Fully-discretionary assignment