

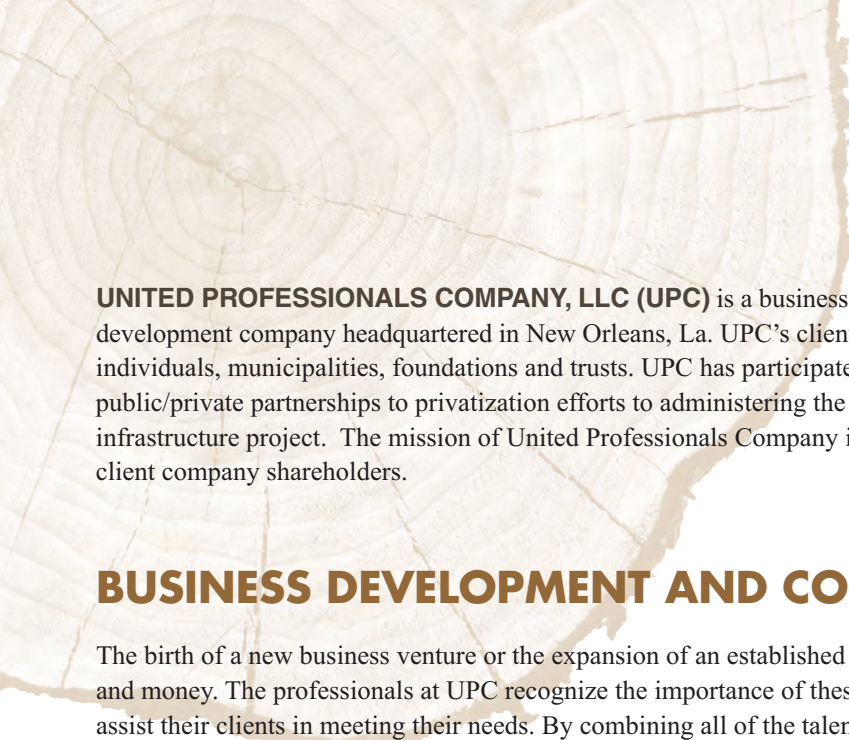
**UNITED**

PROFESSIONALS COMPANY

**CONSULTING, PROJECT MANAGEMENT AND  
REAL ESTATE DEVELOPMENT**



A Member of The Sisung Group of Financial and Development Services Companies



**UNITED PROFESSIONALS COMPANY, LLC (UPC)** is a business development, consulting, project management and real estate development company headquartered in New Orleans, La. UPC's clients include for-profit and nonprofit corporations, as well as individuals, municipalities, foundations and trusts. UPC has participated in numerous public and private developments ranging from public/private partnerships to privatization efforts to administering the development of a \$175 million multi-facility, capital infrastructure project. The mission of United Professionals Company is to provide returns for our clients and to generate value for client company shareholders.

## **BUSINESS DEVELOPMENT AND CONSULTING SERVICES**

The birth of a new business venture or the expansion of an established business requires a tremendous amount of creativity, energy and money. The professionals at UPC recognize the importance of these requirements and leverage considerable resources to assist their clients in meeting their needs. By combining all of the talents of The Sisung Group, including investment banking, venture capital, asset management and development services, UPC is able to provide its clients with a one-stop shop for comprehensive business development and consulting solutions.

UPC has helped numerous companies to launch and expand, including telecommunications companies, hospitality companies, print manufacturing companies, companies operating in the education sector, construction service companies, health service providers and media companies. Areas in which we have assisted client companies include Strategy Development; Financial Consulting; and Government and Community Relations.

In the area of Strategy Development we have assisted clients with feasibility studies, economic impact studies, business plan review and marketing strategy development. Services that we have provided in the Finance arena include budget development; assistance with accessing government financing and incentives; and creation of revenue projections and financial models. Assistance that we have provided in the area of Government and Community Relations has included assisting companies with management of regulatory processes; structuring legislative and political strategies; developing presentations to community boards and political bodies; and facilitating connections to industry and service provider contacts.

The Business Development and Consulting Services that UPC offers in the areas of Strategy, Finance, and Government and Community Relations allow us to offer comprehensive, world class solutions to companies in all stages of their business life cycles, from start-up to expansion to diversification to merger and acquisition.

## **PROJECT MANAGEMENT**

United Professionals Company assists large-scale development and construction programs covering large, diverse geographic boundaries with the following project management services:

- **Site Acquisition**
- **Procurement**
- **RFP Processes**
- **Management of Design Professionals**
- **Requisition and Payment**
- **Accounting and Record Keeping**
- **Regulatory Services**

## REAL ESTATE GROUP

The Real Estate and Land Development services that UPC offers provide a strong complement to our Business Development and Consulting Services. For more than 20 years, UPC has been instrumentally involved in public and private real estate developments that have ranged from multi-family complexes and single family subdivisions to large commercial complexes, convention center hotels, university dormitories and many other types of developments.

Real Estate and Land Development services that we have provided include assistance with concept development; site selection and site acquisition; architectural consulting; consulting related to acquisition of state, parish and municipal permitting and approvals; development of real estate project budgets and financial models; assistance with exploring and developing public-private partnerships; and acquisition of third party services including environmental studies, property surveys and land-related legal services.

UPC's broad range of expertise in these areas allows us to offer our clients one-stop shop assistance for commercial and residential real estate and land development in all stages, from conceptual greenfield development to redevelopment and conversion of urban properties.

## REVENUE DEVELOPMENT

United Professionals leverages its expertise to assist municipalities and large organizations in increasing revenues and reducing costs. By analyzing a client's business models and financial statements, UPC can identify new or increase current sources of revenues as well as identify potential cost savings. Adding to our tremendous value, on revenue development projects, UPC only gets compensated if and when savings are generated or profits are increased.

In evaluating financial, operational and accounting structures, UPC analyzes an entity internally and externally, from the bottom up and from the top down, in seeking to identify problem areas. After identifying structures and procedures that are inefficient or potential revenue sources that have not been developed, UPC will develop a plan to remedy those issues that negatively affect revenue development and/or cost savings. UPC professionals will then create a plan that might involve implementation of new financial or accounting structures; purchase of new equipment; renegotiation of terms with vendors or clients; retention of new services; pursuit of regulatory savings; or development of a new or enhancement of an existing product or service line.

Using this methodology, for over 20 years UPC has worked to facilitate revenue growth and cost savings for companies throughout the communities in which we operate.



### OUR DEVELOPMENT SERVICES INCLUDE:

- **Location of suitable sites**
- **Evaluation of underlying real estate value**
- **Negotiation of all terms relating to acquisition or sale of real estate assets**
- **Completing regulatory processes**
- **Working with project architects and engineers to develop plans and specifications**
- **Securing of debt and equity financing for specific projects**

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