



The Equity Company, Inc. – Real Estate Consulting

How Equity Works As A Consultant

In addition to The Equity Company's development work, Equity provides consulting services for its clients on real estate issues.

Equity's work can include helping a client find and evaluate potential sites for a new facility, preparing proposals for debt and equity financing and managing the development process.

Equity can effectively work with the senior staff and board of the client organization, bringing a broad understanding of real estate as a component of the organization's strategy.

Equity has acted as an advisor to an organization undertaking a new development and has acted as a developer on behalf of an organization. The latter case was a turnkey development where Equity committed to deliver the specified facility to the client at a fixed price.

Equity has also worked as an Owners Representative, reviewing the design and construction work being done for the client.



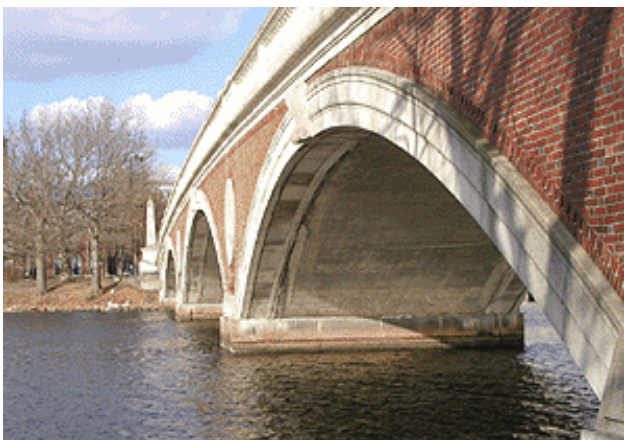
Richard Williams' Qualifications

Richard Williams is the President of The Equity Company, Inc. He brings unique consulting skills to the complex tasks of real estate acquisition, finance and development.

Before founding Equity in 1985, Mr. Williams was a management consultant for ten years with Arthur D. Little, Inc., based in Cambridge, MA. He has also been prominently involved in local and national politics and was the Democratic Nominee for the US Congress from the 5th Congressional District in Massachusetts.

A constructive working relationship with the client is at the foundation of Mr. Williams' consulting. In addition, he brings to each assignment a creative approach to problem solving, a strong analytical background and 20 years of real estate experience.

Mr. Williams is a graduate of the Harvard Business School and the University of Pennsylvania in physics.



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Real estate development and consulting