

5 THINGS

You can do now to increase the
value of your industrial property

AN INDUSTRIAL BUILDING OWNER'S PROACTIVE GUIDE
TO INCREASING THE VALUE OF THEIR PROPERTY

Dear Fellow Industrial Building Owner,

This book was compiled by Rob and Louis Johnston as a guide to help industrial building owners increase the value of their properties. Within its contents you will find useful information and money making tips on your property's five largest capital expenditures. Those include: **Asphalt; Heating, Ventilating and Air Conditioning (HVAC); Landscaping; Exterior Paint; and Roofing.** If properly maintained, repaired or replaced, these five items will add value to your industrial building instantly. As an added bonus a list of vendors is included at the end of each chapter. These vendors service your area.

Should you have further questions or would like additional information, please call or email Rob or Louis at the phone numbers and email addresses below.

Enjoy!



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More about Rob...

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Disclaimer

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WHY IS ASPHALT IMPORTANT TO A PROPERTY OWNER?

WHAT IS ASPHALT?

Asphalt is a sticky, black, petroleum-based product that is used as the glue or binder with aggregate particles to create asphalt concrete which you typically see on a street or in your parking lot. Asphalt deteriorates over time and needs repairs that often come in the form of a slurry coat. A slurry coat is a mix of asphalt emulsion, fine sand, and water. The slurry coat improves the original asphalt surface and extends its useful life.



THE BENEFITS OF MAINTAINING YOUR ASPHALT

First impressions matter for a business. Your customers and visitors often judge your business based on the condition of your property. When a guest visits your business, their first impression is of the outdoor space which typically shapes their perception of your brand. One of the easiest techniques to improve your business' curb appeal is through a properly maintained parking lot.

CREATE A SAFER PARKING LOT

Safety is a major concern in commercial property maintenance. If you have not maintained your parking lot correctly, you have an increased risk of accidents. Slip-and-fall accidents under premises liability claims can debilitate your business financially.

If a visitor suffers injury because of poor maintenance in your parking lot area, your business is liable for damages and other legal consequences.

When you properly maintain your parking lot, you reduce the risk of such accidents. In addition a well maintained parking lot is more welcoming for your business visitors and clients.

PROTECT YOUR PROPERTY FROM WATER DAMAGE

High-quality asphalt paving protects your commercial property from water damage. Drainage is a key feature in all parking lots. Your contractor usually maintains a sloping gradient to drive surface runoff away from the business.

A well-planned asphalt parking lot has an integrated drainage system. A drainage system incorporated into the outdoor space helps protect your property from water damage.

BOOST THE VALUE OF YOUR PROPERTY

The value of any property goes up with improvements that boost curb appeal. Improvements such as asphalt paving shows appraisers, lenders, buyers, and tenants that you carry out proper maintenance. The valuation report of your property includes any improvements you have made.

TAX WRITE OFF

The government incentivizes you to complete maintenance on your property, so you might as well take advantage of it! You are able to write off all of your asphalt maintenance costs which lowers your income tax bill.



RECOMMENDED MAINTENANCE SCHEDULE & REPLACEMENT

Summer heat is hard on your asphalt paving. Heat will cause asphalt to crack, ravel and oxidize, which compromises the structure and appearance of your parking lot or other paved areas. Rain can have a similar effect. When water penetrates cracks in the asphalt, it leads to more cracking and a forfeiture in the integrity of the asphalt. Fortunately, while this may sound hopeless and unmanageable, there are ways to control damage and keep your asphalt looking new. Here are five ways to go about this:

SEALCOAT/SLURRY COAT ON SCHEDULE

The only major maintenance required for asphalt is sealcoating (also known as slurry coating). You normally must complete this every few years, although a hot summer could demand it sooner. Sealcoating can prevent heat damage in some cases, or at the very least minimize it. Do not overlook this maintenance requirement. Most commercial asphalt experts will recommend slurry coats every 3-4 years but due to runoff in certain areas, some spots may require more frequent repairs. Make sure that your asphalt is complying with the manufacturers dilution requirements and the product is not watered down more than recommended.

ASPHALT CRACK FILLER

Filling cracks in your asphalt is an important step in extending the life of your asphalt and is one of the most cost-effective ways to do so. Cracks form in asphalt due to weather conditions and moisture. By sealing cracks in your asphalt when you first see them, you avoid water penetrating the base which can cause more erosion to occur. Filling cracks also provides protection from the sun. Once a crack develops, UV rays from the sun can cause additional damage to the crack as well as expand the crack to a larger size. Crack filling will block out these damaging UV rays that cause deterioration on the inside walls of the crack.

STRIPING

Striping your parking lot is important for numerous reasons. Firstly, a properly striped parking lot will provide safety to motorists as well as pedestrians. Faded crosswalks, parking spaces and other safety markings can cause confusion. Having these freshly

painted will make cars and pedestrians move throughout the parking lot safely and efficiently. Secondly, a freshly striped parking lot increases curb appeal! Cleans lines throughout will give your building a professional look. Thirdly, clearly indicating the proper access for the handicapped as well as having ADA compliant pavement markings and signage will ensure that you will avoid fines and penalties and will provide easy access to employees, clients and guests of your business.

— KEEP IT CLEAN —

Clean up spills, avoid debris in your parking lot, and make sure your sprinklers water the lawn more than your parking lot. Fix any issues that cause water to pool.

— REPAIR AS YOU SEE DAMAGE —

Asphalt may crack easily in high heat, areas of water run-off or ponding, but it's also easy to repair. As you see cracks and other damage, fill them. This will extend your parking lot's lifespan and reinforce its strength. If you notice serious damage that goes beyond your surface repair abilities, call an asphalt contractor. **It will always be less expensive to address damage now than wait for it to become worse.**



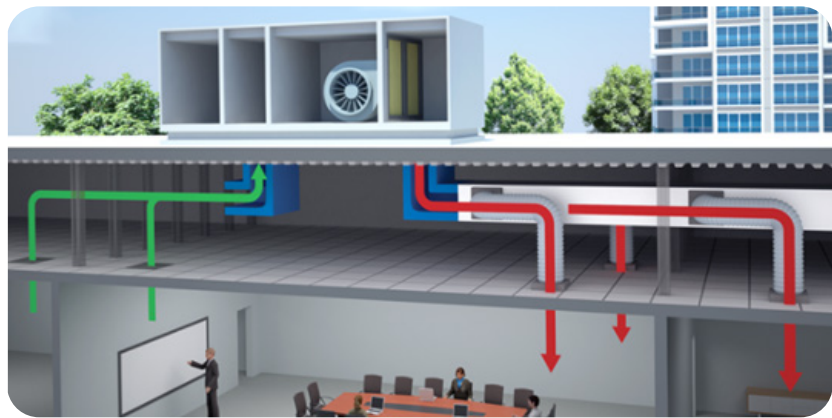
THIS IS A LIST OF SEVERAL ASPHALT VENDORS THAT SERVICE YOUR AREA

- All American Asphalt.....(951) 736-7600
- Ben's Asphalt.....(800) 439-2367
- Caliber Paving.....(714) 556-0484
- Competitive Asphalt.....(949) 282-7525
- Preferred Paving.....(714) 632-1414
- Quickel Paving.....(949) 582-1515

WHY IS HVAC IMPORTANT TO A PROPERTY OWNER?

WHAT IS HVAC?

Heating, ventilation, and air conditioning (HVAC) is the technology of indoor environmental comfort. An HVAC unit provides interior cooling by drawing warm interior air into the system through a series of air return ducts. The air is then moved over a series of refrigerated coils. The V in HVAC stands for ventilation which includes the process of exchanging or replacing air in any space to provide high quality indoor air. This involves temperature control, oxygen replenishment, and removal of moisture, odors, smoke, heat, dust airborne bacteria, carbon dioxide and other gases.



THE BENEFITS OF MAINTAINING YOUR HVAC

BUYERS & TENANTS WILL APPRECIATE THE EFFORT

HVAC installation unlocks a plethora of advantages across commercial environments. In addition to representing greater efficiency and lower energy costs, a well-maintained HVAC system is the route to higher indoor air quality.

These days, commercial building owners invest heavily in technology that will help them improve the air quality at the workplace for good reasons. It leads to significant improvement of performance and productivity and will also have a direct impact on the health and well-being of workers.

Many health symptoms that office workers experience are promoted or caused by indoor air pollution. Physical symptoms such as headaches, sinus discomfort, upper respiratory

congestion, and eye irritation are the result of contaminated air. Also, in some cases, indoor air pollution may cause serious infections like Legionnaires' Disease, a type of pneumonia. In addition, worker health symptoms such as colds, drowsiness, irritation, and irregular breathing may be brought on as the result of temperature extremes, improper humidity levels, and too little or too much air circulation.

The installation and continued maintenance of an HVAC system ensures work environments can maintain high air quality which leads to better health and enhanced worker productivity in one fell swoop.



— HVAC UPGRADES ARE WORTHY INVESTMENTS —

Not all HVAC systems are created equal, however. Inferior or outdated systems are likely to lower the sale price and lease rate of your commercial property. Upgrading your system is an excellent investment, in both the short and long term. Newer, more efficient HVAC designs ensure superior air flow, lower environmental impact and a longer operating life. These are benefits that you can shout about when the time comes to sell.

The use of sound absorbing materials is another plus point of upgrading to a newer HVAC system. The presence of your HVAC system should be felt but not heard, after all.

— UPGRADING IS EASIER THAN EVER —

With a reputable vendor, upgrading your HVAC is a seamless process that will pay off in having a system that is reliable. Owning an up-to-date HVAC system will also make your property more profitable down the road should it come time to sell your property.

A NEW HVAC UNIT CAN BE WRITTEN OFF ON YOUR TAXES

Under the Federal Tax Cut and Jobs Act, business owners can now deduct up to \$1 million of the total cost of any HVAC purchase in the first year the system is put into active use, up to a total equipment purchase price of \$2.5 million. For many building owners, these higher deduction rates mean the entire cost of an HVAC system can be written off in the first year. Before this amended Section 179 rule, installation of a new HVAC system was classified as a capital building improvement with extremely long depreciation periods, often as many as 39 years!



RECOMMENDED MAINTENANCE SCHEDULE & REPLACEMENT

FILTER CHECKS

Dirty filters can cause damage to your HVAC system. Make sure your HVAC technician is changing filters every time they are servicing. Most property owners use 30-day disposable fiberglass filters or 3-month pleated filters. These should be checked more regularly. When your filter is dirty, your HVAC system must work harder to circulate air throughout your property which will shorten the useful life of your system.

SCHEDULE TWO TUNE-UPS PER YEAR

HVAC systems are not particularly high maintenance, but that does not mean routine maintenance is not important. Your air conditioner should be inspected, cleaned and tuned up every year. It is best to schedule your HVAC service in spring and in late summer or early fall - that way, your system will run efficiently the first day you need it

and if a serious problem is discovered, you can deal with it before it comes time to switch systems.

Tune ups typically include a thorough inspection and lubrication of all moving parts, condenser cleaning, clearing buildup out of the condensate drain tube, checking refrigerant levels, replacing filters, checking the heat exchanger for cracks and other tasks that make your system safer, more efficient and longer lasting.

— CHECK UP ON YOUR CONDENSER —

Somewhere outside your building is your air conditioner's condenser, which is built to stand up to the elements. It can, however, become damaged from hail or windblown debris from severe storms. Occasionally, and especially after every major storm, look over your condenser for signs of damage.

While you are at it, be sure to clear away any accumulation of leaves or weeds on or around the condenser. If vegetation is growing right next to the unit, cut it down. Your condenser needs room to breathe, too. Note that most, if not all, condensers for industrial and office properties are found on the roof away from landscaped areas.

— UPGRADE YOUR INSULATION —

The less often your HVAC system runs, the longer it will last. And in the struggle to keep your treated air inside your building, insulation is your best friend.

The most important place to check for sufficient insulation is between your hard lid ceiling or T-bar ceiling and the structural roof. The amount and type you need varies by region, so check the Environmental Protection Agency's insulation climate map and guidelines for insulation upgrades.

If you have insufficient insulation throughout your building, it may also be worthwhile to add more insulation into wall cavities. The best way to locate and evaluate your insulation weak spots is to schedule a professional energy audit.

WHEN TO REPLACE YOUR HVAC SYSTEM

Taking great care of your HVAC system is half the battle and replacing it at the right time is the other half.

None of us can predict the future, so it can be tricky to make sure you get the longest possible life out of your equipment while also avoiding the costs of efficiency losses and parts replacement due to age. The best way to estimate the ideal time for replacement is to choose a reliable HVAC company to perform your preventative maintenance and ask for their input. Be honest with them about the maintenance you've performed as a property owner if you've been lax about replacing the filter, for example, or if you frequently use the "on" fan setting. If you trust your HVAC technician, their opinion is the most valuable.

There are a couple of other key considerations to make before you buy a new system.

KNOW YOUR SYSTEM SIZE

First, you should know what size system you need, and for that you'll need HVAC professionals to conduct a process called "load calculation" for your property. The general rule of thumb is for every 400 square feet of enclosed office area, you will need a 1 ton system. That means if you have 2000 square feet that you need cooled and heated you will need 5 tons of cooling power. If this has already been done and there have been no major upgrades to your building since, you shouldn't need to do it again.

PLAN AHEAD

Once you know approximately when you'd like to replace your system, identify a 12 to 18 month window in which you plan to get it done. By saving money in the meantime, you can hopefully avoid financing costs and pay for your new system up front. And by choosing a lengthy period in which to actually make your purchase, you can get bids from the most reputable vendors.

Just because HVAC system replacement is expensive doesn't mean it has to be problematic. Make a plan now so you can anticipate this inevitable upgrade, and you can effortlessly reset the clock for another 15 to 20 years.

QUICK TIP

USE THE "AUTO" FAN SETTING

Most HVAC systems have two fan settings: "auto" instructs the fan to run only when the system is actively heating or cooling, and "on" instructs the fan to run constantly. Some systems have dual-speed fans, which allow for a slower, more energy-efficient fan setting between heating and cooling cycles.

There are benefits to using the "on" setting. It helps trap more dust, and in buildings with people who have respiratory sensitivities or allergies, it can help make it easier to breathe. But the major disadvantage is that it forces the system to work much harder, and that shaves time off of its life. It also leads to filters that clog up faster, so if you don't change them regularly, you could really be taxing your system.

GET A SMART THERMOSTAT

The latest in thermostat technology, smart thermostats are easy to program and control from anywhere using your smartphone or tablet. Some models can even learn your HVAC habits and schedule so they can make energy-saving adjustments without any programming at all.

When it's easier to micromanage your thermostat settings, your system will work less often and last longer.

THIS IS A LIST OF SEVERAL HVAC VENDORS THAT SERVICE YOUR AREA

Air Control Systems.....	(800) 655-5504
Control Air Conditioning.....	(714) 777 8600
EMCOR.....	(949) 490-0490
Lewis Air.....	(949) 430-7403
Pacific Rim Mechanical.....	(714) 285-2600

WHY IS LANDSCAPING IMPORTANT TO A PROPERTY OWNER?

When maintaining commercial properties, building maintenance is critical but it is important to not overlook the grounds of your property. A well landscaped property will make a good impression on visitors, customers, tenants, and potential buyers.

If visitors to your property are greeted with a neglected or outdated landscape palette, it could possibly reflect negatively on your business. When people see the care and attention that you put into your commercial property's landscaping it will reflect positively on your business.



THE BENEFITS OF MAINTAINING YOUR LANDSCAPE

MAKE YOUR PROPERTY ECO FRIENDLY

Many properties feature landscapes that require lots of water to maintain. It does not rain often in Southern California so it is best to opt for a landscape that is referred to as "drought tolerant." This means that the plants require very little water to maintain which benefits the planet as well as your wallet. In addition, drought tolerant landscaping provides a clean modern look that enhances the appearance of your property and business.

INCREASE YOUR PROPERTY VALUE

Investing in commercial landscaping services will separate your property from others when it comes time to sell or lease. When a potential buyer or tenant sees that the owner takes good care of the landscaping, they assume the building receives the same level of maintenance.

GIVE YOUR BUSINESS A NEW IMAGE

Installing new landscaping or simply taking better care of the landscaping you have can change your company's image. People will notice that the company has an aesthetic look that compliments their building and their brand. Potential clients and customers are attracted to a professional image whether that be walking through your front door or visiting your website.

RECOMMENDED MAINTENANCE SCHEDULE & REPLACEMENT

Weekly landscaping assures you that the exterior of your property is well maintained. Please note that if your building is part of an association, the association visually maintains your landscaping. In addition to weekly maintenance, periodic tree trimming, pruning, and installation of mulch is also recommended.

MORE ON DROUGHT TOLERANT LANDSCAPING

By recognizing the type of climate your property is in, you can best select plants that are more suited to flourish. The South Orange County climate is similar to that of the Mediterranean. It is very dry and drought tolerant plants often thrive in this climate.

Featuring a drought tolerant landscape means opting for rocks and succulents instead of a grass lawn and shrubs that requires gallons of watering. Groundcover can easily take the place of a lawn area in the form of Rockrose flowers. These require sunlight for most of the day and require little to no care. If your property is mostly shaded, creeping barberry flowers will thrive.



Mixing in decorative grasses will give your landscape a unique look while maintaining a low water bill. Pictured above is blue panic grass. This grass requires minimal care and watering.



Pictured above is coyote native grass which is a hard perennial that blooms in the winter but looks like a shrub for most of the year. This plant is a California native which means that it will thrive in the South Orange County area with ease.

IRRIGATION

Monthly testing of valves and sprinkler heads help you detect leaks and malfunctions early. This will reduce the cost of your water bill. Drip systems are often installed with drought tolerant designs and usually require less maintenance.

GRASS LANDSCAPE

Here are some ways to keep your grass landscaping looking its best:

RAKING: Regularly remove leaves and other debris.

AERATING: Pierce the ground so that water, air, and nutrients can better reach grass roots. This helps roots grow more deeply, creating a healthy, strong, lush green lawn.

FERTILIZING: Feed your lawn the nutrients it needs every 6-8 weeks during the growing season.

WATERING: The grass should be watered deeply and infrequently. Adopting this practice, instead of watering your lawn every other day, encourages greater root growth.

MOWING: Have the grass cut regularly, but do not cut it too short. The shade created by taller grass helps to prevent the development of weeds and burnt out areas.

EDGING: If left to progress naturally, grass will start to creep into your sidewalks, driveways, parking lots, and flower beds, which creates an untidy appearance. Give your commercial property a clean, manicured appearance by trimming away excess grass at the edge of the lawn.

FLOWERS AND SHRUBS

Always have a plan on where and what you are going to plant. It is best to select plants that are both visually appealing and low maintenance. These plants will be seasonally balanced and look the best. As an example, instead of selecting plants that bloom only in the spring, choose a flower or shrub that will remain attractive throughout fall and winter. Select a variety of plants suited for different areas on your property such as full sun or shade.

Another great way to make your landscaping aesthetically pleasing is to spread mulch between plants. This creates a uniform and professional look. Mulch benefits your plants because it helps the soil retain more moisture. This is also an inexpensive way to enhance your landscaping which will ultimately increase your property value.

ARTIFICIAL GRASS

If you do not prefer a drought tolerant landscape pallet but are still seeking a low-maintenance option, artificial grass is your solution. This will provide your property with a clean landscaping look and will save you a ton of money on your monthly water bill. Artificial grass also requires little to no maintenance, saving you time, money and the hassle of maintenance. Artificial grass has made great strides in its development in recent years. It is realistic, sustainable and functional.

QUICK TIP

CHECK WITH YOUR ASSOCIATION

If you are in an association, that association generally has design guidelines on what you can and can not plant. It is recommended that you check with your association before planting to avoid fines and/or having to remove disallowed landscaping.

**THIS IS A LIST OF SEVERAL LANDSCAPING VENDORS
THAT SERVICE YOUR AREA**

- Bemus Landscape.....(888) 557-7910
- Critical Environments.....(714) 619-8888
- Mission Landscape.....(800) 545-9963
- O'Connell Landscape.....(800) 339-1106
- Ranscapes.....(866) 883-9297

WHY IS EXTERIOR PAINT IMPORTANT TO A PROPERTY OWNER?

In addition to a cosmetic improvement, painting your building will protect it and increase its economic value.

The exterior appearance of your building is an important factor used by buyers and tenants when evaluating your property. Painting your building is a common and reliable way to improve the value of your property.



THE BENEFITS OF MAINTAINING YOUR EXTERIOR PAINT

— PAINTING YOUR BUILDING CAN CHANGE YOUR COMPANY IMAGE —

Painting your company headquarters can influence your customer's perception of your business. Clients and customers will associate your business with a clean and polished look. If you rely on walk-in traffic, having a freshly painted building will be more appealing to the passers by. Visitors, clients and customers will in turn have a positive first impression of your business.

PAINTING YOUR BUILDING WILL RAISE IT'S RETURN ON INVESTMENT

If your building is being marketed for sale or lease, a new coat of paint will absolutely influence the buyer's or tenant's decision to lease or own. When using aesthetic factors to judge your property, paint is typically at the top of every applicant's list. Therefore, an investment in increasing your properties curb appeal is an excellent choice.

On another note, having a freshly painted building means that you can market it as an upgrade so the future buyer will not deduct it from their offering price.

QUALITY TENANTS

Prospective renters for an industrial property are more likely to pay closer to your asking rate, if the exterior is visually appealing. Making a good first impression leads to attracting quality tenants. These renters will lead to a constant revenue stream which will meet your investment objectives. Repainting rental properties will reinforce to tenants that their building is better maintained than the other options that are available to them. Property managers often cite exterior paint as one of the easiest ways to attract new tenants.

RECOMMENDED MAINTENANCE SCHEDULE & REPAINTING

PICKING THE RIGHT TIME TO COMPLETE THIS JOB

A general rule is to repaint every eight to ten years. The right contractor will keep tenants' business hours in mind when completing the job and make sure they do not interfere with their business activities. However, it is important to note that completing a job outside of regular business hours will add to the cost.

FINDING THE RIGHT CONTRACTOR

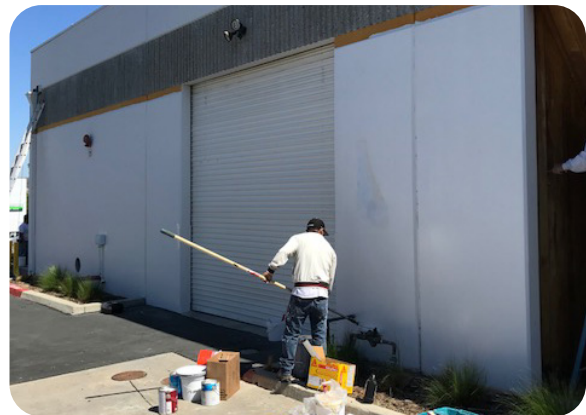
Choose a company that specializes in commercial painting. Always require that they are fully licensed and insured. They must have a general commercial liability policy naming you as additionally insured and have worker's compensation insurance before stepping foot on your property.

It is important to know if the painter has worked on a project like yours in size as well as type of building. Ask your neighbors who they last used to paint their building and see if they did a good job. Make sure that the company properly inspects all areas that need to be repainted so they are aware of the full scope of the project so there are no surprises halfway through the project. Don't forget about the local commercial real estate brokers who specialize in your area. These brokers typically have one or two painters in your area that they can recommend.

While it is important to get a fair bid for your project, you want a reliable contractor that uses quality materials with a reputation of high quality work. From personal experience, I have found that contractors who emphasize building prep work typically produce the best results. Your finished product is typically a direct result of how well your building was prepared prior to painting.

BUDGET AND SCHEDULING

By obtaining bids you can establish your budget. By doing so you will ensure you receive the outcome you are looking for. Setting a budget will ensure you get what you want without hurting your wallet. By planning and effective project scheduling, you can help minimize disruption to daily operations by ensuring that all the work is being completed according to the pre established plan.



Communicating with your tenants and finding the best time painting can be completed will prevent disruption in their day-to-day business. One of the first things you as a landlord or a building occupant should do is inform employees and customers. Give them dates so they know what to expect and when to expect it. Coordinate with the painters to minimize work disruptions and make sure they have access to all areas that they will be painting. The same can be applied to your loyal customers. Making them aware of the project scheduled to occur will prevent them from thinking you are closed for maintenance.

QUICK TIPS

AVOID GETTING OVERSPRAY ON SURROUNDING VEHICLES

When having your building painted, it is important to notify your employees and neighbors so they can move their vehicles accordingly. Sometimes paint can get carried into the wind and onto surrounding cars. In cases where cars can not be moved, painters can wrap these cars in plastic in case of overspray.



TAX DEDUCTION

As with other similar improvements made to your building, painting is considered an expense and is typically a tax deduction.

CHECK WITH THE ASSOCIATION

90% of industrial buildings in South Orange County are part of an association, which determines what color your building can be painted. These colors are to promote business parks with similar aesthetics providing a professional look. Check with your association manager for more details.

THIS IS A LIST OF SEVERAL EXTERIOR PAINT VENDORS THAT SERVICE YOUR AREA

- Certa Pro Painters.....(800) 462-3782
- Insco Painting Company.....(714) 841-3320
- Mission Viejo Painting.....(949) 922-0238
- Nugent Painting.....(800) 499-1355
- Winv.....(951) 484-0484

WHY IS ROOFING IMPORTANT TO A PROPERTY OWNER?

The age old adage "If it ain't broke, don't fix it" doesn't apply to commercial roof maintenance, repair, or replacement. Not properly caring for your roof will cost you thousands of dollars and hours of frustration and stress. Properly maintaining your roof system is a worthy investment resulting in increased building value, extended lifespan of your roof, savings and satisfied tenants.



THE BENEFITS OF MAINTAINING YOUR ROOF

INCREASED PROPERTY VALUE

By working with your commercial roofing contractor, you can develop a strategy beginning after roof installation and continuing until your roof reaches the end of its useful life. Begin allocating part of your budget each year for the complete tear-off and replacement. With advanced planning, you may be able to drastically reduce the financial strain on yourself and potential future buyers of your property.

A well maintained or new commercial roof will add more value to your property than any other building component.

— LENGTHEN THE ROOF'S USEFUL LIFE —

If properly maintained, commercial roofs can last nearly two to three decades. Your building's roof may be approaching the end of its lifespan, no matter how many times your commercial roofer has repaired it. Replacing a commercial roof, whose cost is approximately \$4.25 per sq. ft. can be delayed by investing in regular roof maintenance.

— THE COST OF MAINTAINING IS TAX DEDUCTIBLE —

As a building owner, you are incentivized to maintain your property. Roof maintenance and roof replacement are considered an expense and are typically tax deductible.

— SAVE ON ENERGY COSTS —

Commercial roof replacement is an excellent opportunity to consider an environmentally friendly, energy-efficient, cool roof. Reflecting the sun's harsh infrared (heat) radiation will lower your building's cooling costs, saving the building owner money and making tenants and building employees more comfortable.

RECOMMENDED MAINTENANCE SCHEDULE & REPLACEMENT

A new roof for your business can be costly. You can prolong your roof's life and avoid commercial roof replacement by making sure it is inspected and maintained regularly. A complete inspection of your roof can cost between \$500 and \$2000, depending on your location and the size of your roof.

An annual inspection by a commercial roof specialist will help you determine if there is any damage that requires commercial roof repair. Along with a yearly check, commercial roofing contractors can remove debris that accumulates over time, remove moss and mold, clean any gutters, skylights, or vents and add mastic around any openings such as vents, skylights, roof hatches, and air conditioning units.

Most business owners do not think about their roof until a problem occurs. By the time you notice a leak, the damage may be more costly to repair than performing regular commercial roof maintenance. If you need to repair or replace your roof, make plans for an extended repair time. It could take up to a month to complete the work. Your contractor can help you decide how to keep your business running while the work is performed.

ROOF REPLACEMENT

Quality commercial roofing systems are meant to last many years, however even with the highest quality roofing system in place, there will be a time when that roof will need to be replaced. Failing to replace a malfunctioning roof will result in significant problems in the future. But when should your industrial flat roof be replaced? And how do you know when it is truly time for a replacement? These three tips will help you determine that very thing.

QUICK TIPS

ROOF'S AGE

Like all essential parts of your building, after time, key elements will begin to see wear and tear. When it comes to industrial roofing systems, for example, that time is usually around 15-20 years. If you have had the same roof well past this time frame, it would be a good idea to start considering replacement options.

If you think your flat roof might need a replacement, keep a close eye on it for leaks. If you have any questions regarding the state of your flat roof it is best to reach out to a professional industrial roof company and invest in a complete roof inspection report.

ROOF'S CONDITION

The existing state of your flat roof can say a lot. For example, if you have noticed your industrial roof is starting to sag and water is pooling in areas, a replacement roof may be necessary. A sagging roof puts pressure on the overall structure of the building which may lead to a whole new set of problems. In order to best preserve the integrity of your building it is best to act quickly if these situations arise.

QUICK TIPS

INCORRECT INSTALLATION

Depending on the roofing system you have, simple wear and tear can be an easy fix where an entire replacement is not needed. However, an incorrect installation of your roof would cause significant damage to the overall state of the roof. Such damage includes flashings, ventilation, as well as membrane and structural damage. Replacing your roof before this damage occurs can save thousands in the long run.

HAVE HAPPIER TENANTS OR EMPLOYEES

With a complete roof replacement, a good roofing contractor will inspect and replace degraded roof insulation. Scuppers and drains can be cleaned, upgraded if needed, and sealed. With less water infiltration, the interior air can be more carefully controlled. All these improvements mean happier tenants:

- Ideal humidification
- No flooded roof, grounds or parking lot from clogged rooftop drains and overflow
- No leaks!
- Cooler summer and warmer winter indoor air throughout the building

By taking on the logistical and financial work of complete roof replacement, you as the property owner can help your building and your tenants.

THIS IS A LIST OF SEVERAL ROOF VENDORS THAT SERVICE YOUR AREA

ADCO South.....	(800) 773-7663
Bronco Roofing.....	(714) 282-7390
Commercial Roof Mgmt.....	(949) 859-9009
Fontaine Weatherproofing	(949) 598-8360
OC Custom Roofing.....	(949) 431-2220

VENDOR LIST

ASPHALT

ALL AMERICAN ASPHALT.....	(951) 736-7600	COMPETITIVE ASPHALT.....	(949) 282-7525
BEN'S ASPHALT.....	(800) 439-2367	PREFERRED PAVING.....	(714) 632-1414
CALIBER PAVING.....	(714) 556-0484	QUICKEL PAVING.....	(949) 582-1515

HVAC

AIR CONTROL SYSTEMS.....	(800) 655-5504	LEWIS AIR.....	(949) 430-7403
CONTROL AIR CONDITIONING...	(714) 777-8600	PACIFIC RIM.....	(714) 285-2600
EMCOR.....	(949) 490-0490		

LANDSCAPE

BEMUS LANDSCAPE.....	(888) 557-7910	O'CONNELL LANDSCAPE.....	(800) 339-1106
CRITICAL ENVIRONMENTS.....	(714) 619-8888	RANSCAPES.....	(866) 883-9297
MISSION LANDSCAPE.....	(800) 545-9963		

PAINT

CERTA PRO PAINTERS.....	(800) 462-3782	NUGENT PAINTING.....	(800) 499-1355
INSCO PAINTING.....	(714) 841-3320	WINV.....	(951) 484-0484
MISSION VIEJO PAINTING.....	(949) 922-0238		

ROOF

ADCO SOUTH.....	(800) 773-7663	FONTAINE WEATHERPROOFING..	(949) 598-8360
BRONCO ROOFING.....	(714) 282-7390	OC CUSTOM ROOFING.....	(949) 431-2220
COMMERCIAL ROOF MGMT.....	(949) 859-9009		

ABOUT US

Johnston Pacific Commercial Real Estate, Inc. was established in 1991 to provide superior service, expert property solutions, and positive results to commercial real estate clients conducting business in South Orange County. During the past three decades, our team has helped over 2,000 business owners, landlords, developers, and investors create stunning wealth by owning, selling, or leasing commercial real estate. We have remained committed to becoming the most effective - not the largest - brokerage firm in this market. We believe our outstanding local expertise provides us with a competitive advantage over our competition and directly benefits our clients' bottom line. We think of how we would like to be treated as a client, and then strive to provide that same experience for you. Join us in defusing the myth that dealing with commercial property is complicated, stressful, and confusing. Our expert team provides you with the in-house knowledge, data, and assistance you will need to make qualified, no-pressure, informed decision. Get ready for the most rewarding commercial facility process you have ever been involved in. From selling or leasing your asset to potential buyers or tenants, finding space for your growing company to own or lease, or adding the latest commercial investment to your portfolio, we have you covered.

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