

MNC DEVELOPMENT

OWNER'S REPRESENTATIVE

An owner's rep is someone hired by an owner to manage and execute a design and construction project on their behalf – particularly when they don't have the industry knowledge, time or resources in-house to do it themselves. An owner's rep acts as the owner's eyes and ears throughout the entire process with the sole purpose of executing their goals and mission. As we like to say here at MNC Development, an owner should be able to say to their rep, "go be me," and have the confidence and trust that the rep will do just that. Ideally, an owner's rep is engaged at the very beginning of the process. This way they're able to work alongside the owner to identify budget and project objectives, a realistic schedule based on the project's goals, and a clear understanding of what success looks like to them. Once these fundamental pieces are in place, the rep can then help identify and assemble the ideal team of design, construction, and specialty consultants to deliver on the clients' goals. From that point forward, it's about management, communication, and coordination. We like to think of an owner's rep like a conductor in an orchestra. Someone has to take all of these creative artists, and plan for how they're all going to work together, in the right sequence, to create something beautiful. Instead of sheet music and instruments, it's structuring scopes of work and schedules to align to a master plan for the project – making sure everything is moving exactly when it needs to move, and costing exactly what it's supposed to cost.

An Owner's Representative works for the best interest of the owner and intervenes and advocates for the owner's goals for the project. Project and construction managers oversee their own team's work for the service they're offering and would work only for their firm's benefit and interests.

The owner of a project must interact with the different entities that make the project possible: government agencies, lawyers, engineers, contractors, architects, occupants, etc. An Owner's Representative is hired to assist with managing these interactions for the benefit of the owner and project. A construction or project manager is solely responsible for their portion of the project.

Program Manager:

- Manage the design, construction, and roll out of several projects for the same firm.
- Oversee and allocate resources for various construction projects.
- Work closely with engineers and architects.
- Develop plans, establish timetables, and determine labor and material costs.
- Manage conflicts within project entities and teams.

Tenant Representative:

- More commonly seen in real estate negotiations.
- Hired by the development company or owner of the project.
- Looks for the ideal location.
- Short-term management and deal for its client.

Project Manager:

- Prepares or modifies designs for projects.
- It can be an architect, engineer, or an interior designer.
- Anyone who specifies and alters designs as part of their work.