

Firm Overview

Since 1995, BenchMark Advisors has focused on providing services to the design and development communities in three areas of expertise:

- Conservation Strategies;
- Development Management; and
- Design Management.



Conservation Strategies
Homestead Preserve
Hot Springs Valley, VA

Working with landowners, developers and consultants, BenchMark incorporates an environmentally sensitive approach to a wide variety of development and design applications.

Richard W. Dickinson launched BenchMark Advisors after 23 years of management and marketing experience as managing principal of Edward D. Stone Jr. and Associates (EDSA), an internationally known firm of planners and landscape architects. Since its inception, BenchMark has assisted numerous development entities and professional design firms, with an enviable record of success in each of our practice areas.

While BenchMark's goal is to decipher the many complex land planning options and opportunities that are available, it is our management approach, personal service and attention to detail that is making the biggest impact on our clients.

Conservation Strategies

With the continued emphasis on smart growth and sustainable environments, landowners and developers recognize the value of utilizing conservation strategies in land planning now more than ever.

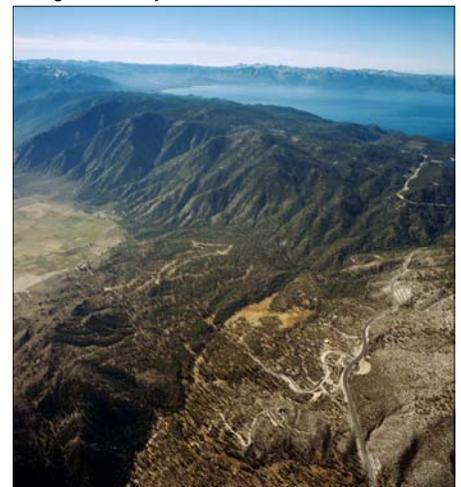
By bringing clarity to the many complicated approaches to land management, BenchMark counsels owners on the use of various conservation tools that can enhance the development and financial performance of a project while also meeting their long-term goals.

BenchMark's years of experience in land planning, design management and marketing combined with its expertise in determining and implementing the most appropriate conservation efforts, make BenchMark a powerful support system for owners pursuing a plan of this nature. We offer a systematic approach to executing a conservation strategy

and assist with the selection of various professionals whose services will be needed such as appraisers, engineers, land planners, surveyors, environmentalists, attorneys and accountants. Ultimately, we have the expertise and experience to deliver desired results.

After the development team has been assembled, BenchMark defines the scope of services needed from each discipline and coordinates their input into a comprehensive plan. Throughout the entire process, BenchMark assists owners in the management of the project to assure compatibility among team members, including the sharing of technology to foster the most efficient program at the least cost.

Conservation Strategies
Clear Creek Tahoe
Douglas County, NV



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*Development Management
Conservation Strategies
Flitner Ranch
Shell, WY*

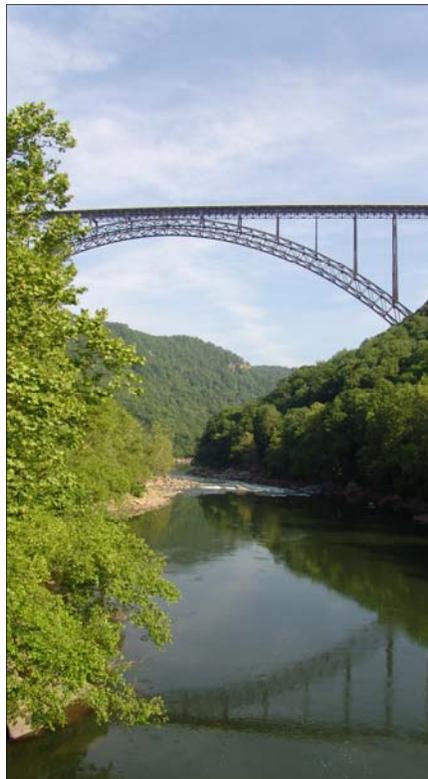
Development Management

A second area where BenchMark acts as an outside resource is in the procurement of professional design and planning services for development entities. We assist with selection, procurement, delivery and coordination of the various services required in today's complicated planning and design environment.

Our specialized services include:

- Initial Coordination
- Compatibility Analysis
- Charette Facilitation
- Pre-qualification
- Requests for Proposals
- Responsibility Matrix
- Selection and Negotiation

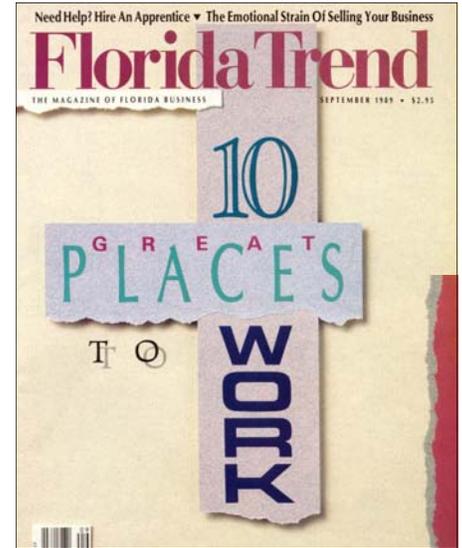
BenchMark handles a variety of detail-oriented tasks, which can include monitoring and coordinating schedules, and tracking payment approval, allowing developers to focus on the larger picture.



*Development Management
New River Gorge Preserve
Fayetteville, WV*

Design Management

Mr. Dickinson has provided leadership in the marketing and management of professional design services since 1972. And, shortly after establishing BenchMark, he continued to assist architects, land planners, engineering firms, attorneys, golf course architects and other specialty consultants.



*Design Management
EDSA Voted 1 of 10 "Great Places to Work"*

The firm assists with the improvement of services in such areas as:

- Marketing Strategy
- Building a Marketing Database
- Teaming
- Project Management
- Productivity Analysis
- Financial Management Overview

In addition, BenchMark facilitates techniques that improve services delivery and human resource management.

Through well-established management and marketing techniques, BenchMark remains committed to finding creative solutions to the challenges faced by clients in the areas of design and land development. It's our emphasis on strategies for a more sustainable future, however, that's proven to have the greatest impact on our clients.