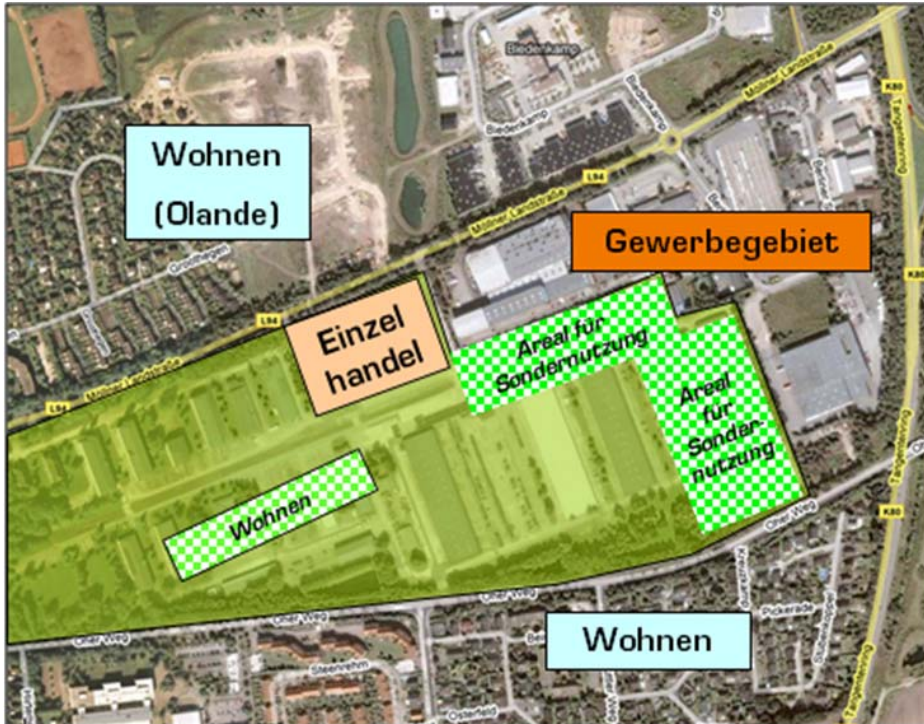


**CONVERSION PROJECT FEDERAL MILITARY DEPOT GLINDE
 UTILIZATION MODULES & PARTNER ACQUISITION**



Scheme of conversion area in Glinde
 Source: Internet maps.google.de, www.glinde.de and own completion

Client: Grundstücksentwicklungsgesellschaft „An der Alten Wache“ mbH & Co. KG, Glinde
 Year: 2008, 2009
 Location: Glinde (Schleswig-Holstein), Germany

Brief Description:

The federal military depot in Glinde was closed down in the end of 2006 and since then is free for conversion uses. The Grundstücksentwicklungsgesellschaft „An der Alten Wache“ mbH & Co. KG, Glinde, was founded with the only objective to develop the area.

The former depot is spanning a total area of roughly 36 ha (gross building land). The predominant part of the development area is intended for residential use. Further surfaces are identified for commercial uses. In addition there are plans for assisted living, green areas and playgrounds and for a nursery.



Wenzel Consulting was commissioned with the identification of appropriate complementary uses for a declared surface for special utilizations by considering the existing project ideas. A further part of the study was to examine the implementation chances of a “lighthouse project” with a supraregional catchment area.

In a further step Wenzel Consulting was commissioned with the acquisition of potential investors and operators.

Tasks:

- Identification of appropriate utilization modules (market screening, filtering method...)
- Acquisition of potential investors and operators