

# REAL ESTATE PORTFOLIO SERVICES

Procon offers a full range of real estate services to suit the complex nature of large and small real estate portfolios. We help optimize portfolio performance through effective planning, acquisition, utilization, and disposal of properties. Our team of asset managers, finance and program analysts, leasing experts, and project managers provide technical expertise and leadership for capital planning and leasing programs.

## TURNING REAL ESTATE COMPLEXITY INTO REAL CLARITY

Nothing about real estate analysis is simple. Every parameter, every assumption, and every decision has the potential to complicate and confuse. Procon's experts provide in-depth, highly complex analyses to bring the clarity needed for our clients to make sound, well-informed decisions.

### ASSET MANAGEMENT

- Asset strategies
- Project design and planning
- Repositioning studies
- Facility maintenance management
- Asset business plans
- Disposal strategies and support
- Green and sustainable building practices

### FINANCIAL ANALYSIS

- Sensitivity analysis
- Revenue projections
- Cash flow projections
- Lease and purchase options
- Data analysis and reporting
- Investment analysis
- Asset management models
- Variance analysis

### CAPITAL PLANNING

- Occupancy needs assessment
- Development research and review
- Alternative workplace strategies
- Customer requirements
- Consolidation analysis
- Site selection analysis

### TRANSACTIONS

- Real estate transaction execution
- Negotiating contracts
- Market research and analysis
- Managing entitlements
- Covenant/property document review

### CLIENT SUPPORT

- Project and program support
- Customer service support
- Preparation of briefing materials
- Management of special projects
- Procurement management

### LEASE PLANNING

- Lease formulation and review
- Development research and review
- Alternative workplace strategies
- Customer requirements
- Lease formulation
- Consolidation analysis
- Site selection analysis

# A SMALL BUSINESS WITH BIG EXPERIENCE



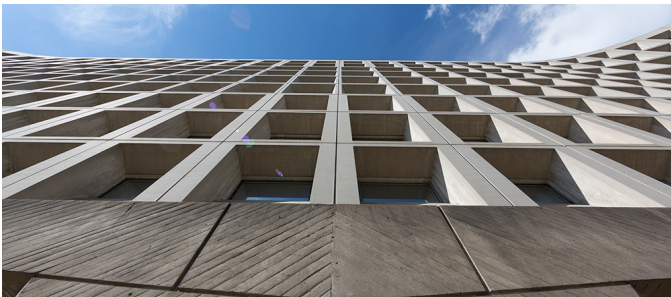
## OLD POST OFFICE REDEVELOPMENT

Owner's representation services for the redevelopment of the historic Old Post Office Building for a five star luxury hotel. Procon assisted in the selection of the private sector developer and the negotiation of the long-term ground lease, and continues to support the owner, providing executive project management services and overseeing various planning and regulatory activities.



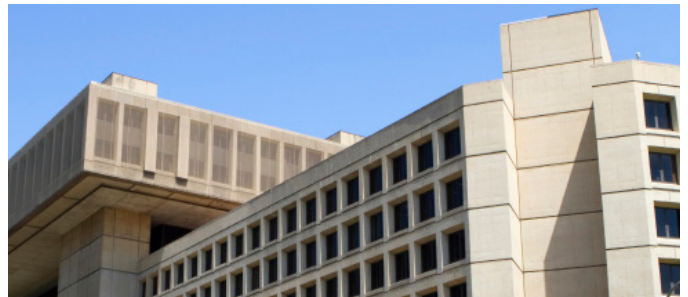
## THE YARDS/SE FEDERAL CENTER

Procon has provided a wide range of services in support of the redevelopment of the 42-acre Navy Yard Annex site that is being developed into a mixed-use community along the Anacostia River. Procon's team has assisted with lease negotiations, ongoing development oversight, environmental management, master planning, zoning, and historic preservation compliance.



## HUD HEADQUARTERS

Procon assisted in the development of a portfolio plan for the consolidation of 1.5 million sf of leased and owned space used by the Department of Housing and Urban Development. The plan takes into account customer requirements, existing space and future space needs, and budgetary parameters. It also provides strategies for meeting the Department's short and long term needs.



## FBI HEADQUARTERS

Strategic project management services to GSA for the FBI Headquarters consolidation project, a 2.1 million sf high security facility, which will accommodate 11,000 personnel. Responsibilities include management of customer relations, industry forums, site evaluations, budgeting, due diligence, and the development of procurement and funding strategies.

## GSA SCHEDULES

### PROFESSIONAL SERVICES SCHEDULE (PSS)

(Consolidated PES, FABS, and MOBIS Schedule)

GS-00F-247CA

- C520-12:** Budgeting
- C520-13:** Complementary Financial Management Services
- C871-7:** Construction Management and Engineering Consulting Services Related to Real Property
- C874-1:** Integrated Consulting Services
- C874-7:** Integrated Business Program Support Service

## CONTACT

**Matt McMorran**

Director of Business Development  
mmcmorran@proconconsulting.com  
571.384.2391

**procon:consulting**

1005 N. Glebe Road, Suite 325 | Arlington, VA 22201 | 703.527.7059

[proconconsulting.com](http://proconconsulting.com)