

real projectives. real value.



 realprojectives LLC

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Bring us your pressing worries.

Real Projectives, LLC provides professional project management, technical/operational trouble shooting and versatile real estate advisory services to businesses throughout the United States. With a passion for real estate that runs two decades deep, we manage risk by conducting due diligence and proactive planning that routinely exceeds industry standards, diligently coordinating resources and ultimately leveraging limited capital to maximize the results from your individual property or multi-sector portfolio. Real Projectives' clients repeatedly come to us to plan and lead building improvements, property acquisitions, development, asset re-positioning and interior renovations of commercial and medical office, retail, technology, industrial, and multi-family facilities.

Our team applies an owner's perspective, based on strong tenures working at the executive level. Balancing that broad perspective, we are equally adept in applying engineering and managerial expertise to the details of challenging issues. We have developed a reputation as Real Estate Enhancement Experts™.

"Real Projectives did a phenomenal job performing due diligence for the acquisition of an important investment for us. We particularly appreciated his strong technical ability and his thorough approach. You don't stay awake at night worrying about what Jon might have missed!"

Tom Carr

Managing Partner, Federal Capital Partners



Why Real Projectives?

We are holistic, proactive and flexible. We know our business and maintain a focus on creating real value. We bring the experience of millions of square feet for small and large owners and users of real estate. We continuously earn and respect client trust. This is what we do.

The Real Projectives team can solve your asset problems, provide you with the knowledge you need to make profitable decisions and work alongside you to manage your real estate – from the most basic renovation to the most complicated mixed-use project – to its utmost potential.

Contact us today for a no-cost consultation and start converting those worries into results!



Invite us in.

You Won't Want Us To Leave.

Real Projectives will review your property with you at no cost and provide consultation on the areas in which we can maximize your property's potential while minimizing risks.

Acquisitions

- Due diligence
- Condition assessment
- Investment analysis
- Asset management

Capital Improvements

- Condition assessment
- Capital expense programming & budgeting
- Structural and architectural
- Roofing and envelope/facade
- Energy management and building automation
- Fire/life safety
- HVAC systems
- Electrical and Lighting
- Telecommunications

Interior Renovations

- Site selection
- Leasing support
- Tenant improvements
- Facilities troubleshooting

Development

- Repositioning
- Restoration/preservation
- Adaptive reuse
- Community revitalization

Portfolio/Operations Consulting

- Risk identification and management
- Schedule expedition
- Budgeting and capital planning
- Issues/claims resolution
- Change management
- LEED®/Energy Star® strategy
- BIM/buildingSMART implementation

We Pledge To:

- Actively listen and frequently communicate;
- Tailor efforts to each client and specific engagement;
- Coordinate solution details and action responsibilities proactively;
- Leverage modern tools including email, extranets, BIM, mobile devices, and databases; and
- Combine proven techniques with innovative problem-solving skills.

You Experience:

- Less Overhead – use and pay for our services only when needed;
- Faster Results – preventative thinking coupled with goal-driven passion streamlines outcomes;
- Better Quality – expert knowledge applied from analysis through operation;
- Reduced Risk – experience to minimize surprises; and
- Longer Savings – life-cycle view with diligent cost control saves now and through maintenance.



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REALPROJECTIVES.COM | 10015 OLD COLUMBIA ROAD | SUITE B-215 | COLUMBIA, MD 21046 | P 410.309.3309 | F 443.927.7379

capabilities.

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Explore our work

Commercial Office

- Westview Corporate Center, Frederick, MD – Analysis and repair of roofing, façade and parking lot
- 2121 K Street, Washington, DC – Planning and replacement of VAV and control systems
- 8737 Colesville Road, Silver Spring, MD - Restoration of underground parking garage
- 8150 Leesburg Pike, Vienna, VA – Replacement of chillers and energy management system
- Atlantic Building, 950 F Street, Washington, DC – Restoration/expansion of historic structures and high-profile interior build outs for the Pharmaceutical Research & Manufacturing Association and the law firm of Alston & Bird.
- 2550 M Street, Washington, DC – Upgrade of central chiller plants and HVAC/EMS systems, replacement of fire alarm system, and Patton Boggs law firm renovations throughout the building
- 1730, 1747 and 1775 Pennsylvania Avenue, Washington, DC – Repair/restoration of underground parking garages, replacement of chiller plants, energy upgrades of all lighting; numerous interior office renovations for Class A associations, law firms, and government agencies
- International Square, Washington, DC – Replacement of chillers, replacement of all lighting, restoration of underground parking garages, numerous interior office and retail renovations for the International Monetary Fund, Catholic Health Association, Raymond James, Starbucks, and others

Multi-Family

- Senate Square Towers, Washington, DC – Development of 428 condominium units
- Dumont (401 & 425 Mass Ave), Washington, DC – Development of 510 condominium units
- Columbia Village (5500) Apartments, Arlington, VA – Design of 120 apartment units and amenities
- Plaza Residences, Columbia, MD – Design of 23-story residential condominium tower
- Westbridge Condominium, Washington, DC - Restoration of brick façade, pool and planters

Retail / Specialty

- Plaza America, Reston, VA – Renovation of TD Ameritrade branch location
- Columbia East Marketplace, Jessup, MD – Building renovations and retail build outs for stores such as MAACO, Fortune Star Buffet, CoCo's Butter Café, Rita's Ice, and Kids First Swim School
- 1850 K Street, Washington, DC – Build outs for Chevy Chase Bank and various food vendor suites
- 1747 Pennsylvania Avenue, Washington, DC – Breadline, an award-winning restaurant build out
- Art Display Company, Capitol Heights, MD – Custom sign manufacturing shop construction

Institutional / Government

- Jelleff Field, Georgetown, DC – Renovation of community pool and new synthetic athletic field
- Bennett Career Institute, Washington, DC – Adaptive reuse of entire building for specialty school
- Chevy Chase Presbyterian Church, Chevy Chase, MD – Renovation of historic educational wing
- Department of Education, Oxon Hill, MD – Interior build out of secure office space and data center with redundant air conditioning and power systems
- Department of Homeland Security, Washington, DC – Interior renovations of secure office and presentation spaces
- Alexandria Police Headquarters, Alexandria, VA – Interior and exterior renovations of secure office and interrogation spaces, and special vehicle storage areas with emergency power systems
- Joint Terrorism Task Force, Virginia – Renovation of special interior space and supporting systems

Additional experience and engagement details are available upon request.



Check us out. Then give us a call.

"Jonathan is extremely thorough. He was exactly what we needed for consulting on a build to suit venture we were contemplating, and ultimately closed. He digs deep and has a great understanding of all the components of development, design and construction. He is also a clear communicator and can deliver information in a precise and comprehensive manner."

Esko Korhonen

Managing Partner, Federal Capital Partners

"Jonathan Williams possesses an exceptional level of detail comprehension; at the same time he is a fearless leader who understands the perils and pitfalls of poor preparation and research. His kind and patient demeanor wins over working teams while still earning the respect of contractors."

Harold Nelson

General Manager, Stonebridge Carras Management

"I have relied on Jonathan for due diligence, technical expertise, good judgment and fair and honest answers. He takes great pride in his work and cares deeply about delivering valuable results and forging long-lasting relationships with his clients. Jonathan understands and appreciates how project complexities impact multiple project stakeholders and always manages said challenges to the mutual benefit of all involved parties. His experience pays off enormously when it's time to make a budget work, get a project done on time and orchestrate the contractors to perform."

James Dean

Vice President / Asset Manager, ING Clarion Partners

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Tom Carr

Managing Partner, Federal Capital Partners

"Real Projectives was instrumental in getting my facility up and running. Jonathan intently managed the team of designers, contractors, franchisor and vendors. Jonathan's technical knowledge is very reassuring to those of us who aren't in the construction business and I trusted him to completely take care of any issues that arose. I would recommend him for anyone trying to get a business going on time and within budget."

Henry Taylor

Owner, MAACO of Jessup, Maryland



Jonathan Williams is the owner and principal of Real Projectives, LLC. With two decades of real estate industry experience and a passion for generating the most value for the benefit of each client, Mr. Williams provides professional project/construction management and versatile real estate consulting services. He brings to every engagement a unique combination of technical design and construction experience coupled with an understanding of business operations and property maintenance.

Mr. Williams earned a Bachelor's degree of Architectural Engineering from the Pennsylvania State University, graduating top in his class, with an emphasis in construction management and structural engineering. He obtained his Certified Construction Contract Administrator (CCCA) and Construction Documents Technologist (CDT) credentials from the Construction Specifications Institute. He will complete a Master of Science in Real Estate investment/development from Johns Hopkins University in 2010. He has been involved in many Energy Star® and LEED® evaluations and designs and is pursuing LEED® AP.

Before founding Real Projectives, Mr. Williams was the Director of Construction Management for the Atlantic Realty Companies where he led a department through improved service practices and managed a variety of office and retail projects. Prior to that, he formed a project management group and improved engineering integration as Senior Vice President of Metropolitan Engineering, Inc. where he was also instrumental in synchronizing a merger with Shapiro-O'Brien Associates. Previously, he was a project manager and owner representative for CarrAmerica, a nationally recognized REIT traded on the NYSE, in the development, construction and property operations divisions. During that affiliation he specialized in complex capital improvements and uniquely guided the preparation of more than 350 properties, valued at more than \$4 billion across the U.S., for unique risk concerns.

Mr. Williams believes in service to better the industry and community. He is a member of the Urban Land Institute, the International Council of Shopping Centers, the U.S. Green Building Council and the National Institute of Building Sciences. Mr. Williams has participated in the development and application of Building Information Modeling (BIM) standards through the International Alliance for Interoperability. He has been the president and board member of two homeowner associations. Additionally, Mr. Williams has led volunteer teams for more than a dozen years in Rebuilding Together/ Christmas in April community improvement projects, bringing joy and hope to homeowners without the resources to repair and maintain their homes.

Considered a Real Estate Enhancement Expert™, he is adept at evaluating, strategizing, designing, renovating, improving and constructing commercial office, retail, health care, institutional, industrial and multi-family properties throughout the United States. He has been instrumental in the improvement and management of projects ranging from \$20 thousand to over \$200 million. Mr. Williams excels at jobs that have seemingly impossible constraints and challenging logistical concerns, especially those demanding minimal impacts to ongoing business activities and to neighboring communities.



Jonathan E. Williams
CDT, CCCA
Principal

“I love to help people accomplish more with less headache.”

