UNLOCK OPPORTUNITY WITH
NORTHPOINT SERVICES

NORTHPOINT
SERVICES

YOUR PARTNER IN THIRD-PARTY **REAL ESTATE DEVELOPMENT** AND **PROJECT MANAGEMENT**

CORE MARKETS

CORPORATE INTERIORS
Non Profits and Associations
Consultants and Contractors
IT and Technology Companies
Data Centers
Energy Firms
Financial Institutions
Law Firms

CAPITAL IMPROVEMENT PROJECTS AND LANDLORD REPRESENTATION

DEVELOPMENT
Residential
Commercial
Retail
Mixed Use
Repositioning

RETAIL

HOSPITALITY

GOVERNMENT

EDUCATION

INDUSTRIAL AND INFRASTRUCTURE

Northpoint Services, is a third-party project management and development firm. We specialize in the concise management of all project phases, including planning, design, entitlement, construction and turnover of commercial, residential, and retail projects. The firm is dedicated to delivering high quality, sustainable business environments and superior management.

With more than 100 years of collective experience, we are uniquely suited to serve the best interests of institutional and private sector clients. From the smallest tenant build-out to the largest mixed-use projects, Northpoint oversees all aspects of program/project management on behalf of land and building owners, tenants and asset managers throughout the metropolitan Washington, D.C. area.

$4.5 BILLION, 13 MILLION SF

COMMERCIAL, RESIDENTIAL, HOTEL, AND RETAIL SPACES DEVELOPED AND CONSTRUCTED

THE NORTHPOINT **DIFFERENCE**

100+ YEARS

COLLECTIVE PARTNER EXPERIENCE

AWARD-WINNING PORTFOLIO

COMMERCIAL, RESIDENTIAL, AND RETAIL SPACES

WE DELIVER EXCEPTIONAL VALUE TO OUR CLIENTS BY OFFERING THE FOLLOWING AREAS OF EXPERTISE:

PLANNING

- Identify and fully understand each project requirement to ensure it meets our clients' corporate culture, operations, management and functional requirements.
- Provide expert guidance during pre-construction, site analysis or site selection by creating and analyzing schematic budgets and qualitatively evaluating the constructability of properties, designs and specifications.
- Identify potential risks to quality, cost or scheduling early on in each project to address and resolve potential issues before they become major problems.
- Focus on critical path tasks and track them throughout the project.
- Create a detailed budget that optimizes the tenant improvement allowance, planned capital expenditures and other financial requirements to ensure financing addresses what is most important and yields the highest possible return on investment.

KNOWLEDGE

- Our team draws upon decades of experience as engineers, general contractors, owner's representatives and developers. Such diverse expertise gives us a broad range of knowledge and the agility to approach a project from multiple perspectives, regardless of type.
- Our collective efforts have seen the successful fruition of a diverse range of projects for landlords, tenants, property managers and asset managers across various industries. Our team offers an institutional knowledge of the intricacies and requirements that are specific to these types of clients.
- We have a vast understanding of furniture, equipment and technology offerings, all of which play a critical role in each and every project and account for a large portion of typical project expenses.

FLEXIBILITY

- As a boutique firm, we are able to offer a wide range of capabilities that can be customized to meet our clients' specific needs. For our clients, this translates to an individualized approach and payment only for the actual services required.
- As a true third-party construction management firm, we are able to approach every project as if it is our own – without any conflict of interest and with our clients' best interests at heart.

RELATIONSHIPS

- We leverage our relationships and market experience to bring the right architects, structural engineers, MEP engineers and other design consultants to the table that will best meet each client's specific needs.
- We choose the most suitable General Contractors for the different skill sets and expertise that each project needs to be successfully executed.
- We maintain a substantial list of trusted owner's vendors, from furniture consultants and suppliers to AV, IT and moving/logistics contractors.

"Northpoint's philosophy is that if you plan your work and work your plan, the money will take care of itself. These are the kind of people you want to do business with."

ROBERT WALTERS
PRINCIPAL, AVISON YOUNG

OUR SERVICES

Northpoint has perfected the balancing act that every successful enterprise demands. Our fully-integrated, hands-on approach to service ensures a seamless, cohesive experience from inception to completion.

IDENTIFY

1

Our team assists investors, owners and developers in identifying sound investment opportunities that provide the greatest risk adjusted returns.

SERVICES

SITE SELECTION AND BUILDING EVALUATION

- Building Tours
- Building Survey and Constructability Analysis
- Entitlement and Development Planning
- Detailed Financial and Qualitative Analysis
- Assessment of Existing Utilities and Infrastructure
- Lease or Transaction Negotiation & Execution
- Schematic and Test Fit Budgets

A FULL SPECTRUM APPR

IMAGINE

2

Every successful venture begins with a sound foundation. Our team's expertise, creativity and obsessive attention to detail ensures every client's vision is captured and protected throughout the lifecycle of a project.

SERVICES

DESIGN CONSULTANT SELECTION

- Development of Architect and Design Consultant Scope of Work and RFP
- Architect and Design Consultant Competitive Bidding
- Architect Interviews
- Architect and Design Consultant Review & Comparison

DESIGN MANAGEMENT

- Design Progress Meetings
- Planning Concepts & Alternatives
- Costs Estimating and Constructability Analysis

Our clients appreciate the total confidence delivered from our vast experience in overseeing every aspect of the development process – from land acquisition through construction and beyond.

CREATE

3

SERVICES

PRECONSTRUCTION AND PERMIT PROCUREMENT

- Value Engineering
- Scheduling and Budgeting
- Identify Permit Requirements
- Oversee Permit Procurement
- Site Logistics Planning
- Development of General Contractor and Other Required Vendor Scope of Work and RFP
- General Contractor Competitive Bidding

CONSTRUCTION MANAGEMENT

- Contract Administration
- Quality Control/Assurance
- Scheduling
- Coordination of Vendors
- Budget Tracking and Analysis
- Draw and Invoice Processing
- Change Order Management

OACH TO REAL ESTATE

REALIZE

4

With a clear and decisive focus on achieving optimal value for our clients, our team provides comprehensive asset management services.

SERVICES

OWNER VENDOR MANAGEMENT

- Identification of Vendor Scopes of Work
- Vendor Competitive Bidding
- Vendor Management
  - Technology Vendors (Av, Cabling, Phone, Security)
  - Furniture Vendor
  - Signage Vendor

RELOCATION MANAGEMENT

- Movers Competitive Bidding and Bid Comparison
- Move and Logistics Coordination

ASSET MANAGEMENT

NORTHPOINT SERVICES **LEADERSHIP**

CHRISTOPHER LUKAWSKI

MANAGING DIRECTOR/PARTNER

CHRISL@NORTHPOINT-SERVICES.COM

Chris joined Northpoint Services, as a founding Partner in 2014, where his focus is on third party construction and development management services for developers, institution investors and property owners. Previously, Chris spent seven years at Crimson Partners, where he was responsible for coordinating and managing all phases of design, predevelopment and construction for the firm's projects. Chris was Vice President of Construction for BPG Properties, LTD. (now Equus Capital Partners) where he managed the design, renovation and construction of more than 1.2 million square feet of commercial space. With over 12 years of experience as a general contractor, Chris has supervised the construction of over 2.6M square feet of office buildings, apartments, heavy renovations and interior fit-out projects. Chris held senior level positions at Bozzuto Construction and HITT Contracting. Chris began his construction career at Clark Construction Group. Chris holds a BCE in Civil Engineering from Catholic University and is pursuing a master's degree in real estate from Georgetown University.

GRID GREMI, P.E.

MANAGING DIRECTOR/PARTNER

GGREMI@NORTHPOINT-SERVICES.COM

Grid joined Northpoint Services in 2017, bringing a significant depth of expertise and technical knowledge in commercial real estate and land development. As a licensed professional engineer in multiple states, Grid has over twelve years of experience in civil engineering and fullservice project management representing project owners, institutional investors and developers across the industry. His in-depth understanding of the overall commercial real estate development process from feasibility analysis through to design, entitlements and construction, provides a unique set of project management skills and procedures that result in a more streamlined communication and coordination between all project team members. Previously, Grid was a Senior Project Manager at Orr Partners where he served as third party owner's representative responsible for managing and coordinating projects of all types throughout predevelopment and construction.

Grid began his career in the land development industry as a civil design engineer working at Charles P Johnson & Associates, Bohler Engineering and later at Bowman Consulting where he served as a Team Leader responsible for managing client services and final engineering site plan production as the engineer of record. Grid holds a BS in Civil Engineering from George Mason University and MS in Construction Management from Northeastern University. He has also completed graduate level courses at George Mason's Masters in Real Estate Development (MRED) program.

EVERY PROJECT IS ADEQUATELY STAFFED WITH OUR TEAM OF SEASONED PROFESSIONALS BASED ON THE PROJECT'S SIZE, SCOPE OF WORK, AND MARKET SECTOR.

MICHAEL S. OLLINGER

MANAGING DIRECTOR/PARTNER

MICHAEL@NORTHPOINT-SERVICES.COM

Michael S. Ollinger, Managing Director/Partner at Northpoint Services, joined the firm in 2017. Equipped with over a decade of experience delivering complex real estate development projects of varying product types, Michael brings broad experience in all facets of commercial and residential real estate development, including construction and design management, operations, and marketing. Previously, Michael served as Assistant Vice President at Orr Partners, where he was responsible for coordinating design, predevelopment, and construction for the firm's projects as well as the firm's brand development and expansion efforts. In his time at Orr, Michael supervised the design and construction of more than 4.5 million square feet of commercial space, including a half million square feet of office space, over 1000 residential units, and specialized manufacturing facilities for defense contracting and biotech clients.

Prior to joining Orr, Michael worked with Lowe Enterprises Real Estate Group on the renovation and repositioning ofthe historic Washington Hilton Hotel. Michael holds a BA from the University of Virginia and a Master in Real Estate (Finance) from Georgetown University.

ANDREW V. MARUSAK, IV

MANAGING DIRECTOR/PARTNER

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Andrew joined Northpoint Services in 2017 as a partner with roughly 18 years of construction and management experience. Previously, Andrew was Vice President of Construction at Combined Properties Incorporated where he managed over 22 retail properties and over 2 million square feet of space in the Mid-Atlantic Region which involved budgeting, permitting, scheduling, coordinating Architects, Engineers, Consultants and General Contractors. Before that he was the Director of Construction and Operations with JBG Smith Properties. At JBG Smith Andrew managed over 40 retail properties and around 6 million square feet of space in the Mid- Atlantic in which Andrew was able to reduce operational cost across the portfolio by over 40%. Andrew held postions at Equus Capital Partners, LTD as a Senior Project Manager, Bozzuto Construction Company, Inc. as a Project Manager and Grunley Construction Company, Inc. as a Superintendent.

Andrew began his career on the general contracting side gaining experience on historical GSA renovation projects and fit-outs before gaining additional experience building high rise apartments. He has spent the last 14 years working for owners and developers representing their interest in office base buildings, tenant fit-outs, retail, renovations, and mix-use development projects in the Mid-Atlantic region.

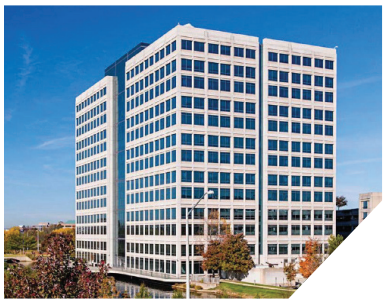
FEATURED **PROJECTS**

1 DULLES TOWER
OFFICE RENOVATION

LOCATION: Herndon, Virginia

SCOPE: CM Services for the Core Renovation of a 13 Story, 400,000 SF Office Building and Parking Garage.

COST: $8MM



CARLYLE TOWER
MIXED-USE RENOVATION

LOCATION: Alexandria, Virginia

SCOPE: 360,000 SF Mixed-use Office and Retail, Renovation of the Entire Core, New Building Systems and Sitework.

COST: $142MM

RTC WEST
RETAIL

LOCATION: Reston, Virginia

SCOPE: 40,000 SF of new and converted retail/restaurant

COST: $17.2MM

ORBITAL
BUILD TO SUIT OFFICE DEVELOPMENT

LOCATION: Dulles, Virginia

SCOPE: 42,000 SF Build to Suit Office Building and Sitework.

COST: $12MM

3901 N FAIRFAX DRIVE
OFFICE DEVELOPMENT

LOCATION: Arlington, Virginia

SCOPE: 203,000 SF Mixed-use development with office, retail, a community theater and parking.

COST: $97MM

THE MARK
APARTMENT RENOVATION

LOCATION: Alexandria, Virginia

SCOPE: 220 unit, 9 story apartment building renovation of common areas, building systems and exterior.

COST: $44MM

22ND STREET
APARTMENT CONVERSION

LOCATION: Washington, DC

SCOPE: CM Services for a 197 Unit Apartment Development with 10,000 SF of Retail, Representing the Investor.

COST: $78MM

THE GLOVER HOUSE
MULTI-FAMILY MIXED USE RESIDENTIAL, RETAIL, GROCERY

LOCATION: Washington, DC

SCOPE: 355,000 SF New Construction / Renovation, 226 Units

COST: $57MM

THE MAXWELL
APARTMENT DEVELOPMENT

LOCATION: Arlington, Virginia

SCOPE: 163 Unit LEED-Certified mid-rise apartment development with 2,200 SF of retail.

COST: $55M

DULLES STATION
MASTER PLANNED MIXED-USE DEVELOPMENT

LOCATION: Herndon, Virginia

SCOPE: 2.7MM SF mixed-use development of Class A Office, Retail, Residential and Hotel

COST: $350MM

OFFICE INTERIORS

LOCATION: DC Metro Area

SCOPE: 25,000 SF to 400,000 SF for various Tenants and Landlords.

COST: $1.5M - $30M

SEE MORE PROJECTS

UNLOCK OPPORTUNITY WITH
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PROFESSIONAL REFERENCES

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GET IN TOUCH TO LEARN HOW NORTHPOINT CAN BRING YOUR VISION TO REALITY.

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