

BLOC

GLOBAL GROUP

COMMERCIAL REAL ESTATE CONSULTING SERVICES

DESIGN ■ BUILD ■ DEVELOP ■ INVEST

Capabilities Statement

WASHINGTON, DC ■ BIRMINGHAM, AL

About BLOC Global Group



BLOC Global Group (BLOC) is a commercial real estate consulting services firm that manages, develops, and invests in complex real estate and building projects. The Company helps property owners, corporations, government entities, and investors identify business opportunities and solve business problems related to real estate. BLOC adds value by simplifying the complexities of the real estate transaction, development, and construction processes for clients, ensuring that projects are delivered with *appropriate forethought* and *managed to completion* to exceed customer expectations

Areas of Expertise



BLOC's principals are specialist in the field of Project Delivery, providing a comprehensive set of services across the building lifecycle. The Company has delivered successful projects for both public and private sector clients, and is well-versed with numerous methods of project finance. Specific areas of expertise include:

- Pre-Construction Planning
- Project & Program Management
- DBE Subcontract Management
- Owners Representation
- Real Estate Development Services
- Real Estate Transaction/Advisory Services
- Real Estate Due Diligence Management
- Investment Advisory Services
- Public Private Partnership Development
- Project Finance
- Community Economic Development
- Community Relationship Building
- Corporate Real Estate Services
- Site Assembly and Land Transaction Negotiations

Major Project Performance History



Birmingham Shuttlesworth International Airport (Birmingham, AL)

The Birmingham Airport Authority engaged the joint venture of Brasfield and Gorrie/BLOC to serve as construction manager at risk for this \$200 million terminal modernization and expansion project.

Client: Birmingham Airport Authority

Role: CM at Risk

Project Value: \$200,000,000

Stage of Construction: The first phase was completed and successfully delivered to the client in March 2013. The second phase was completed in June 2014.



Capri Condominiums (Birmingham, AL)

48 Unit mid-rise condominium located in the historic Highland Park Neighborhood.

Client: Euro American Advisors

Role: Fee Developer

Project Value: \$39,000,000

Stage of Development: Site preparation began September 2005. Construction began October 2005. Project was completed successfully in May 2007.



Heritage Landing Mixed-Income Development (Memphis TN)

This mixed-income development is a four phase master development that includes the development of senior housing, multi-family housing and related infrastructure.

Client: Pennrose Properties

Role: Construction Administration

Project Value: \$55,000,000

Stage of Development: Project Completed in 2015

Place Making Performance History



Kingman Island Park (Washington, DC)

The District of Columbia Government engaged BLOC to manage the restoration of Kingman Island as an urban greenspace with an extensive trail system, outdoor classrooms, pavilion, and enhanced landscaping.

Client: District of Columbia

Role: Construction Manager

Project Value: \$950,000

Stage of Development: The nature trails and outdoor classrooms were completed in 2010. The Park serves as the venue for the wildly popular Kingman Island Bluegrass and Folk Festival



Railroad Reservation Park (Birmingham, AL)

Redevelopment of a 4 square block, 19 acre former rail yard and warehouse district into an award winning urban park and destination. Railroad Park was awarded the prestigious ULI Open Space Award in 2013.

Client: City of Birmingham, Alabama

Role: Commercial Real Estate Service Provider (Land Acquisition), Program Management

Program Value: \$12,000,000

Stage of Development: Railroad Park was completed in 2010. It has served as a catalyst for redevelopment in the Mid-town District, and has spurred approximately \$100 million in announced projects to-date in the immediate area.



Project Delivery Approach



- ✓ Thorough assessment of program status to include scope, participants, commitments, budgets and schedules.
- ✓ Assemble and organize all program documents to facilitate communication.
- ✓ Secure sign-off on proposed organizational structures and modify as required.
- ✓ Evaluate established lines of communication and modify as required.
- ✓ Set up project management “*Command Center*” in a central district location.
- ✓ Set up management systems (internet-based) to address program documentation, communication, reporting, etc.
- ✓ Engage all participants and identify needs and issues.
- ✓ Establish priorities for addressing needs and issues.
- ✓ Address project needs and issues on a daily basis.
- ✓ Coordinate project with client staff, neighborhoods, governments, utilities, etc.
- ✓ Monitor progress.
- ✓ Document program activities for the record to include coordination with required program audits.
- ✓ Report to appropriate client division.
- ✓ Identify opportunities to improve delivery processes for future initiatives.
- ✓ Complete program close-out activities to include organizing the program records for the sponsor archives.



What Differentiates Us from Others



BLOC’s reputation for results is built upon...

- The ability to conceive-of and deliver unique solutions to challenging real estate, development, and building projects.
- Highly relevant general management skills that provide structure and organization to our work, and clear and concise reporting to our clients and partners.
- The experience and capacity to structure long-term public / private / philanthropic partnerships to deliver difficult projects and programs.
- The ability to successfully structure and staff joint venture partnerships with significantly larger construction management and professional services firms.

Building BLOC



“The Company’s foundation is based on a mission to offer clients the highest possible level of hands-on professional support for a broad range of real estate and construction needs – while maintaining unsurpassed standards of integrity and ethics. In every endeavor we undertake, our sole focus is to create and maximize value for the individuals and organizations we serve.”