

# JOE DELOGU

## PRINCIPAL



### PROFILE

Joseph DeLogu is a national expert in the area of federal government occupied real estate as well as a recognized leader in real estate finance and development industries. Joe's experience, which started as an executive at the U.S. General Services Administration spans nearly 30 years and involves projects located in almost every state. Joe has led countless teams on thousands of leasing transactions, development or construction consulting projects and investment management initiatives.

Formerly a Partner at Spaulding & Slye, a full service real estate development and services company, Joe served as a Managing Partner within the overall firm, creating and running the firm's Government division and participating with the other Partners in the management of the company's other businesses. When S&S was acquired by Jones Lang LaSalle in 2006, Joe was named an International Director (the firm's top title) as well as the Managing Director of the Government Investor Services group.

As a Founding Partner at FD Stonewater, Joe participates in the management of each of the firm's business lines, and provides daily oversight to the Federal lease transactions business and several of the firm's investment properties.

### EXPERIENCE REPRESENTING INVESTOR/OWNERS

#### THE PETERSON COMPANIES

Spanning 15 years, Joe has served as the senior transaction advisor on the creation of a multi-building lease portfolio of over 2.85 million square feet of high security, law enforcement and/or intelligence related properties occupied by the federal government. Joe's advisory support spans the full range of disciplines necessary to deliver these finished facilities, and is most highly concentrated in areas of leasing and financing.

#### MONDAY PROPERTIES

Joe has assisted Monday Properties for over 5 years with maintenance leasing and consulting support related to their nearly 1.0 million SF federal-leased portfolio in Rosslyn, VA. Joe has provided support to Monday on transactions ranging from 10,000 SF to 300,000 SF - and has been able to creatively expand the Government's occupancy within Monday's Rosslyn portfolio substantially during that time.

#### FOULGER PRATT

Joe was the lead broker for the ownership group on a multi-year effort to renew NOAA's global headquarters in just over 1.0 million square feet at Silver Spring Metro Center in Silver Spring, MD. Joe's efforts spanned the full range of property analysis, lease language negotiation, the arrangement of economic development incentives, a customized taxation treatment for the property, and the full span of associated extensions and adjunct leases in order to bring 100% of the non-retail premises at this multi-building office complex into the Federal leased inventory.

### PREVIOUS EXPERIENCE

*Partner, Spaulding & Slye, Washington, DC 1996-2008*

Founded and directed S&S' federal government services business, generating over \$50 million in revenue. Co-created "Federal Acquisition Partners" - a CalSTRS sponsored JV investment fund that purchased federally-leased properties.

*International Director, Jones Lang LaSalle, Government Investor Services, Washington, DC 2006 -2008*

Managing Director for JLL's Government Investor Services team, achieving over \$15 million in revenues representing investor/owners.

*Executive Vice President, The Hadsell Company, Washington, DC 1992-1996*

*Real Estate Specialist, U.S. GSA, Washington, DC 1988-1992*

### EDUCATION

The George Washington University, MBA Finance and Urban Development

Tufts University, BA in Political Science

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## **CALSTRS / FEDERAL ACQUISITION PARTNERS (FAP)**

Joe was a primary architect of this \$250 million investment subsidiary of Spaulding & Slye in joint venture with CalSTRS. FAP's objective was to acquire, add value, and then sell Federally-leased properties situated around the country. Joe's responsibility was to lead a team that analyzed candidate properties to qualify their investment potential, and then work to renew or extend the Federal Government leases within the owned properties.

## **LEHMAN BROTHERS**

Joe served as the team leader for Lehman Brothers throughout a two-year effort to broker a new lease and conceive a redevelopment and tenant upgrade plan for 175,000 square feet of space occupied by the Department of Justice in The Bond Building located in downtown Washington DC. Through the efforts of Joe's team, executives at Lehman Brothers obtained top-of-the-market rental pricing for their space, and eventually liquidated the asset at an overall value well above pro-forma.

## **BELZ ENTERPRISES**

Joe was the lead transaction advisor to Belz Enterprises in the renewal negotiation of a 290,000 square foot Drug Enforcement Administration lease in New York, NY.

## **PARKWAY PROPERTIES**

Joe represented Parkway Properties (NYSE: PKY) in the value-critical renewal negotiation of a 189,000 square foot Department of Health and Human Services lease in Chicago, IL.

## **EXPERIENCE REPRESENTING GOVERNMENT AGENCIES**

### **GENERAL SERVICES ADMINISTRATION (GSA), IN 30 VARIOUS EAST COAST, MIDWEST, AND SOUTHWEST STATES**

Joe represented the GSA from 1988-1992 and 1997-2002 with a variety of real estate related services including: lease acquisition and space delivery of nearly 15 million square feet of office, lab, warehouse, and related space; market analysis and consulting; real estate tax and operating expense consulting; strategic analysis; and negotiation support. Joe also helped create, and for several years managed GSA's expedited leasing unit—the Advanced Acquisition Program.

### **SECURITIES AND EXCHANGE COMMISSION (SEC), WASHINGTON, DC**

Joe led a project team and served as principal lease negotiator on a project to assist the Commission with the relocation of its primary headquarters facility. This involved a complex lease acquisition for a new multi-phased real estate development totaling over 1.2 million square feet of replacement and expansion space. The completed project represents a very material improvement to the professional environment of the thousands of SEC employees who now work there.

### **OFFICE OF NAVAL RESEARCH (ONR) & DEPARTMENT OF STATE (DOS)**

Joe led a project team and served as principal lead negotiator on a multi-award lease acquisition to house both the ONR and DoS in 325,000 square foot facilities (650,000 square feet total) in the Rosslyn/Ballston corridor of Arlington, Virginia. Joe is one of the few professionals nationally who has successfully managed to complete several multi-award procurements, which are rare and complex in the federal lease-acquisition business.