

RICHARD MANN

PRINCIPAL



PROFILE

Richard Mann is a recognized leader in the federal government real estate arena from both a brokerage/consulting and investment basis. The process, the politics and the strategy associated with federal real estate transactions often present complex challenges for investors and Richard is uniquely skilled to successfully advise clients in this arena to not only win deals, but also create significant additional value in the process. Richard has successfully negotiated over 400 transactions totaling over 14 million square feet on behalf of the government and owners/investors throughout the country. Many of Richard's past projects have involved new, secure construction to house members of the intelligence community, Department of Homeland Security and Department of Defense.

Richard serves as the principal charged with strategic and transactional leadership at FD Stonewater for federal-related consulting and investment projects. Richard's experience and success in the intense competition for federal contracts, the navigation of complex transaction procedures, and ability to translate the unique language of the government real estate is invaluable to our clients and partners.

EXPERIENCE REPRESENTING INVESTOR/OWNERS

THE PETERSON COMPANIES

Richard has provided advisory services in the acquisition and financing of more than 2.2 million square feet of high-security and/or intelligence-related, build-to-suit, federal leases over the past 5 years valued at over \$700 million.

FOULGER PRATT

Richard was an advisor to Foulger Pratt in the renewal negotiation of the 1,020,000 square foot National Oceanic and Atmospheric Administration (NOAA) headquarters in Silver Spring, MD.

CALSTRS / FEDERAL ACQUISITION PARTNERS (FAP)

Richard advised FAP, a \$250 million real estate investment fund, in the acquisition and renewal of federal government leased facilities on over 700,000 square feet of product in multiple cities nationwide.

LOEB PARTNERS

Richard negotiated a 430,000 square foot renewal of the Missiles Defense Agency in Huntsville, AL.

BELZ ENTERPRISES

Richard 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.

PREVIOUS EXPERIENCE

National Director, Jones Lang LaSalle, Government Investor Services, Washington, DC 1999-2009

Richard was a national director with the Government Investor Services group in Jones Lang LaSalle's Washington, DC office. During his tenure with JLL and Spaulding & Slye, he advised both government agencies and private-sector landlords in achieving their institutional real estate objectives.

EDUCATION

University of North Carolina at Chapel Hill, BA Economics

RICHARD MANN
PRINCIPAL**WALTON STREET / WESTBROOK PARTNERS**

Richard successfully negotiated over 230,000 square feet of new and renewal leases for multiple federal agencies in this client's Boston and Seattle portfolios.

FORTRESS / STONEWATER PARTNERS

Richard was the lead transaction advisor to the ownership in the 220,000 square foot lease renewal for the Department of Agriculture in Alexandria, VA as well as in the ensuing successful investment sales effort of the asset.

HRPT PROPERTY TRUST

Richard negotiated more than 200,000 square feet of leases in multiple cities for this major institutional owner of Government leased real estate.

PARKWAY PROPERTIES

Richard was the lead transaction advisor to Parkway Properties (NYSE: PKY) in the renewal negotiation of a 189,000 square foot Department of Health and Human Services lease in Chicago, IL.

TRANSWESTERN INVESTMENT COMPANY

Richard was the lead transaction advisor to Transwestern Investment Company in the renewal negotiation of a 172,000 square foot Environmental Protection Agency lease in Seattle, WA.

GRAMERCY CAPITAL CORPORATION

Richard served as Gramercy's lead transaction advisor in the short-term renewal of a 140,000-SF prospectus level GSA lease in Philadelphia, PA and also in the procurement of a 55,000 square foot federal user (Army Corp of Engineers) in Chicago, IL.

BLACKSTONE / EOP

Richard represented ownership in the renewal of the Federal Bureau of Investigations for 118,000 square feet in downtown Boston, MA.

GARRISON INVESTMENT GROUP

On behalf of Garrison, Richard led the successful renewal and expansion of a highly complex 92,000-square foot GSA/DOD lease in Reston, VA.

EXPERIENCE REPRESENTING GOVERNMENT AGENCIES**DEPARTMENT OF DEFENSE (DOD)**

Richard advised the Government on over 650,000 square foot lease procurements for DoD in Arlington, VA.

PENSION BENEFIT GUARANTY CORPORATION (PBGC)

Richard lead the negotiations of the renewal lease on an existing 400,000 square foot PBGC headquarters facility in Washington, DC.

DEPARTMENT OF STATE (DOS)

Richard represented GSA on 392,000 square foot DoS lease procurement in Washington, DC.

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION (NOAA)

Richard provided consulting services to assist NOAA in acquiring a site and a developer to own and construct a new 280,000 square foot facility in College Park, MD.