

EUGENE SMITH
MANAGING DIRECTOR OF LEASING



PROFILE

Eugene D. Smith, Managing Director of Leasing, brings 25 years of commercial real estate transaction experience to FD Stonewater. In his distinguished career, Eugene has leased over two million square feet to private sector tenants and over four million square feet to federal tenants on behalf of owners/investors.

At FD Stonewater, Eugene is a leader within the firm’s brokerage arm, responsible for marketing and leasing our clients’ valued assets to both prospective and incumbent tenants.

PREVIOUS EXPERIENCE

VICE PRESIDENT, LINCOLN PROPERTY COMPANY, WASHINGTON, DC, 2007 - 2011

During his 5 year tenure with Lincoln Property Company, Eugene served as head of Government Services and also was a key member of Lincoln’s Washington, DC-based third party agency leasing team. Eugene completed approximately two million square feet of federal government lease transactions and hundreds of thousands of feet of private sector leases while at LPC.

VICE PRESIDENT, TRANSWESTERN/CAREY WINSTON, WASHINGTON, DC, 1999 - 2006

Eugene served as national head of Government Services at Transwestern, where he leased approximately three million square feet of federal government transactions in Washington, DC, Maryland, Virginia, Georgia, California and Texas.

US DEPARTMENT OF COMMERCE, WASHINGTON, DC, 1998 - 1999

Eugene was the asset manager for the Department of Commerce’s national real estate holdings, held significant responsibility for portions of the Patent and Trademark Office (PTO) consolidation to Alexandria, VA, and acquired hundreds of office locations for Census 2000.

US GENERAL SERVICES ADMINISTRATION, WASHINGTON, DC / SAN FRANCISCO, CA, 1990-1997

As a contracting official within the GSA, Eugene was responsible for numerous office and warehouse transactions in Washington, DC, Maryland, Virginia, California, and Hawaii. Eugene also acted as Asset Manager for the Los Angeles, CA region in the GSA’s Portfolio Management Division.

EDUCATION

The American University, Washington, DC
MBA, Real Estate and Urban Development

Boston University, Boston, MA
BS, Computer Engineering

CLIENT LIST

AEW
Akridge
B.F. Saul Company
BlackRock
The Morris & Gwendolyn
Cafritz Foundation
CIM Group
City Interests
Clarion Group

GE Capital
Grosvenor
Heyman Properties
Invesco
Lehman Brothers
Meritage Properties
S.C. Herman & Associates
Tasea
Transwestern Investment Co.

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EXPERIENCE REPRESENTING INVESTOR / OWNERS

CIM GROUP

Eugene served as transaction lead in the leasing of 830 First Street, NE in its entirety (247,000 square feet) for the US Department of Education’s Federal Student Aid headquarters. Eugene was able to guide this Prospectus level project through an Other Than Full and Open Competition which minimized risk and maximized leverage for the ownership. Eugene also handles the leasing of another CIM building, 800 N. Capitol Street, which houses 300,000 square feet of various GSA tenants.

HEYMAN PROPERTIES

Eugene served as the transaction lead in leasing 125,000 square feet of vacancy at 950 L’Enfant Plaza in Southwest Washington, DC. Eugene secured new leases for the Federal Aviation Administration (100,000 square feet) and the Department of Homeland Security/Immigration and Customs Enforcement (for the balance of the building).

AKRIDGE

Eugene served as the Public Sector transaction lead in the Offices at Gallery Place (616 H Street, NW), a mixed-use project including office, retail and residential components. Eugene secured the FBI for a 10 year, 100,000 square foot lease at favorable terms to ownership.

GROSVENOR

After the GSA had formally submitted its termination notice to vacate the entire building at 1350 Piccard Drive, Rockville, MD, Eugene was able to secure a different 104,000 square foot Food & Drug Administration tenant to lease the entire building on an as-is basis immediately with no lapse in rent to ownership.

MAJOR TRANSACTIONS - FEDERAL / PRIVATE SECTOR

TENANT NAME	ADDRESS	SF
Immigration & Naturalization Service	425 Eye Street, NW, Washington, DC	425,000
Care First	840 First Street, NE, Washington, DC	250,000
Department of Education	830 First Street, NW, Washington, DC	250,000
Department of Justice	1400 New York Avenue, NW, Washington, DC	170,000
Bureau of Prisons	370 L’Enfant Plaza, SW, Washington, DC	105,000
Food and Drug Administration	1350 Piccard Drive, Rockville, MD	105,000
Department of Energy	950 L’Enfant Plaza, SW, Washington, DC	100,000
National Institutes of Health	10401 Fernwood Drive, Rockville, MD	100,000
Federal Aviation Administration	950 L’Enfant Plaza, Washington, DC	100,000
Federal Bureau of Investigation	616 H Street, NW, Washington, DC	100,000
Securities & Exchange Commission	Chevron Tower, Houston, TX	60,000
Merit Systems Protection Board	1615 M Street, NW, Washington, DC	46,000
National Quality Forum	1030 15th Street, NW, Washington, DC	44,000