

GSA BUSINESS CONSULTING SOLUTIONS

SERVICE FROM THE GROUND UP



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USCIS MONTGOMERY, AL - LEED CERTIFIED
BUILD-TO-SUIT 21,400 SQ.FT.

ABOUT US

Building upon its foundation as a hospitality company in the early 1970's, LBA Construction and LBA Design were formed in 2006 to design, construct and manage new and innovative GSA leased properties across the Southeast. Since that time, Larry Blumberg & Associates (LBA) has been involved in the development, renovation, and management of 32 GSA facilities, totaling over 400,000 square feet. Benefiting from its nearly 50 years of experience in the hospitality and commercial development and management business, our GSA division has been able to maximize the efficiencies, economies of scale and depth of corporate leadership it enjoys under the extensive infrastructure of LBA. Let us use our knowledge of the GSA lease process, our GSA contacts and our company's reputation for providing excellent service to build and promote your facility. Our in-house team of property managers, accountants, construction project managers and maintenance technicians will provide you with a one-stop shop of resources.

For more information, please visit www.lbaproperties.com/gsa.

TESTIMONIALS

"I just wanted to thank you for your response and let you know that your dedication to caring for the SSA employees at Franklin is appreciated. I look forward to working with you. I have forwarded your response to Mr. Metcalf the GSA building manager for this area, so that he can see that you are right on top of things. Our files show that you have been very responsive to this concern documented on the inspection report. The SSA manager spoke very highly of you and they are well pleased with the services and building you are providing for them."

R. Stephenson, District Manager

"I would like to say a special thanks to you and Chris for such an outstanding job in taking care of all issues involving the office."

I worked with this agency over 42 years and have never had such great response from a lessor involving any and all issues."

P. Wade, District Manager

"I have appreciated the professional treatment our office has received and continue to be impressed by the staff of Larry Blumberg & Associates with which I continue to have contact. Buddy Johnson has been a tremendous help to C. Smith and myself. I look forward to our continuing to work together. Thanks again."

V. Nesbitt, District Manager

LEADERSHIP TEAM

We are very proud of our management team and their expertise in government-based investments – be it design, construction, property management, or accounting operations. Our leaders understand the value of maintaining budgets for maximum return. That's how we consistently achieve value for our clients.



LARRY BLUMBERG, CHAIRMAN, CEO Larry Blumberg, Chairman/CEO of Larry Blumberg & Associates, Inc. (LBA), was exposed to the hospitality industry as a young boy by his uncles, who were independent hotel owners. While spending time at his uncles' hotels, Larry recognized that his company's greatest asset would be the associates. When he opened his first hotel in 1973, he carried out that vision. He began his journey of developing his company into what it is today... an award-winning hospitality management company. Throughout this journey, Larry felt the importance of empowering people to make decisions. By offering suggestions and encouragement to associates, Larry developed a culture of initiative and motivation. This environment was the cornerstone of the establishment of LBA's Commercial Development Division. From the roots of his successful management company, LBA was well-positioned to expand and diversify its portfolio. With LBA's infrastructure and support personnel already in place, the genesis of the Commercial Development Division immersed. The LBA Construction team was established and continues to develop and manage federal office buildings in 7 states in the Southeast.



BEAU BENTON, PRESIDENT As president, Beau is all about people – motivating them, inspiring them, and helping them reach their full potential at LBA. Given his background, some might assume he is a "numbers" guy, but even as a public accountant, he was more interested in finding the value behind the numbers. Leading the executive team in shaping the company's vision, direction, and culture, Beau knows it is their people who give LBA its real value. Before joining LBA, Beau spent 14 years in public accounting with a regional CPA firm, the last four as a principal. Working primarily with entrepreneurs, he excelled at identifying business value and pinpointing key drivers that could enhance that value. He worked diligently to either unlock that worth or help successfully transition the business to future generations – a characteristic that serves him well at LBA. In 2005, Beau joined LBA, finding a perfect home for the strong work ethic and integrity instilled by his father and wholly embraced by the company. As president, he proudly manages the leadership process, inspiring people to think for themselves and welcoming them to be a part of every decision. Beau believes that helping associates develop their potential and achieve all they can – for themselves and the company – is what makes LBA great. While some might think that construction and real estate management is only about the numbers, Beau understands that it is still about people.



BILL DAVIS, SENIOR VICE PRESIDENT OF COMMERCIAL DEVELOPMENT Overseeing commercial development for LBA, Bill draws on more than 25 years of operational and project management experience and lessons about faith, family, and leadership he learned from his father. Starting each day at 3:30 a.m., he leads by example to promote overall growth and ensure the success of the company's portfolio of properties. Prior to joining LBA in 2006, Bill spent 14 years in various management positions with United Parcel Service (UPS), including Industrial Engineering Manager, Package Operations Business Manager, and Operations Supervisor. The leadership, organization, project management, and people skills developed at UPS all contribute to his success in his role at LBA. As Vice President of Commercial Development, Bill leads LBA's federal office development division (LBA-GSA), LBA's construction company (LBA Construction), and its federal office property management division (LBAM-GSA). A Licensed General Contractor in several states, he is responsible for identifying and bidding on projects throughout the Southeast, procurement of bank financing for awarded projects, and managing the construction of those projects through LBA Construction. With the support and empowerment from LBA, Bill successfully fulfills his various roles, embracing and emulating key traits of the company's leadership – vision, great instincts, and a strong work ethic.

"IN THE 25 YEARS THAT I'VE BEEN IN THIS BUSINESS, I'VE FOUND THAT HONOR & INTEGRITY IN AN INDIVIDUAL WILL ALWAYS LEAD TO SUCCESS. WE HAVE RECEIVED GREAT VALUE BECAUSE OF YOU [LBA], WHAT YOU BELIEVE IN AND HOW YOU CONDUCT YOUR BUSINESS."

T. BUXTON, USCIS FSMB PROJECT MANAGER



ROSS DOROUGH As former Director of Development at LBA and current owner of Dorough Properties, Ross assists LBA in site selection and securing new business opportunities. Through networking and spending time in markets across the Southeast, Ross generates opportunities that lead to consistent growth for LBA. A graduate of Samford University, Ross has more than 15 years of experience in commercial real estate. In just his second year in the industry, he became the top commercial producer for LAH Commercial Real Estate, Alabama's largest privately held real estate company. As a result of his successful commercial brokerage performance, Ross is a Life Member of the Commercial Million Dollar Sales Club (Birmingham Commercial Realtors Council). In 2010, Ross joined LBA, drawn by the company's reputation as the gold standard in the industry. Strengthening the transactional foundation, he built earlier in his career, Ross thrives at LBA, making the most of the latitude he has to use his talents and take creative, relationship-building approaches to generate meaningful results from start to finish.



BUDDY JOHNSTON, PROJECT MANAGER Overseeing property management services for the GSA portfolio, Buddy uses his expertise in hospitality and design to ensure each property excels and continues to provide value to LBA's clients. Buddy began his career in Hospitality Management with Applebee's where, as General Manager, he was responsible for all facets of restaurant hiring, training, budgeting, and operations. The people skills he developed and honed during this early experience would prove invaluable in his future leadership roles with LBA. Buddy joined the LBA team in 2007, using his talents to provide support to LBA Construction through project design services and contractor compliance documentation. His previous experience designing residential and commercial construction plans with AutoCAD has allowed him to assist in creating functional floor plans for GSA properties and play a vital role in the site selection process. As property manager, Buddy ensures each building's operations and services are a top priority every day. A LEED (Leadership in Energy and Environmental Design) Accredited Professional, he also lends his skills to consulting with commercial and residential builders.



CHRIS SHAW, CONSTRUCTION SUPERINTENDENT Chris is no stranger to the construction industry. Having spent 20 years in the military as a combat engineer and heavy equipment operator, he spent another 15 years with Sewell Construction and Remodeling as a residential carpenter and framer. As a 3rd generation veteran, Chris's remarkable work ethic, discipline, and attention to detail make him an excellent fit as a construction superintendent for LBA Construction's GSA office development division. Since joining the LBA Construction team in 2006, Chris has completed 10 GSA office build-to-suit projects totaling over 100,000 square feet and valued at over \$19.5 million. During his 15 years with LBA Construction, Chris has proven himself to be a consistent and thorough superintendent who maintains high safety and quality standards while bringing his projects in on time and under budget.



CINDY EDENFIELD, DIRECTOR OF ACCOUNTING With more than three decades of experience, Cindy uses her expertise to achieve maximum efficiency and compliance in the fast-paced flow of financial statements and accounting processes for LBA properties and the company's construction division. After earning a degree in accounting from Florida State University and a Master of Business Administration from Troy State University at Dothan, Cindy embarked on her career in public accounting. After 10 successful years, she made the transition to the construction industry, where she spent another decade honing her skills to the challenging new environment. A Certified Public Accountant licensed in Florida and Alabama; Cindy then used this ideal mix of experience to join LBA. As Director of Accounting since 2009, Cindy has become an integral part of the LBA finance team. She oversees the accounting department associates who are responsible for GSA property accounts receivable, accounts payable, and the preparation of property financial statements. Cindy also handles all accounting for LBA Construction.



SERVICES

In today's business climate, managing a GSA-leased property has grown more challenging and time-consuming. Are you currently dealing with multiple companies to accomplish your goal of managing your GSA-leased property efficiently and profitably? If so, then consider using Larry Blumberg and Associates, Inc. (LBA) for all your GSA-leased property management needs. Managing over 30 GSA properties, LBA specializes in creating customized solutions for your GSA-leased property issues.



CONSULTING

- Negotiate new leases for third party lessors – from market surveys, solicitations, design intent drawings, and tenant improvement negotiations to lease award, construction documents, notice to proceed, and accepting the space
- Negotiate lease renewals for existing lessors - work directly with lease-contracting officers to ensure a competitive rental rate
- Act as a liaison to GSA on behalf of an existing lessor for all lease requirements such as periodic services reporting and lease deficiency letters

CONSTRUCTION & DEVELOPMENT

- Build-to-suit construction of new GSA properties by agency:
 - Social Security Administration/Office of Disability Adjudication & Review (17)
 - Internal Revenue Service (2)
 - Federal Bureau of Investigation (2)
 - U.S. Citizenship and Immigration Services (2)
- Renovated nine existing GSA properties
- Upcoming projects: DEA Mobile, AL, build-to-suit, Winder and LaGrange, GA
SSA renovations
- Provide construction management services for GSA development projects

PROPERTY MANAGEMENT

- Maintain our close working relationships with GSA, vendors, and service providers to ensure that tenants and clients remain satisfied for the duration of the lease
- Develop and implement annual operating budgets that provide lower operating costs and higher client returns
- Physical building management such as handling general maintenance issues, dealing with service providers and service provider contracts, i.e., lawn maintenance, pest control, HVAC maintenance, janitorial, preventive maintenance scheduling, asset tracking, Certificate of Insurance renewals, etc.
- Accounting functions including accounts payable, accounts receivable, and financial reporting
- Ensure accuracy and timely receipt of rent payments, operating expense increases (Cost Performance Index), and property tax reconciliations from the GSA
- GSA finance invoice submittal and RWA negotiations

LEED CERTIFIED GSA BUILDINGS

GOLD

IRS HUNTSVILLE, AL

SILVER

SSA COVINGTON, LA
FBI BATON ROUGE, LA

CERTIFIED

USCIS FT. MYERS, FL
USCIS MONTGOMERY, AL

GSA OVERVIEW



ALABAMA

SSA/ODAR Cullman
IRS Huntsville
USCIS Montgomery
SSA Auburn
SSA Albertville
SSA Andalusia
ICE Birmingham

GEORGIA

SSA/ODAR Thomasville
SSA Griffin
SSA Statesboro

MISSISSIPPI

SSA Philadelphia

TENNESSEE

SSA Clarksville

FLORIDA

SSA Winterhaven
SSA/OIG Jacksonville
SSA Dade City
SSA, FBI, & USCIS Ft. Myers
IRS Pensacola
SSA Marianna (2)

LOUISIANA

SSA Lacombe
FBI Baton Rouge

NORTH CAROLINA

SSA/ODAR Franklin

For more information about these projects, please visit: lbaproperties.com/gsa/projects

