



CORPORATE OVERVIEW

[WWW.ORRPARTNERS.COM](http://WWW.ORRPARTNERS.COM)

703-289-2100

# ABOUT ORR PARTNERS



## WE ARE A CONSULTANCY PASSIONATE ABOUT OUR SINGULAR MISSION: OWNER'S REPRESENTATION.

Founded in 1988 and based in Northern Virginia, Orr Partners has grown to be one of the Washington Metropolitan area's top owner's representative, development and construction management firms. We are an award winning firm with eighty-five percent of our revenue attributable to repeat business and referrals. Our high percentage of repeat clients validates our credibility in building a fluid construction process and efficient collaborative working teams that meet your exacting building standards and goals. In addition to our leading reputation, the firm offers a well developed network of contractors, architects and engineers that helps secure an advantage in both costs and services. Orr Partners can solve your complex occupancy challenges. Choosing the right firm for your real estate solutions will add value to your project and save you time and money. Orr Partners is that firm.

Orr Partners works as an extension of your staff and shares your commitment to the overall project goals. Whether the goal is development management, project management, or construction management, we zealously guard your interests, taking on your problems as if they were our own. We provide you with our seasoned expertise to manage the demanding and complex design and construction process, where mistakes can be very costly. We offer your firm, **advocacy you can count on, leadership you will value, and experience you can bank on.**

In over twenty years of award-winning project management, Orr Partners has managed a wide range of product types, including new construction, site development, renovations, tenant improvements and special-use facilities. We assist our clients throughout the complete life cycle of a project. Whatever the project, Orr Partners provides the leadership that will make a difference to your bottom line.

***Orr Partners is a certified small business***

# SERVICES AND CAPABILITIES

## ORR PARTNERS OFFERS CLIENTS A COMPLETE RANGE OF SERVICES

The firm provides a full spectrum of management and consulting capabilities that assists clients throughout the complete life cycle of a project. Orr Partners will assist in the selection of a broker, the location of a site, as well as provide work letter negotiation and ultimately management of the entire design, construction, and occupancy process.

We offer you the advantage of being able to engage our services in a manner as broad or as limited as your needs dictate. We will assist you in managing one project or multiple projects in several cities or at several sites. This flexibility enables you to have a well-run and executed project, while saving the costs of carrying additional employees.

We provide our clients with simple and cost effective turnkey solutions that offer both economic benefits and the social appeal of going green.

- Owner's Representation
- Project Management
- Architectural / Engineering Coordination
- Construction Management
- Development Management
- Feasibility Studies
- Change Order Management
- Pre-Development Due Diligence
- Relocation Management
- Budget Management
- Permit Coordination
- Value Engineering
- Property Management
- Business and Economic Incentives
- Capital and Financial Solutions
- Renewable Energy Design
- LEED Certification and/or Energy Star
- Asset Management (for FF&E)
- Move Coordination
- IT Coordination
- Security, Signage, and A/V Coordination
- Proactive Risk and Cost Mitigation
- Management of Project Invoicing / Cash Flow
- Schedule Preparation
- "Look Ahead" Management



Through our subsidiary, MacGregor Property Management, we can provide leasing administration and / or full property management. For more information, call 703.289.2115 or visit [www.macgregorpm.com](http://www.macgregorpm.com).

# ORR PARTNERS PRIMARY DISCIPLINES

## CORPORATE / TENANT IMPROVEMENT



Orr Partners has overseen more than 25 million SF of new construction and renovation projects involving public and private sector commercial office space, base buildings, institutions, and retail venues. Clients retain our services to oversee portfolio assignments, which begin as early as pre-leasing and site selection to beyond the move into their new space. Regardless of size, companies face a big job when it comes to managing the cost, efficiency and performance of the real estate they occupy. No company is exactly like yours. Orr Partners can deliver your requirements seamlessly. Sample clients include:

- America Online
- Boland
- Democratic National Committee Headquarters
- Federal Deposit Insurance Corporation
- General Dynamics
- Mortgage Bankers Association
- SAIC Tower III
- Velocita

## MANUFACTURING / DATA CENTER



Orr Partners Aviation Project Management expertise covers every aspect of project management from major stages of initiation, planning or development, production or execution, maintenance and controlling, and closing. This expertise has an enormous impact by adding value and bringing about beneficial change to aviation manufacturing by helping project managers achieve each project's goals and objectives. Sample clients include:

- America Online
- Boeing Company
- Campus Pointe
- Common Wealth Atlantic Properties
- Gulfstream Aerospace Corporation (GAC)
- US Pharmacopeia

## EDUCATIONAL & RELIGIOUS



Orr Partners realizes religious and educational institutions are always looking for new ways to maximize the value of their real estate. With schools, we understand the challenges you face and specialize in working with institutions like yours to transform properties into assets that attract bright students, motivate alumni and donors, enhance the community and generate substantial financial return. We offer a holistic approach to religious construction with innovative design strategies for your ministries growth. Our expertise will provide you with functional beauty that will attract membership and add value to your physical assets. Sample clients include:

- George Mason University Foundation
- George Mason University Housing
- Georgetown Preparatory School
- Kingsbury School
- Langley School
- Global Mission Church
- Korean Central Presbyterian Church
- McLean Bible Church

## MEDICAL / HEALTHCARE



We understand real estate represents nearly 60 percent of the typical healthcare provider's operational expense, and as such presents a real opportunity to improve an organization's bottom line while supporting its core focus: patient care. Orr Partners is dedicated to providing the health care industry with comprehensive owner's representation. We strive to provide excellence in health care project management services at a reasonable fee. Sample clients include:

- Cornwall Medical Office Building
- Inova Medical Center at Dulles South
- National Institutes of Health
- Prince William Health System Birthing Center
- US Pharmacopeia

# CLIENT TESTIMONIALS



## U.S. PHARMACOPEIA

“Given that the project has won seven awards, U.S. Pharmacopeia is delighted with the overall outcome of our Project. Orr Partners was able to help our Project Team navigate through all the issues and challenges we encountered all while ensuring our success.”

Colleen Greiner, Vice President, U.S. Pharmacopeia Consolidation Project



## GULFSTREAM AEROSPACE CORPORATION

“Since March of 2006, Orr Partners has facilitated the implementation of Gulfstream’s Facility Master Plan through exceptional leadership, project management and corporate support. Orr Partners has been our primary owner’s representative and/or project manager on several major projects including our new G650 Manufacturing Building. Orr Partners created an environment of trust and confidence with Gulfstream, the design team and general contractor which resulted in the delivery of a state of the art corporate manufacturing facility. There is no doubt that their participation in the process saved Gulfstream both time and money.”

Joseph Drake, Director, Real Estate, Gulfstream Aerospace Corporation



## FEDERAL DEPOSIT INSURANCE CORPORATION (FDIC)

“Orr Partners guarded our budget as if it were their own. Having Orr Partners as our advocate gave us great piece of mind.”

Mike Rubino, Assistant Director, Federal Deposit Insurance Corporation



## GEORGE MASON UNIVERSITY FOUNDATION

“We are pleased to be working with Orr Partners again. They excel at communication, consensus building, and identification of cost savings. I am confident that they will deliver three new successful projects for us.”

Dave Roe, President, GMUF



## BOLAND

“Orr Partners provided construction management and owner’s representative services throughout the design and construction of the 60,000 SF tenant building, meeting a seemingly impossible project schedule. This involved coordination efforts between construction project managers, superintendents, architects, engineers, and subcontractors, review of cost items, review of contracts, and final review of invoices. I can, without hesitation, recommend Orr Partners.”

Lawrence J Cain, Jr., Senior Vice President and CFO, Boland

# CLIENT TESTIMONIALS

## (CONTINUED)



### MORTGAGE BANKERS ASSOCIATION

"Orr Partners provided construction and owner's representation services throughout the construction of the base building and the additional tenant space. Orr Partners has performed with the highest level of professionalism. Their attention to detail, knowledge, expertise in the field, troubleshooting, and responsiveness has proven invaluable."

Teresa F. Betz, Associate Vice President, Facilities Management, Mortgage Bankers Association



### NATIONAL CHILDREN'S MUSEUM

"Orr Partners has been helping the National Children's Museum (NCM) for over 4 years now. David Orr and his team at Orr Partners have been instrumental in assisting the NCM Board as we navigate through this process. From budget and schedule preparation, cash flow projections, consultant procurement and design, and ultimately through construction and delivery, they have been an integral part of the team working to realize the dreams of NCM."

Kathy Dwyer Southern, President and CEO, National Children's Museum



### GLOBAL MISSION CHURCH

"From the beginning of the project, it was evident that Global Mission Church was more than just another client to Orr Partners. Working together with the Church, Orr Partners has helped us design a project and phasing program that will maximize the experience to our members. We are grateful to the Orr Partners team for their wisdom and dedication to our mission."

Man Bae Kim, GMC Building Committee, Global Mission Church



### ERNST & YOUNG

"Orr Partners guarded our funds carefully, while discovering new ways to reduce our design and construction costs."

Richard W. Dugan, Managing Partner, Ernst & Young

# REPRESENTATIVE LEED® PROJECTS

## SPECIALIZING IN GREEN BUILDING

Orr Partners is a member of U.S. Green Building Council, with LEED® AP project managers on our staff. We encourage and facilitate the use of sustainable LEED practices on our design build and/or renovation projects. We are pleased to have managed the first LEED Gold project in Loudoun County in 2008. Representative samples of Orr Partners LEED projects are:



### **1331 L Street, N.W.** *Washington D.C.*

The Mortgage Bankers Association (MBA) building at 1331 L Street is a LEED registered project which consists of 170,000 SF and 10 stories. It is one of only three office buildings in our nation's capital that has achieved LEED Gold Core and Shell 2.0. The Mortgage Bankers Association committed to developing a LEED certified building after the design was completed and the General Contractor was engaged. Orr Partners' team was retained by MBA to manage and collaborate closely with the developer, designer, and contractor to design and incorporate the necessary changes to the project. LEED Gold Certification was accomplished for less than a 1% increase to the purchase price of the building. Through careful tracking, implementation, and documentation, the team was able to achieve all of the proposed points to receive LEED Gold Certification. Nationally, only 18 office buildings are registered LEED Gold Core and Shell 2.0.



### **Childcare Center – Phase II** *Confidential Client / Location*

This 19,000 SF state-of-the-art corporate childcare facility is located in Loudoun County, Virginia. Childcare Center - Phase II was designed to mirror the corporation's original childcare facility that was so well subscribed to by its employees that a second phase was quickly planned. The facility is a one story, masonry veneer and wood frame structure on approximately six acres. The design challenge was to maximize the client's programming, employee desires and demand within a building footprint dictated by a previously approved site plan and building orientation. These programming requirements consisted of multiple levels of child development classrooms to accommodate infants, toddlers and Pre-K rooms. Administrative offices and a large welcoming lobby completed the remainder of the building perimeter.

Orr Partners was retained to manage every aspect of design, engineering and construction necessary to achieve a LEED Gold rating by the US Green Building Council (USGBC). Childcare Center – Phase II has received a LEED Gold rating, making it the first LEED Gold building in Loudoun County and the first LEED certified childcare facility in the state of Virginia.

Orr Partners has been in business for over twenty years contributing to the development and construction of numerous LEED projects. Clients look to our firm for management expertise and advocacy, which is best provided by people with years in the field and the kind of experience that allows us to anticipate problems before they become obstacles. We are a leader in sustainable, environmentally intelligent construction and project management.

# ORR PARTNERS RECOGNITION AWARDS

**2009 NAIOP MD/DC Chapter Award of Excellence – Best Green Building**  
*for 1331 L Street, Washington, DC*

**2008 NAIOP Northern Virginia Award of Excellence –  
Best Environmentally Responsible Green Construction Base Building**  
*for Childcare Center II, Confidential Client*

**2008 NAIOP MD/DC Chapter Award of Excellence – Best Biotech Facility**  
*for U.S. Pharmacopeia*

**2008 Washington Building Craftsmanship Award for Excellence – Drywall**  
*for U.S. Pharmacopeia*

**2008 Washington Building Craftsmanship Award for Excellence – Millwork**  
*for U.S. Pharmacopeia*

**2008 Washington Building Craftsmanship Award for Excellence – Tile & Terrazzo**  
*for U.S. Pharmacopeia*

**2008 Washington Building Craftsmanship Award for Excellence – Concrete**  
*for U.S. Pharmacopeia*

**2008 Washington Building Craftsmanship Award for Excellence – Mechanical Systems**  
*for U.S. Pharmacopeia*

**2008 Mid-Atlantic Construction Merit Award of Excellence**  
*for U.S. Pharmacopeia*

**2008 National Chapter of the American Concrete Institute Award of Excellence**  
*for U.S. Pharmacopeia*

**2008 Washington Business Journal -7th Largest Real Estate Developer in Metro-Area**  
*for Orr Partners LLC*

**2006 NAIOP MD/DC Chapter Award of Excellence – Best Institutional Facility**  
*for Georgetown Preparatory School's Hanley Center for Athletic Excellence*

**2006 NAIOP MD/DC Award of Merit-Best Renovation – Urban**  
*for Democratic National Committee/National Democratic Club*

**2006 NAIOP Northern Virginia Chapter Award of Excellence – Best Building**  
*for Federal Deposit Insurance Corporation (FDIC)*

**1999 NAIOP Northern Virginia Chapter Award of Excellence –  
Best Building 10 Stories and Above**  
*for KPMG/Peat Marwick*



# REPRESENTATIVE CLIENT LIST

## **Build-to-Suit**

America Online, Inc.  
Arbee Associates  
Clemyjontri Park  
Commonwealth Atlantic Properties for  
The Aerospace Corporation  
Commonwealth Atlantic Properties for  
KPMG Consulting  
Decision Support Services ("DSS")  
Equity Office Properties Trust for  
Booz-Allen & Hamilton  
Fair Oaks Hospital  
First Washington Capital for  
Army Air Force Pension Fund  
George Mason University Foundation  
Global Mission Church  
Korean Central Presbyterian Church  
Mortgage Bankers Association  
McLean Bible Church  
Mount Vernon Hospital  
MPI Business System, Inc.  
National Wildlife Federation  
Newbridge Networks, Inc.  
SACM  
SAIC Tower III  
United Litho, Inc.  
USAA  
1401 New York Avenue  
2941 Fairview Park Drive

## **Mixed-Use Development / Master Planning**

Broadway Center  
Hampton Place  
Library Square  
Ocean Place

## **Government**

Federal Deposit Insurance Corporation  
(FDIC)  
Air Force Retired Officers Community

## **Retail**

Adam & Eva Salon  
Boardwalk Fries  
Cello  
Cardinal Bank  
Don Beyer Land Rover  
FedEx Kinko's

Gold's Gym  
Lee Harrison Shopping Center  
Including Harris Teeter  
Mei's Asian Bistro  
Panda Express  
Panera Bread  
Perfect Pointe Dance Studio  
Quiznos Subs  
Three Thai Sushi  
2941 Restaurant

## **Institutional**

George Mason University  
Georgetown Preparatory School  
Inova Kellar Center  
Langley School  
NIH / Bayview Research Campus

## **Development Management**

Arena Stage  
Clemyjontri Park  
Cornwall Medical Office Building  
Dulles Corner  
Dulles View  
General Dynamics Information Technology  
Loudoun Parkway Commons  
National Children's' Museum  
Northwestern Mutual  
Potomac Falls Commerce Center  
The Pointe at Beaumeade  
The Washington Post Company  
U.S. Pharmacopeia

## **Office Tenant Improvements**

(\*included Relocation Management)

Acterna\*  
Apple Computer  
Birch, Stewart, Kolasch & Birsch LLP\*  
Boland  
Capital Hospice  
Cisco Systems  
Clifford Chance LLP\*  
Digicon  
Ernst & Young LLP\*  
Ferris Baker Watts  
Freddie Mac  
Government and Industry Relations  
WilmerHale LLP  
INOVA Health System


Landmark Systems Corporation\*  
Management Concepts, Inc.  
MicroStrategy  
National Defense University ("NDU")  
Nixon Peabody LLP  
Ogden Environmental and  
Energy Services  
Savvis Communications  
Pillsbury Winthrop Shaw Pittman LLP  
SI International  
Signet Bank  
Springwood Day Treatment  
The Boeing Company  
The Medical Society of DC  
The Orkand Corporation\*  
The Retired Officers Association  
Washington Regional Transplant  
WashingtonPost.com  
William A. Hazel, Jr  
C3, Inc.

## **Residential**

Air Force Retired Officers Community  
Chinatown Lofts  
Potomac View Estates  
Salvation Army  
Stuart Woods Apartments

## **Health Care / Research & Development**

Cornwall Medical Office Building  
INOVA Medical Center Dulles South  
NIH/Johns Hopkins University  
Prince William Birthing Center  
United States Pharmacopeia



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