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QUALIFICATIONS & EXPERIENCE: NON-PROFIT REAL ESTATE ADVISORY & PROJECT MANAGEMENT

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NEW YORK • MIAMI • ROME



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# Overview

## TAB 1



# Introduction

## Tab 1.1



## ■ DBI

DBI is a multidisciplinary real estate development, advisory and project management firm with extensive experience in a wide variety of real estate transactions and project types. Since our inception in 2002, we have worked with not-for-profit, private, city, and institutional organizations to complete a broad range of projects, including commercial, retail, infrastructure, education, and residential projects, in addition to developing our own projects.

DBI specializes in assisting the Non-Profit sector in realizing their real estate and facilities needs. Over the past several years, DBI has worked with Non-Profit end-users in several different capacities, from real estate advisory (property searches, lease negotiations and asset advisory) to project set-up and management. In the last year, our clients have included Robin Hood Foundation grantees, St. John's University, Harlem RBI and St. Ann's Warehouse.

DBI has in-house project management and construction oversight capabilities. We provide planning, financial analysis, estimating, scheduling, and project management services.

DBI's reputation for delivering projects on time and on budget is based on our ability to create synergy between owners, architects, and contractors. Our professionals provide comprehensive oversight at every stage of a project, from planning through pre-construction construction and close-out.

DBI has built a global presence with its recently completed projects in Rome, Italy and Paris, France. In addition, DBI served as project consultants on numerous projects throughout the United States and the UK.

## ■ OUR TEAM

DBI's team includes 28 dedicated professionals with backgrounds in real estate development and investment, project finance, architecture, engineering, project and construction management, scheduling, business administration, and insurance.

DBI is headquartered in New York City with offices in Miami, Florida and Rome, Italy.



# Resumes

## Tab 1.2



## **DAVID E. BELT, Managing Principal**

David Belt is the Managing Principal of DBI. He has extensive experience with development, construction project management, change-order negotiations, cost estimating, and scheduling. Mr. Belt has been retained as a consultant by many law firms, institutional owners, and insurance companies on issues regarding construction oversight, schedule impact analysis, construction project management, and CPM scheduling.

Mr. Belt has developed over \$500 million of private and institutional projects and is serving as Executive Program Manager for an institutional construction program for a university in New York. Mr. Belt is also consulting on a wide range of projects including 3 large casino hotels in the Southern United States, a conversion project in Rome, Italy, an amusement park in Louisiana, a commercial shopping mall portfolio in New Orleans, and a 1.5 million SF mixed-use development in Florida.

Mr. Belt has successfully completed consulting assignments involving the Manhattan Bridge, the Brooklyn Federal Courthouse, a claim on USA's largest airport runway in Denver, and \$80 million residential project in Chicago, and multiple condominium development projects in New York City. Mr. Belt has also served as expert, arbitrator, and mediator in numerous litigation matters involving construction costs, project management, scheduling, and insurance issues.

### **PROFESSIONAL AFFILIATIONS**

American Society of Professional Estimators  
The Chartered Institute of Arbitrators (UK)  
The Association for the Advancement of Cost Engineering  
The Property Loss Research Bureau – (serves as presenter / instructor)  
Society of American Value Engineers  
The Construction Specification Institute  
Project Management Institute  
Primavera Users Group



## **OFER OHAD, Principal**

Ofer Ohad is Principal of DBI and Director of its Construction and Development division. Mr. Ohad oversees acquisitions, investments, and development activities for DBI. He is responsible for the management of numerous construction and real estate development projects.

Mr. Ohad has eighteen years of practice in construction management, project advisory, and real estate development, as well as claims consulting involving builder's risk and other construction related losses.

Mr. Ohad has worked on a diverse range of projects, including residential, commercial, educational, and non-profit projects. Mr. Ohad specializes in executing multifaceted projects that involve challenging zoning and municipal issues, as well as complex financial structures.

Mr. Ohad has worked on projects throughout the United States as well as internationally. Mr. Ohad has completed a \$500 million capital improvement project for a prominent educational institution with campuses throughout the New York City metropolitan area. Additionally, Mr. Ohad has managed the development and construction of privately owned dormitory projects, as well as the construction of college campuses in Rome and Paris, and a medical facility in Israel.

*Columbia University, M.S.c. R.E.D.*

*Technion-Israel, B. Arch. Architecture and Urban Planning*



## **ANDREW S. ALEXANDER, Chief Financial Officer**

Andrew S. Alexander is Chief Financial Officer of DBI and has been with the company since 2006. He has extensive experience in complex real estate transactions, locally, regionally, and nationally.

Prior to joining DBI, Mr. Alexander worked for ten years at Turner Construction Company, Inc. where he held the positions of Treasurer as well as Director of Real Estate Operations for its two wholly-owned real estate subsidiaries. Upon leaving Turner, Mr. Alexander provided financial consulting services for existing companies as well as structuring funding for start-up entities.

Mr. Alexander's representative transactions include obtaining a \$40 million credit facility with a consortium of five member banks and establishing favorable hedging techniques on held real estate loans through interest rate swap agreements.

*Drake University, BSBA in Finance and Accounting*



## **JAMES NEU, Senior Project Manager**

James Neu is a Senior Project Manager in the Construction and Development division of DBI. Mr. Neu has over nine years of experience in construction management, project advisory, and real estate development; he has completed a wide range of projects, including corporate, education, non-profit, residential, and commercial projects and has worked with private, city, not-for-profit and institutional organizations.

Mr. Neu has completed projects around the United States, including New York City, Boston, Miami, and Vermont. Mr. Neu's most recent experience includes the completion of Converse's flagship retail store in SoHo, the fit-out of a landmark building in NYC's renowned commercial corridor for a leading culinary center, the ground-up construction of an internationally renowned artist's studio in New York City, as well as multiple construction projects for one of DBI's leading clients, the Robin Hood Foundation. Additionally, Mr. Neu managed the implementation of the acclaimed Macro Sea Dumpster Pools. Prior to joining DBI, Mr. Neu worked in Boston as a Construction Manager.

Mr. Neu serves as a Board Member of a leading NYC not-for-profit group.

*State University of New York at Albany, B.S.*

*Massachusetts States Builders License, OSHA 30-hour and LEED certified*



# Experience

## TAB 2



# Foundation, Industry & Academic Experience Tab 2.1



**ORGANIZATION: ROBIN HOOD FOUNDATION**

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**DESCRIPTION:** Robin Hood has targeted poverty in New York City by finding and funding the best and most effective programs and partnering with them to maximize results.

**PROJECTS:** Real estate advisory and project management services to recipients of Robin Hood grants for facilities upgrades.

**LOCATION:** New York, NY (City-Wide)

**SIZE:** 1,000 SF - 25,000 SF

**COST:** \$150,000 - \$3,500,000

**DBI SERVICES: Real Estate Advisory (Ongoing)**  
Management of property searches and space evaluations, lease negotiations and tenant-landlord interactions for Robin Hood grantees.

**Project Management (Ongoing)**  
DBI plans, manages and completes capital projects for Robin Hood grantees in several phases, from pre-construction through construction and project close-out.

**ORGANIZATION: ST. JOHN'S UNIVERSITY**

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**DESCRIPTION:** St. John's is one of America's leading Catholic universities – recognized for its academic programs, diverse student life, Big East excitement and New York vitality.

**PROJECTS:** Real estate advisory and project management services to St. John's University on numerous capital projects.

**LOCATION:** Manhattan, Queens & Long Island, NY; International

**COST:** \$500,000,000

**DBI SERVICES: Real Estate Advisory (Ongoing)**  
DBI provides real estate asset advisory and strategic program management services to St. John's related to the repositioning of various properties.

**Project Management (Ongoing)**  
DBI plans, manages and completes capital projects for St. John's, from pre-construction through construction and project close-out. In addition, DBI assists St. John's in strategic planning and prioritization of deferred maintenance.



# Cultural & Educational Experience Tab 2.2



**ORGANIZATION:** ST. ANN'S WAREHOUSE

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**DESCRIPTION:** For 30 years, St. Ann's Warehouse has commissioned, produced, and presented a unique and eclectic body of innovative theatre and concert presentations that meet at the intersection of theatre and rock and roll.

**PROJECT:** Property search for relocation of theater.

**LOCATION:** Brooklyn, NY

**SIZE:** 20,000 SF

**COST:** Estimated Budget: \$15,000,000

**DBI SERVICES:** **Real Estate Advisory (Ongoing)**  
DBI is managing an extensive property search and evaluation for the organization and expects to lead negotiations for lease or purchase of property for a new theater.

**ORGANIZATION:** PER SCHOLAS

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**DESCRIPTION:** Per Scholas is a non-profit social venture dedicated to using technology to improve the lives of people in low-income communities.

**PROJECT:** Build-out and relocation for new headquarters.

**LOCATION:** Bronx, NY

**SIZE:** 15,000 SF

**COST:** \$2,500,000

**DBI SERVICES:** **Real Estate Advisory**  
DBI assisted with lease review for construction and business terms.

**Project Management**

DBI planned, managed and completed the build-out of the new headquarters, from pre-construction through construction and project close-out.



**ORGANIZATION:** HARLEM RBI

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**DESCRIPTION:** Harlem RBI's provides inner-city youth with opportunities to play, learn and grow. RBI uses the power of teams to coach, teach and inspire youth to recognize their potential and realize their dreams.

**PROJECTS:** Build-out of new classroom and office facilities.

**LOCATION:** East Harlem, New York, NY

**SIZE:** 5,500 SF

**COST:** \$750,000

**DBI SERVICES:** **Real Estate Advisory**

DBI assisted RBI with lease negotiations for the new space as well as with landlord relations throughout the project.

**Project Management**

DBI planned, managed and completed the build-out of new classroom and office space from pre-construction through construction and project close-out.

**ORGANIZATION:** BROOKLYN KINDERGARTEN SOCIETY

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**DESCRIPTION:** BKS provides innovative, educationally stimulating education programs that are focused on breaking the cycle of poverty in the most vulnerable neighborhoods of Brooklyn.

**PROJECT:** Build-out of new headquarters.

**LOCATION:** Brooklyn, NY

**SIZE:** 2,200 SF

**COST:** \$200,000

**DBI SERVICES:** **Real Estate Advisory**

DBI led lease negotiations for the new space.

**Project Management**

DBI planned, managed and completed the build-out of the new headquarters from pre-construction through construction and project close-out.



**ORGANIZATION: GO PROJECT**

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**DESCRIPTION:** The GO Project shapes the futures of low-income New York City public school children by providing critical academic, social and emotional support starting in the early elementary years.

**PROJECT:** Project set-up and construction monitoring for the reprogramming and build-out of existing headquarters.

**LOCATION:** New York, NY

**SIZE:** 1,000 SF

**COST:** \$100,000

**DBI SERVICES: **Project Management (Ongoing)****  
DBI provided GO with project set-up services, including budget and schedule creation. DBI will provide construction monitoring services to GO during the build-out of the space.

**ORGANIZATION: SUSTAINABLE SOUTH BRONX**

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**DESCRIPTION:** SSBX is a non-profit that champions opportunity in the South Bronx by delivering integrated economic and environmental solutions through innovative job training, public advocacy & education programs.

**PROJECT:** Lease negotiations for new and existing space. Project set-up for build out of new and existing space.

**LOCATION:** Bronx, NY

**SIZE:** 8,000 SF

**DBI SERVICES: **Real Estate Advisory****  
DBI assisted with negotiations for the renewal of the existing lease and analysis of lease terms and rent reduction scenarios.

**Project Management (Ongoing)**  
DBI provided SSBX with project set-up services, including budget and schedule creation.



**ORGANIZATION:** ADVOCATES FOR CHILDREN

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**DESCRIPTION:** AFC is the only citywide agency offering free individual case assistance to families and children who are experiencing problems in obtaining appropriate educational services for their children. This includes special education problems, school disciplinary issues, and general access to school services.

**PROJECT:** Lease renewal and expansion negotiations for headquarters. Planning and advisory services related to future capital project.

**LOCATION:** New York, NY

**SIZE:** 9,000 SF

**DBI SERVICES: Real Estate Advisory (Ongoing)**

DBI assisted the real estate broker and attorney with lease negotiations and provided advisory services related to zoning and Change of Use strategy. DBI is also currently monitoring the landlord's compliance with Change of Use lease milestones.

**Project Management (Ongoing)**

DBI managed the planning phase of the capital project. Upon lease commencement, DBI will manage and complete the Pre-Construction, Construction and Close-Out phases of the project.



# Social Services Experience Tab 2.3



**ORGANIZATION: ST. JOHN'S BREAD & LIFE**

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**DESCRIPTION:** Bread & Life's goal is to combat poverty and help people achieve self-sufficiency, in addition to educating the public and increasing awareness about meals to needy New Yorkers.

**PROJECT:** Property search for new soup kitchen facility including full assessment of existing conditions for each prospective building. Build-out of soup kitchen, including kitchen, dining area, chapel and offices.

**LOCATION:** Queens, NY

**SIZE:** 15,000 SF

**COST:** \$10,000,000

**DBI SERVICES: Real Estate Advisory**  
DBI managed an extensive property search and evaluation.

**Project Management**  
DBI planned, managed and completed the build-out of the new facility from pre-construction through construction and project close-out.

**ORGANIZATION: CREDIT WHERE CREDIT IS DUE**

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**DESCRIPTION:** Credit Where Credit Is Due (CWCID) was founded in 1994 in response to the growing financial disenfranchisement of Upper Manhattan. CWCID serves the Washington Heights community, targeting the Latino immigrant community. CWCID strives fill the financial services void, and foster wealth creation through their neighborhood credit union and educational programs.

**PROJECT:** Property search for relocation of headquarters. Build-out of new faculties including credit union, offices and classrooms.

**LOCATION:** Washington Heights, New York, NY

**SIZE:** 7,500 SF

**COST:** \$2,100,000

**DBI SERVICES: Real Estate Advisory**  
DBI managed an extensive property search and evaluation, and led lease negotiations.

**Project Management (Ongoing)**  
DBI has planned and managed the pre-construction phase of the build-out through design, general contractor bid and award. DBI is currently providing oversight during the construction phase of the project.



**ORGANIZATION: HIGHBRIDGE COMMUNITY LIFE CENTER**

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**DESCRIPTION:** The mission of Highbridge is to empower the people of Highbridge through a rainbow of services that include: counseling for families and children, adult basic education, job training, after school activities for youth, community improvement, organizing and many other services through a vast network of collaborative organizations spread across the Bronx.

**PROJECT:** Relocation and build-out of new headquarters.

**LOCATION:** Bronx, NY

**SIZE:** 10,000 SF

**COST:** \$2,000,000

**DBI SERVICES: Real Estate Advisory**  
DBI assisted with the renegotiation of the lease to move the project forward.

**Project Management**  
DBI planned, managed and completed the build-out of the new headquarters from pre-construction through construction and project close-out.

**ORGANIZATION: SANCTUARY FOR FAMILIES**

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**DESCRIPTION:** Sanctuary for Families (Sanctuary) is dedicated exclusively to serving domestic violence victims, sex trafficking victims, and their children. Each year, Sanctuary helps thousands of victims and their children build safe lives by offering a range of services including clinical, legal, shelter, children's and economic empowerment services.

**PROJECTS:** Property search for new shelter facilities. Upgrades to shelter facility.

**LOCATION:** Bronx, NY

**SIZE:** 8,000 SF - 25,000 SF

**COST:** \$750,000 - \$2,000,000

**DBI SERVICES: Real Estate Advisory (Ongoing)**  
DBI is currently advising Sanctuary in the search for new properties to purchase and convert to shelters.

**Project Management**  
DBI planned and managed the pre-construction process for capital improvements to one of Sanctuary's shelters, including planning, design and contractor bid phases. DBI has also assisted Sanctuary in the process of obtaining a capital grant from the City of New York.



**ORGANIZATION:** NATIONAL COUNCIL OF JEWISH WOMEN

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National Council of Jewish Women

**DESCRIPTION:** The National Council of Jewish Women (NCJW) is a grassroots organization of volunteers and advocates who turn progressive ideals into action. Inspired by Jewish values, NCJW strives for social justice by improving the quality of life for women, children, and families and by safeguarding individual rights and freedoms.

**PROJECTS:** Partial renovation, facility repairs and public agency filing correction.

**LOCATION:** New York, NY

**SIZE:** 1,500 - 8,000 SF

**COST:** \$25,000 - \$1,250,000

**DBI SERVICES:** **Real Estate Advisory**  
DBI assisted with the development of a strategy for Change of Use with the NYC DOB.

**Project Management**

DBI planned a complete building renovation for the NCJW Council House. DBI also planned, managed and completed projects including small renovations and a façade upgrade.

**ORGANIZATION:** COLLEGE & COMMUNITY FELLOWSHIP

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**DESCRIPTION:** The mission of the College and Community Fellowship (CCF) is to eliminate the individual and social barriers to education and civic participation of women with criminal convictions and their families.

**PROJECT:** Build-out of new headquarters.

**LOCATION:** New York, NY

**SIZE:** 1,500 SF

**COST:** \$200,000

**DBI SERVICES:** **Real Estate Advisory**  
DBI led the lease negotiations for the new space.

**Project Management**

DBI planned, managed and completed the build-out of the new headquarters from pre-construction through construction and project close-out.



**ORGANIZATION:** ROC-NY

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Restaurant Opportunities Center of New York

**DESCRIPTION:** ROC-NY works to build a base of power and win justice among non-unionized restaurant workers who face exploitative and abusive workplaces.

**PROJECT:** Project set-up and construction monitoring for build-out of new and existing office space.

**LOCATION:** New York, NY

**SIZE:** 2,400 SF

**COST:** \$35,000

**DBI SERVICES:** **Real Estate Advisory**  
DBI led lease negotiations for the new space.

**Project Management (Ongoing)**

DBI provided ROC with project set-up services, including budget and schedule creation. DBI will provide construction monitoring services to ROC during the build-out of the space.

**ORGANIZATION:** COALITION FOR HISPANIC FAMILY SERVICES

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**Coalition for Hispanic Family Services**  
Building Strong Communities One Family at a Time

**DESCRIPTION:** Coalition for Hispanic Family Services (Coalition) is a community-based comprehensive family service agency, serving North Brooklyn and adjacent communities. Their mission is to strengthen Latino families by providing them with culturally competent services that build upon the strengths of Latino culture and lead them towards a greater degree of self-reliance.

**PROJECT:** Lease negotiations for existing space. Property search for new office space.

**LOCATION:** Queens, NY

**SIZE:** 5,000 SF - 16,000 SF

**DBI SERVICES:** **Real Estate Advisory**  
DBI led lease renewal negotiations for CHFS headquarters. DBI managed a property search and proposed evaluation for new office space in two locations.



**ORGANIZATION:** LIFT THE BRONX

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**DESCRIPTION:** LIFT clients and volunteers work one-on-one to find jobs, secure safe and stable housing, make ends meet through public benefits and tax credits, and obtain quality referrals for services like childcare and healthcare. Simultaneously, the LIFT experience pushes volunteers to grapple with our country's most challenging issues related to poverty, race, inequality, and policy.

**PROJECT:** Project set-up and construction monitoring for build-out of new office space.

**LOCATION:** Bronx, NY

**SIZE:** 2,100 SF

**DBI SERVICES:** **Real Estate Advisory**  
DBI led lease negotiations for the new space.

**Project Management (Ongoing)**

DBI provided LIFT with project set-up services, including budget and schedule creation. DBI will provide construction monitoring services to LIFT during the build-out of the space.

**ORGANIZATION:** EXALT

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**DESCRIPTION:** The mission of Exalt is to transform the lives of youth along the spectrum of criminal justice involvement by equipping them with the skills and experience necessary to become self-sufficient, self-fulfilled, productive members of society.

**PROJECT:** Project set-up and construction monitoring for build-out of new office space.

**LOCATION:** Brooklyn, NY

**SIZE:** 2,200 SF

**DBI SERVICES:** **Real Estate Advisory**  
DBI led lease negotiations for the new space.

**Project Management**

DBI provided Exalt with project set-up services, including budget and schedule creation. DBI provided construction monitoring services to Exalt during the build-out of the space.



**ORGANIZATION: ST. NICK'S ALLIANCE**

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**DESCRIPTION:** St. Nicks Alliance is a non-profit, nonsectarian community-based organization with a mission to serve as a catalyst to improve the quality of life of Williamsburg-Greenpoint residents by addressing economic, educational, health, housing and social needs while preserving the vibrant and diverse character of the entire community, particularly for low- and moderate income residents.

**PROJECT:** Partial renovation of existing headquarters.

**LOCATION:** Brooklyn, NY

**SIZE:** 8,000 SF

**DBI SERVICES: Project Management**  
DBI planned, managed and completed the renovation of the existing headquarters from pre-construction through construction and project close-out.

**ORGANIZATION: CHILDREN'S DEFENSE FUND**

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## Children's Defense Fund

*A strong, effective, independent voice for all the children of America*

**DESCRIPTION:** The Children's Defense Fund (CDF) is a non-profit child advocacy organization that has worked relentlessly for over 35 years to ensure a level playing field for all children.

**PROJECT:** Project set-up for the partial build-out of existing headquarters.

**LOCATION:** New York, NY

**SIZE:** 2,500 SF

**DBI SERVICES: Project Management**  
DBI provided CDF with project set-up services, including budget and schedule creation.



**ORGANIZATION: UPWARDLY GLOBAL**

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**DESCRIPTION:** Upwardly Global is a non-profit organization that brings highly qualified immigrants and highly progressive employers together.

**PROJECT:** Property search and build-out of national headquarters.

**LOCATION:** New York, NY

**SIZE:** 2,000 SF

**DBI SERVICES: Real Estate Advisory**  
DBI managed an extensive property search and property evaluation and led lease negotiations.

**Project Management**

DBI planned, managed and completed the build-out of the new headquarters from pre-construction through construction and project close-out.

**ORGANIZATION: YEAR UP**

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**DESCRIPTION:** Year Up's mission is to close the opportunity divide by providing urban young adults with the skills, experience, and support that will empower them to reach their potential through professional careers and higher education.

**PROJECT:** Property search for new headquarters.

**LOCATION:** New York, NY (City-Wide)

**SIZE:** 25,000 SF

**DBI SERVICES: Real Estate Advisory**  
DBI managed an extensive property search and evaluation, and led lease negotiations.



# Recommendation Letter Excerpts Tab 3



# Client Tab 3.1



## RECOMMENDATION LETTER EXCERPTS

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“...This letter will serve as a recommendation for David Belt and his firm, DBI.

I have come to know David very well in two different- although related- contexts. First, as Chairman of the Board of Trustees at St. John's University, I have seen firsthand the consulting, project management and construction oversight work that he and his firm have performed for the University on numerous projects involving tens of millions of dollars, both at our Queens campus and at our Rome and Paris locations.

Second, David and his team have served as project manager and as "owner's rep" in the purchase and total renovation of the new home for St. John's Bread and Life soup kitchen in Brooklyn. This was a \$10 million project involving approximately 21,000 square feet.

In both of these areas, the projects were complicated and difficult. In several cases, they also required working with diplomacy and with respect for the Catholic communities who were affected by the work. In every respect, DBI carried out its responsibilities with outstanding competence and with respect for the needs of its clients

I am not in the habit of tossing around accolades very freely, but both the University and the Bread and Life soup kitchen are indebted to David and his firm for extraordinary efforts. I am pleased to be able to recommend him...”

Thomas E. McInerney



## RECOMMENDATION LETTER EXCERPTS

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“...I write as reference for DBI and its principal, David Belt, whom I know well and recommend most highly.

In 1997, St. John’s University embarked upon a major repositioning strategy to transition from a local school to a national and international university. Over the past 10 years, we have constructed 18 new buildings and renovated dozens of existing facilities, making capital investments of over \$600 million. During that time we built a variety of buildings, each with unique challenges, including 7 residence halls, various athletic facilities, classroom buildings, science laboratories, library facilities and a student center. Today, a transformed St. John's serves over 20,000 students on 6 campuses, including facilities in Rome, Italy and Paris, France.

David Belt and his colleagues at DBI have played a significant role in our transformation. Since 1999, David has provided consulting and project management services for multiple building and renovation projects at St. John’s University. Since the founding of DBI in 2002, David has been the leader of our capital building program, serving as our acting program manager and providing a team of highly competent professionals to meet our needs. During that time, DBI provided development management and project management services for a wide array of projects totaling over \$500,000,000.

Our first experience with David's services was the result of an unfortunate project overrun by our in-house team during the first phase of our capital expansion in the late 1990's. We retained David and his partner at the time to evaluate the extent of the problem and to provide the leadership to resolve issues and get the program back on track. Since that time, the university has retained David in a leadership role for project management, staff recruitment and training, long-term faculty strategic planning and property acquisition and development. Due to his leadership and DBI's ability to provide highly competent staff and professionals, we have enjoyed a successful campaign of projects that are completed on time and on budget

In addition to helping the university achieve its strategic goal of becoming an international university by building multiple facilities in New York City, David and his team recently completed two international projects for the university, renovating campus facilities for us in Rome and Paris, which now serve as the hubs of our international study abroad programs.

DBI has always proactively managed our development projects and has gained the trust of our senior management and our Board of Trustees. It is without hesitation that I recommend DBI and its principal David Belt...”

Donald J. Harrington, C.M.  
President



## RECOMMENDATION LETTER EXCERPTS

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“Sanctuary for Families has worked closely with DBI on a several proposed real estate and renovation projects. DBI's comprehensive approach allows our organization to better understand the variables that will be involved in each project from conception through execution. This comprehensive approach allows us to fully evaluate the benefits and exposure for the entire project. They listen closely to understand our goals, develop a complete strategy and execute with professionalism and a high level of accountability.

DBI assisted us with assessing several properties to determine if they were viable properties for us to purchase. On the property we thought was a "go", they developed timelines and cost estimates that were very helpful in our decision making process. They arranged meetings for us with three architects to determine who would be best suited for our needs; reviewed their bid documents to ensure we were comparing comparable bids; served as our liaison to the selected architect; and reviewed and interpreted engineering reports for us. Ultimately we did not purchase the property due to not being able to come to terms with the building owner. However DBI was extremely helpful to us throughout the entire process. After that site fell through, DBI developed specifications based on our needs to circulate to brokers.

Recently we were awarded a government capital grant to do façade work and to upgrade our heating system at a six story residential site that we own. The requirements to receive this grant are extremely onerous. DBI has overseen this process from the beginning and will continue to do so until it is completed. They have identified bidders; defined the scope of work; reviewed and leveled bids, developed timelines and cost estimates for submission to the funder; met with the funder; revised documents multiple times due to on-going changes in the funder's requirements. The expertise and the incredible patience they have shown throughout this process have been invaluable to us. There isn't any way we could have navigated this process without them.

Their comprehensive understanding of real estate, construction, design and planning is exceptional and provides us with a clear picture of our options. DBI has been a great partner to our non-profit organization. It is without hesitation that I recommend DBI.”

A handwritten signature in black ink, appearing to read "Laurel", followed by a long horizontal line extending to the right.

Laurel W. Eisner  
Executive Director



## RECOMMENDATION LETTER EXCERPTS

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“DBI provided complete construction management support for a project that was critical to the growth of our organization. They listened closely to our needs and created a plan for the project that met all of our requirements including budget and timeline. DBI’s ability to successfully navigate the various aspects of our capital project including lease negotiation, programming, design, planning, pre-construction and construction allowed our senior staff to focus on running and growing our organization while the project was completed on time and under budget.

In every respect, DBI carried out its responsibilities with outstanding competence, responsiveness and with respect for the needs of our organization. DBI takes true ownership of their projects and it is without hesitation that I recommend DBI.”

A handwritten signature in black ink, appearing to read "Richard Souto". The signature is fluid and cursive, with a large initial "R" and "S".

Richard Souto  
Chief Operating Officer



# Architect Tab 3.2



## RECOMMENDATION LETTER EXCERPTS

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### TOBIN | PARNES

“I am delighted to write this letter describing our experiences with the DBI organization... They are a solution oriented firm whose primary goal is to put the client's needs first. Their successful track record reflects this. They pride themselves on bringing in a project on budget and on schedule. Clients are never disappointed and their completed projects reflect a high attention to detail, quality and excellence.

We would not hesitate recommending this firm to any of our clients.”

Andrew B. Dibner, LEED AP  
Principal, Assoc. AIA

### ROGERS MARVEL ARCHITECTS, PLLC

“Over the past 5 years RMA has had the opportunity to work with DBI on a range of projects including educational, residential, commercial, and community facility uses. We recommended them to clients because their broad knowledge ranging from real-estate to construction is an invaluable asset in shaping a successful project. They understand the specific challenges that each project faces from financing to construction and are remarkably successful in finding innovative solutions to overcome these challenges and make the project a success.

As architects, we find that their careful project planning and thorough project management allows us to do our best work, We have come to appreciate that the same exacting effort that they undertake in meeting the owner's budget is carried through their attention to quality in construction management. Their thoroughness earns the respect of all the members of the project team and develops the understanding that they will always be a tough but fair participant. In the context of a development and construction industry that is too often burdened by conflict, DBI stands out in guiding a process where projects can be successful for each participant who contributes to them, whether owner, architect, engineer or contractor.”

Guido Hartray



## RECOMMENDATION LETTER EXCERPTS

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### **Gensler**

“...Gensler is a full-service architectural and design firm with 31 offices worldwide and more than 2,900 professionals.

As the Managing Principal of Gensler, I have had the opportunity to work closely with David Belt and DBI over the past 5 years. Gensler and DBI collaborated on a wide range of projects, including educational, residential, and commercial uses. DBI has demonstrated a unique combination of professionalism, creativity, and problem solving approach. DBI has an impressive track record of delivering projects on time and on budget.

It is with great pleasure to recommend DBI...”

A handwritten signature in black ink, which appears to read "Joseph Brancato". The signature is written in a cursive, flowing style.

Joseph Brancato, AIA  
Managing Principal



# Contractor Tab 3.3



## RECOMMENDATION LETTER EXCERPTS

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### SKANSKA

“..As the Vice President of Skanska USA Building Inc., I am writing to inform you that DBI is a highly regarded company...Skanska has a long history of projects within the higher-education sector both in New York City and nationally and we have successfully collaborated with DBI. We find the quality of their performance to be extremely professional.

We recommend DBI...”

Anthony G. Acerra  
Skanska USA Building Inc.  
Vice President

### Sciame

“...Sciame Construction has had the pleasure of working with DBI on the St. Johns University New Academic Building and University Center Project currently under construction.

As a contractor who specializes in high profile institutional work (such as the Pierpont Morgan Library and the Cooper Union New Academic Building), we recognize and appreciate the creativity, depth and persistence David Belt and DBI can bring to a project.

We highly recommend DBI...”

Steve Colletta  
Vice President



## RECOMMENDATION LETTER EXCERPTS

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“...On behalf of the Structure Tone Organization, I am pleased to offer a letter of recommendation for DBI and its Principal Mr. David Belt.

Structure Tone is a full service Construction Management firm incorporated in the State of New York in 1971 and currently provides construction management services in 21 offices worldwide, with our NYC office as our Corporate Headquarters. In addition to our full service capabilities, we have a dedicated Education Sector division with full time staff focused solely on the needs of the education sector.

We have worked with DBI since 2003 and have successfully completed numerous higher education projects with DBI and have always found them to be professional and proactive and always keeping the best interests of the client front and center.

Their budgeting, scheduling and positive team collaboration skills set the path for the successful delivery of each project.

We would clearly recommend DBI...”

A handwritten signature in black ink, appearing to read "Karl Anoushian", with a long horizontal flourish extending to the right.

Karl Anoushian  
Senior Vice President



# References

## TAB 4



## REFERENCES

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**Joseph Oliva, General Counsel**  
**St. John's University**  
**Engagement: 2002 - Present**  
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**Susan Sack, Managing Director, Real Estate**  
**Robin Hood Foundation**  
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**Tony Butler, Executive Director**  
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**Laurel Eisner, Executive Director**  
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