

THOMAS D. BARRY

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SENIOR-LEVEL MANAGEMENT: Real Estate Investment and Development

Results-oriented professional with a proven record of representing equity and debt positions, and delivering multi-product real estate investments that exceed objectives. Adept at risk governing in acquisitions, ground-up development and redevelopment ventures including directing all aspects of due-diligence, programming, design, contracting and cost management. Specialize in large development projects and portfolios for international investment firms, and private entities providing: evaluations and cost adjusting critical to deal underwriting, equity placements and debt purchases. Well known for pulling together complicated deals and remedying troubled projects.

AREAS OF EXPERTISE

Representation • Risk Management • Development • Project Management • Negotiations
Strategic Partnerships • Cross-Functional Teams • Contracting • Cost Control and Reduction
Project Quality Control • Process Improvement • Project Turnaround
Crisis Management • Legal Work Product • Dispute Resolution

PROFESSIONAL EXPERIENCE

T.D. BARRY & ASSOCIATES, INC. • Alexandria, Virginia • 2003-Present

Self-owned real estate investment management and consulting company supporting clients such as Goldman Sachs, Archon Group, The Carlyle Group, Loan Core Capital, Federal Capital Partners, private investment clientele, along with the legal sector.

President

Established and maintained client relationships by providing solid guidance at the investment underwriting, and venture direction levels. Managed projects and associated risk, resolving problems and multi-party conflicts to consistently guide investments to successful ends.

Major Contributions:

- Evaluated acquisitions and new development deals, leading to the cost adjusting, disposition and closing of profitable investments valued in excess of \$100 million per venture.
- Provided expert *legal work product* toward representing client in project dispute matter resulting in deflecting contractor claims, and client cost exposure, by over \$10 million.
- Directed historic office building repositioning program involving total façade stabilization and restoration, providing for a timely completion and profitable asset resale at over \$40 million.
- Cured \$50 million contractor defective product and delayed delivery dispute. Ushered troubled project to final completion, preserving critical owner, lender and tenant occupancy requisites.
- Resolved multi-party dispute involving contractor faulty-work and resulting damages, recovering 100% of impact costs from contracting and insurance entities, on behalf of client.

ARCHON GROUP, LP • Washington, D.C. and Dallas, Texas • 1999-2003

Represents parent company Goldman, Sachs in its national and international diversified real estate investment interests in excess of \$1 billion.

Development Officer

Recruited to chair a newly created platform that provided support and guidance to Goldman, and its operating partners, toward their real estate investment ventures. Critiqued potential deals, identified risk, finalized venture programs and budgets, standardized processes with partners, generated all related contracts, administered program, cost and quality controls. Designated trouble-shooter. Supervised over 10 operating partners, multiple legal counsel and support staff.

Major Contributions:

- As the single point of control, governed office, hospitality and alternate use investment activity, managing multiple operating partners to solidify the project delivery process and maximize across-the-board returns on all new ventures.
- Spearheaded due-diligence analysis on potential new ventures up to \$500 million providing costing and feasibility positioning critical to finalizing investment dispositions.
- Personally directed \$40 million retrofit program repositioning a 3 million square foot mixed-use complex in Canada, resulting in a highly profitable sale at over \$500 million.
- Reduced anticipated costs for multi-flag 23 hotel portfolio by \$5 million by restructuring collective CAPEX program, and developing a comprehensive 5-year strategic program.
- Quickly resolved contractor dispute and environmental stop-work crises, satisfying both owner and EPA interests, driving the high-rise redevelopment venture to meet its original targets.

CARRAMERICA DEVELOPMENT, INC. • Washington, D.C. • 1985-1999

Real estate investment trust (REIT) development and management company operating over \$1 billion in owned office building product assets located nationally.

Senior Project Manager

Lead development and construction of new ventures as well as the renovation and repositioning of existing properties, managing projects from programming and budgeting to construction finish. Established and administered contracting procedures for design and construction, quality controls, facilitating the on-time, within budget completion of all projects.

Major Contributions:

- Managed multi-million dollar Class A building transformation of the company's largest and ultimately best performing asset, a 1+ million-square foot office/ mixed use facility.
- Directed multiple development projects valued up to \$150 million, including 10 major building renovations in Washington, D.C.'s CBD, elevating lease-up and enhancing the portfolio value.
- Credited with penetrating new markets and advancing Carr's national expansion campaign, directing commercial office development ventures in Chicago, California and Florida.
- Personally managed the development and construction of the \$5 million Occidental Restaurant at the newly Carr redeveloped Willard Intercontinental Hotel, Washington DC.
- Received Presidents Award for outstanding service and contribution to the company.

EDUCATION

Bachelor of Science in Architecture • The Catholic University of America • Washington, D.C.

ADDITIONAL TRAINING

Contract Standards – American Institute of Architects
Owner Contracting & Risk Analysis Protocol - Counsel
Project Costing Analysis – American Association of Cost Engineering
Budgets and Forecasting – American Management Association
Environmental Risk in Real Estate – Archon Group, LP