

# BRAD BARTON BALL, PLA

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## SUMMARY

Real estate development project manager and licensed Professional Landscape Architect with 20 years of experience spanning all phases of project development, from inception to asset disposition. Core strengths include feasibility analysis, financial modeling and valuation, due diligence, master planning, the entitlement process, vendor relations, and development team management. Practicing a personal passion and professional commitment to sustainability and human health in the built environment. Specialized design expertise in interior finishes, landscapes, and recreational common areas. Master's degree in commercial real estate development from Georgetown University in Washington, DC, and a bachelor's degree in Landscape Architecture from Virginia Tech.

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## SKILLS

- Project management with proficiency in SmartSheets and MS Project
  - Team management and delegation, fostering ownership in the project and tasks
  - Stakeholder engagement, public presentation, and proficiency in PowerPoint
  - Financial modeling and analysis using Microsoft Excel
  - Site planning with proficiency in AutoCAD and hand drafting
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## EXPERIENCE

### **SGA COS, LLC**

10/2018 – present

Bethesda, MD // *Development Principal*

Currently managing the development of:

- 19,000 SF of in-line retail in Gambrills, MD - valued at \$13.6MM
- 172-Unit apartment building in Washington, DC - valued at \$62.5MM
- 8-Acre private estate in Great Falls, VA

Managed the development of:

- 117-Unit apartment building, "The Rushmore" - valued at \$48.3MM
- 36-Unit condo building, "The Elan" - valued at \$12.3MM

Provided planning, design, feasibility analyses and/or financial modeling for:

- 72-Unit "The Mercury" apartments in Bethesda, MD - valued at \$51.1MM
- 62-Unit apartment building for CAIR headquarters in Washington, DC - valued at \$33MM
- 29-Unit townhouse/condo building in Rockville, MD - valued at \$24.1MM
- NIH - accessibility retrofit, Building 31B - design and project management
- Library of Congress - generator replacement - design and general consulting

### **BRAD BARTON BALL, PLA**

05/2009 – 10/2018

Washington, DC // *Consultant*

- Provided professional design services for grounds and properties of 4 hospitals, 2 public charter schools, and multi-family residential campus composed of 700+ townhouse and mid-rise units. Served as clients' agent through review processes and entitlement, facilitated construction phases for successful bidding, contractor selection, and project oversight.
- Coordinated with the Alliance for the Chesapeake Bay, DOEE, and property owners on implementation of projects through River Smart Homes.

- ARCHITECTURAL CERAMICS, INC** 12/2010 – 09/2017  
Chevy Chase, MD // *Senior Consultant (Vendor Rep)*
- Coordinated with developers, builders, architects, landscape architects, and property owners to design and specify finish materials for revolving portfolio of ~60+ high-end residential, retail, and commercial construction projects.
  - Used Salesforce CRM database of 80+ active opportunities to optimize management of project pipeline.
  - Recognized as top revenue generator and consistently exceeded profit margin performance objectives.

- TOOLE DESIGN GROUP, LLC** 07/2008 – 05/2009  
Hyattsville, MD // *Landscape Architect*
- Facilitated public involvement process for the restoration of Oxon Run public parks and trails in DC, and supported several other multi-modal projects including Bike Baltimore.
  - Managed project team, sub-consultants, scheduling, budgets, and invoicing.

- JCA ARCHITECTS** 10/2007 – 07/2008  
Reston, VA // *Project Manager*
- Created Lease Outline Drawings (LOD's) and leasing exhibits for retail and mixed-use developments.
  - Provided land-use planning, public space planning and design, grading, hydrology, and landscape design for 10+ sites during the design and construction of National Harbor, MD. Prepared place-making exhibits for investment committees.
  - Developed site plans and architectural drawings. Addressed revisions and coordinated structural, MEP, and civil sub-consultants with in-house architectural and landscape design services for complete construction drawings and specifications. Processed all submittal reviews, logs, and requests for information.

- ANDERSON & ASSOCIATES** 09/2002 – 10/2007  
Blacksburg, VA // *Project Manager, Land Development Dept.*
- Oversaw 15+ major projects, including residential developments, mixed use developments, downtown revitalizations, public parks and plazas, public art installations, and streetscapes. Projects ranged in size from site-scale to 1000+ acres.
  - Effectively managed an interdisciplinary internal staff team of 5-8 members and outside sub-consultants for each project. Prepared proposal packages in response to RFP's, presented in selection interviews, and managed fees, schedules, and billing.

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EDUCATION

**GEORGETOWN UNIVERSITY** 2016 – 2018  
*Master of Professional Studies in Real Estate*  
Concentration in Commercial Development

**VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY** 1998 – 2003  
*Bachelor of Landscape Architecture*  
Minor in Horticulture