



Schedule

U.S. GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE

Authorized Federal Supply Schedule Price List

CONTRACTOR:



522 Capital Partners, LLC

380 Lexington Avenue, 17th FL
New York NY 10168
Contract Number: GS-23F-005BA

Schedule Title : Financial and Business Solutions (FABS)
DUNS# : 962192162
Contract Period : November 25, 2013 through November 24, 2018
Business Size : Small

Contract Administrator : Brenda W. Walker
Phone Number : 917-992-0828
Fax Number : 646-329-9790
Web Site : www.522capital.com

Online access to contract ordering information, terms and conditions, up-to-date pricing,
and the option to create an electronic delivery order are available through
GSA Advantage!, a menu-driven database system.

<http://www.GSAAdvantage.gov>

For more information on ordering from Federal Supply Schedules,
visit <http://www.fss.gsa.gov>



522 CAPITAL PARTNERS LLC

CORPORATE HISTORY AND BACKGROUND

522 Capital Partners, LLC, “522 Capital”, is an independent, vertically integrated real estate advisory and investment management firm. An Economically Disadvantaged Woman Owned Business, “EDWOSB”, as defined by the SBA, 522 Capital is headquartered in New York City with additional locations in Raleigh, NC and Atlanta, GA.

Due to the state of the economy, public and private entities are challenged to deliver more services with fewer resources. Therefore, 522 Capital’s objective and approach is to deliver a comprehensive and total solution of services required to meet our clients’ needs cost effectively. 522 Capital’s current and past advisory clients include government, corporate, regulatory agencies, public and private owners of real estate located within the United States.

522 Capital’s partners have over 40-years of institutional experience in providing end-to-end commercial real estate services. 522 Capital leverages the partners’ prior institutional experience and their broad and reputable network of banks, brokers and other intermediaries with additional staff that includes senior financial professionals, financial analysts, and graduate school interns. In addition, 522 Capital hires outside consultants and subcontractors with the requisite experience required to scale for any government agency’s project or contract goals.

Emphasizing our hands-on executive, managerial, and operating achievements the highly engaged team at 522 Capital offers the following areas of expertise to government clients:

- **Strategic Advisory** – Conceptual creation, technical development and the execution of plans for managing single assets or portfolios of assets. By evaluating supply/demand market characteristics, review and analyzing clients’ current inventory/utilization, building assessments, and financial performance of the assets/leases, 522 Capital’s recommendations will be based on each client’s unique opportunity to increase the value and use of their real estate transactions cost effectively.
- **Financial Analysis** - Feasibility studies, pro-forma analysis and analytical methodologies will be employed to maximize clients’ space use (efficiency) and occupancy economics. Most importantly, 522 Capital’s analysis is conducted to ensure that the real estate economics of clients’ transactions align with the agency’s overall business objectives, operating requirements and financial goals.
- **Transaction Advisory** – 522 Capital Partner’s vast transaction experience includes leasing, acquisitions, dispositions, re-use/repositioning strategies, budget creation, building capital plans (short term and long term), and identifying and executing recurring cost savings strategies that will deliver more dollars to our clients’ bottom lines.
- **Corporate Finance** - 522 Capital brings a combination of capital markets expertise, financial structuring and the procurement of both debt (Banks, Fannie Mae, Freddie Mac, etc.) and equity (public & private) to government real estate holders. In addition, 522 Capital has significant transactional accomplishment in structuring and financing Public-Private-Partnerships.

Customer Information

1 Table of awarded special item number(s) with appropriate cross reference to item descriptions and awarded price(s):

SIN	Description
520 1	Program Financial Advisor
520 2	Transaction Specialist
520 3	Due Diligence & Support

2 Maximum order per SIN:

SIN	Maximum Order
520 1	\$1,000,000.00
520 2	\$1,000,000.00
520 3	\$1,000,000.00

3 Minimum order:

\$300.00

4 Geographic Coverage:

U.S.

5 Point(s) of production

Not Applicable

6 Prompt Payment Terms

Not Applicable

7 Government purchase cards accepted at or below the micro-purchase threshold

Yes

8 Government purchase cards are accepted above the micro-purchase threshold

No

9 Foreign Items

N/A

10 Time of Delivery

TBD Days From date of award to date of completion (services only)

11 Expedited Delivery

To be negotiated

12 Overnight and 2-Day Delivery

To be negotiated

13 Urgent requirements

To be negotiated

14 F.O.B. points - Destination

15 Ordering Address

522 Capital Partners LLC
Brenda W. Walker
P O Box 4146
New York NY 10163
USA
Phone: 917-992-0828
Fax: 646-329-9790
Email: corp@522capital.com

16 Ordering Procedures

Subject to FAR 8.405-3

17 Payment Address

522 Capital Partners LLC
Brenda W. Walker
P O Box 4146
New York NY 10163
USA
Phone: 917-992-0828
Fax: 646-329-9790
Email: corp@522capital.com

18 Warranty Provision

Not applicable

20 Export Packing Charges

Not applicable

21 Terms and conditions of Government Commercial Credit Card Acceptance

None

22 Terms and conditions of Rental, Maintenance and Repair

Not applicable

23 Terms and conditions of Installations

Not applicable

24 Terms and conditions of Repair Parts

Not applicable

25 Terms and conditions for Services

Not applicable

26 List of Service and Distribution Points

Not applicable

27 List of Participating Dealers

Not applicable

28 Preventative Maintenance

Not applicable

29 Special attributes such as environmental attributes:

Not applicable

30 Section 508 compliance information:

Not applicable

31 Data Universal Number System (DUNS) number:

962192162

32 Contractor has an active registration in the SAM database

Awarded service information listed by Special Item Numbers (SINS)
520-1, 520-2, 520-3

520 1 Program Financial Advisor Services

522 Capital's program financial advisor services provided to GSA, and/or its clients, will assist the Agency in attaining its goals in a multitude of areas associated with the acquisition, management and/or resolution of an asset or a portfolio of assets. 522 Capital's task activities may include but are not limited to:

Developing and managing an asset resolution program

- Review assets, or a portion thereof, and provide specific recommendations/strategies for management, reposition or disposition of such assets that maximize the recovery value to GSA and or its clients
- Develop a Strategic Asset Plan for execution
- Determine an asset and/or overall portfolio estimated value

Asset Sales

- Prepare a marketing plan
- Develop asset sales policies, schedule, financial projections, etc.
- Determine and estimate the effects of various sales proposals vs. GSA's, or its clients budget objectives
- Coordinate and conduct asset sales
- Report sales proposals and submit recommendations to GSA for consideration
- Provide and review written post sale results with GSA and/or its clients

Manage and/or Reposition existing assets

- Develop management and/or repositioning plans for assets
- Perform feasibility and cost/benefit analysis to evaluate various management and repositioning scenarios for outdated, aging or deteriorating assets
- Provide recommendations and strategies to GSA that maximize their space and occupancy use

Finance

- Identify and recommend public and private partners that might promote the rehabilitation and/or repositioning of GSA, or its clients, assets
- Identify and recommend equity and debt capital sources for the acquisition, renovation or rehabilitation of GSA, or its clients, assets
- Propose innovative financing structures that will assist GSA, or its clients, to best meet their asset requirements.

Asset Management

- Review and monitor the operations and performance of GSA's, or its clients, assets vs. business plans and budget
- Provide detailed financial reports and projections for future operational and capital needs to protect against the erosion of asset values
- Recommend buy/sale opportunities for GSA's, or its clients', consideration

520 2 Transaction Specialist

522 Capital's transaction specialist services provided to GSA, and/or its clients, will assist the Agency in attaining its goals in all asset resolution areas associated with the operation, acquisition, management and/or resolution of an asset or a portfolio of assets. 522 Capital's task activities may include but are not limited:

- Determination of valuation methodologies
- Review of asset valuation assumptions
- Analysis of valuation data pertaining to assets
- Valuation and pricing of assets
- Estimation of cash flows and net sales proceeds of assets
- Estimation of the recovery value of assets
- Conducting due diligence and collateral reviews of asset holdings
- Conducting marketing analysis associated with the management, acquisition, repositioning or disposition of assets
- Conduct feasibility analysis of various asset acquisition and disposition scenarios
- Review of the logistics, legal and other issues associated with the disposition of GSA's, or its clients', assets
- Provide market intelligence and assist Contract Officers with their solicitation/bid processes associated with managing, selling or rehabilitating GSA's, or its clients' assets.
- Develop sales strategies in accordance with the government's asset disposition laws and regulations
- Participate with GSA, and or its clients, in the development and review of budget proposals and plans associated with asset sales, management and operations
- Provide estimations of ongoing operating costs and management of portfolio holdings
- Provide and review post sales analysis with GSA, and/or its clients.

520 3 Due Diligence and Support Services

522 Capital's due diligence and support services provided to GSA, and/or its clients, will assist the Agency in attaining its goals to confirm and validate specific elements, data, and other information associated with an asset or a portfolio of assets under review. 522 Capital's task activities may include but are not limited:

- Preliminary review of GSA, or its client's, assets
- On-site asset file review
- Off-site/Third Party asset file review
- Build and maintain a database of assets held
- Perform stratification of assets by type, value, geography and other pertinent factors
- Physical asset review
- Physical Needs assessment
- Review asset Valuation Information
- Conduct market analysis
- Recommend valuation adjustments, if required

- Review GSA's policies and procedures and provide improvement modifications that will help the agency to achieve its goals and objectives
- Review GSA marketing plans and recommend marketing enhancements that will accelerate GSA's sales efforts and/or avoid the erosion of GSA's asset values
- Propose and prepare asset information, asset packages, to potential investors
- Review and assist GSA with the management of the asset sales process; which may include the preparing, reviewing, analyzing, tracking of bids and sales.
- Develop risk management and quality control processes that will retain GSA, and/or its client's, asset values.



522 CAPITAL PARTNERS LLC

LABOR CATEGORY DESCRIPTIONS

Partner – 522 Capital’s Partners have a minimum of 15 years of experience and a Masters degree. They have overall responsibility for the delivery of services to GSA and are the client interface with GSA for all assignments. The partners have significant experience in managing real estate and business initiatives and providing complex financial and technical direction for consulting projects. This individual serves as the primary contact person for critical matters and the overall activities associated with GSA solicitations. The partners are responsible for providing the resources and quality controls required for the delivery of compliant, timely and cost effective results to GSA. 522 Capital is a licensed commercial real estate broker. The partners are excellent communicators with strong organizational and leadership skills.

Project Manager - Has a minimum of 10 years experience and a Bachelors degree. This individual has financial management experience in coordinating real estate and strategic business initiatives. The individual holding this position leads the coordination of project work with GSA; develops coordinates and maintains project schedules and costs; leads the coordination of project work; and, lead’s the implementation of solutions pertaining to critical matters that may arise and is the manager of quality control. Attends client meetings and supervises junior staff. In addition, this individual provides training when required, and performs other related duties as assigned. Possesses strong organizational skills and, excellent written and verbal communications skills.

Financial Expert – Has minimum of 10 years experience and a Bachelors degree. An expert in the financial field, this individual is responsible for performing business valuations and financial analysis and executing financial transactions. Gathers facts, information and data to analyze financial statements, financial models and recommends solutions to address GSA’s real estate and financial problems and objectives. Possesses strong interpersonal and communications skills. Attends client meetings when required.

Sr. Financial Analyst – This individual has a minimum of 7 years experience and a Bachelors degree. Prepares cost estimates, analyzes financial statements, prepares cash flow analysis, reviews and analyzes property appraisals and valuations. Performs due diligence, conducts market research and analysis and recommends acquisition/disposition candidates. Perform other assigned duties. Possesses strong analytical, interpersonal and communication skills. Attends client meetings when needed.

Financial Analyst II – This individual has a minimum of 4 years experience and a Bachelors degree. Prepares cost estimates, analyzes financial statements, prepares cash flow analysis, reviews and analyzes property appraisals and valuations. Performs due diligence, conducts market research and analysis and recommends acquisition/disposition candidates. Perform other assigned duties. Possesses strong analytical, interpersonal and communication skills.

Financial Analyst I - This individual has a minimum of 2 years experience in the real estate industry and a Bachelors degree. This position supports project team members on engagements with market research and analysis, report preparation and writing, collecting and analyzing pertinent real estate, economic and financial data, and supports and assists the senior analysts with their analytical tasks, etc. Perform other assigned duties. Possesses strong analytical, interpersonal and communication skills.

Support Specialist/Coordinator – This individual has a minimum of 2 years experience and an Associate Degree. This position supports the project team with general computing, editing, word-processing, graphics and, other data collection and management activities. Sets up, maintains and coordinates with the project team on i) the management infrastructure ii) status reporting, ii) project planning, iii) risk and issue management, all under the direction of the project leader.

Hourly Rates

For all offered SIN series 520-1, 520-2, 520-3

Prices herein are NET (Discount Deducted).

Partner

	Per Hour
11/25/2013 – 11/24/2014	\$255.02
11/25/2014 – 11/24/2015	259.86
11/25/2015 – 11/24/2016	264.80
11/25/2016 – 11/24/2017	269.83
11/25/2017 – 11/24/2018	274.96

Project Manager

	Per Hour
11/25/2013 – 11/24/2014	\$170.01
11/25/2014 – 11/24/2015	173.24
11/25/2015 – 11/24/2016	176.53
11/25/2016 – 11/24/2017	179.89
11/25/2017 – 11/24/2018	183.30

Financial Expert

	Per Hour
11/25/2013 – 11/24/2014	\$170.01
11/25/2014 – 11/24/2015	173.24
11/25/2015 – 11/24/2016	176.53
11/25/2016 – 11/24/2017	179.89
11/25/2017 – 11/24/2018	183.30

Senior Financial Analyst

	Per Hour
11/25/2013 – 11/24/2014	\$135.01
11/25/2014 – 11/24/2015	137.58
11/25/2015 – 11/24/2016	140.19
11/25/2016 – 11/24/2017	142.85
11/25/2017 – 11/24/2018	145.57

Financial Analyst II

	Per Hour
11/25/2013 – 11/24/2014	\$ 99.01
11/25/2014 – 11/24/2015	100.89
11/25/2015 – 11/24/2016	102.81
11/25/2016 – 11/24/2017	104.76
11/25/2017 – 11/24/2018	106.75

Financial Analyst I

	Per Hour
11/25/2013 – 11/24/2014	\$81.01
11/25/2014 – 11/24/2015	82.55
11/25/2015 – 11/24/2016	84.12
11/25/2016 – 11/24/2017	85.72
11/25/2017 – 11/24/2018	87.34

Support Specialist / Coordinator

	Per Hour
11/25/2013 – 11/24/2014	\$54.00
11/25/2014 – 11/24/2015	55.03
11/25/2015 – 11/24/2016	56.07
11/25/2016 – 11/24/2017	57.14
11/25/2017 – 11/24/2018	58.22