

ALBERT M. SRAMEK

EDUCATION

TEMPLE UNIVERSITY, Philadelphia, PA
MBA; Management and Economics

JOHNS HOPKINS UNIVERSITY, Baltimore, MD
BES; Engineering Sciences

SUMMARY

Successful professional with a career on the corporate side of real estate, development, construction, and finance. Consultant to mid to large sized corporations, sureties, and insurance companies. Breadth of experience includes several industries and most facets of business involving real property.

PROFESSIONAL ASSOCIATIONS

IDRC (International Development Research Council)
Krafsur Award Winner (Prestigious National Recognition)
Member - Education Committee
Exam Writer - National Certification Exam
Master Professional Designation (2% of Industry)
Past Member - National Board of Directors
Author and Speaker

NACORE (National Association of Corporation of Real Estate Executives)
Member, Speaker

AREAS OF EXPERTISE

Mr. Sramek is a highly successful executive with broad strategic and hands-on experience in corporate real estate and construction activities. For over 25 years, he has helped grow shareholder value in major corporations through asset creation, innovative financial strategies, and managing costs. He managed a large portion of SmithKline Beecham's real estate activities for over ten years including site and property selection, leasing, building fit-up, and various renovation and expansion projects. At General Electric Aerospace, Al managed the real estate and facilities planning activities. He was recruited from GE to establish and manage the real estate activities of Alco Standard, a conglomerate with over 140 operating companies. He was named President of Alco Realty, the corporation's real estate subsidiary three years later. That role included the responsibility for site and facility selection, construction, environmental issues, lease administration, real estate financing, and Capital Appropriations Committee review of all fixed asset acquisitions and divestitures. Most recently, Al has been involved with specialized consulting activities.

CAREER HISTORY

FORCON INTERNATIONAL, Redhill, PA

Surety / Bond Work Experience

- Subdivision Bonds - evaluated remaining work and/or punch lists for 20+ projects and 60+ bonds in NY, NJ, PA, DE, and MD. Defined outstanding issues and other potential obligations. Estimated or obtained proposals to complete the work. Recommended course of action to Sureties. Worked with Obligees and Obligee's Engineer to reduce the financial impact to the Sureties. Completed some bond obligations with little or no cost to Sureties. Managed the completion of other bond obligations through the use of good completion contractors and close-out practices.
- Township Park - managed the completion of a large (40+ acre) park that included ball fields, walking/jogging trails, pavilions, an amphitheatre, roads, sidewalks and over \$1 Million in plantings (trees, shrubs, and flowers). Managed the completion contractor and Obligee's schedule. Completed punch list and final sign off of the project.
- Township Library Expansion - even though Obligee's Engineer wanted a complete tear out of Principal's work, help define a renovation approach. Developed RFQ documents, received competitive bids, and tendered an acceptable completion contractor to Obligee.
- Edison School District (North) – evaluated and resolved subcontractor pay claims. Managed completion of all remaining work and close out documents, and finalized accounting for remaining Pay Applications to Surety.
- City of Elizabeth – completed subcontractor work evaluations, recommended payments, oversaw inspections and repairs, obtained RFQ documents and helped write RFQ for Completion Contractor selection, and coordinated Tender Agreement acceptance with Surety, City, and Completion Contractor.
- Edison School District (South) – managed uncooperative subcontractors work completion, resolved pay claims and unacceptable work claims, obtained final certificates of occupancy, finalized accounting for remaining Pay Applications.
- NJ Meadowlands Commission – resolved subcontractor pay claims, defined open issues and offered solutions for resolution, and obtained sign-offs from owner to avoid litigation.
- Scotch Plains School District – evaluated subcontractor work and pay claims and recommended appropriate payments, defined remaining work and obtained proposals to complete, and helped negotiate Tender Agreement for completion.

TACTIX REAL ESTATE ADVISORS/AMS ASSOCIATES, Radnor, PA - Corporate real estate consultants. Specialized assignments for corporate clients in the areas of strategic real estate planning, construction activities, project management, financing, and acquisition/divestitures.

- Alco Standard/Unisource. Established the due diligence and infrastructure framework for a new business park that would house a major (350,000 SF) new facility. Construction contractor evaluation and selection.
- Union National Bank. Large project construction inspector reviewing each monthly AIA Funds Request to insure work completed was equal to the level of the funds requested. Written evaluation to the Bank each month.
- Clemens Markets. Set the strategy for disengagement of partners in several retail centers. Worked with client's lenders to align financing for construction and commercial borrowing.
- Project manager for several client new facilities. Responsibilities included developer/contractor selection, architect and engineering oversight, budget control, and construction management.
- Assisted two (2) major property owners in a Redevelopment District to plan projects that met the new covenants and restrictions for use.

ALCO STANDARD CORPORATION, Valley Forge, PA - Fortune 300 Company. Largest distributor of paper products, industrial supplies, and office equipment in North America with \$10 billion in revenues and over 1,000 locations.

Director of Real Estate and Construction/President of Real Estate Subsidiary - Responsible for establishing strategic direction for the Corporation's real estate activities, and managing those activities to grow shareholder value.

- Built an operating real estate department from inception. Established a lease review and capital appropriations review process for all asset acquisitions and divestitures.
- Established a portfolio of joint ventures (36 facilities at book value of \$93 million) where Corporation has a 50% equity at zero (0) cost.
- Managed a portfolio of surplus properties (income, rent payments, maintenance, and building operations) for disposal at minimum cost or maximum gain. Achieved savings/gains approximately 15% above expectations.
- Environmental decision maker. Established and managed environmental due diligence process for all to-be-acquired and to-be-divested properties and companies.
- Set direction for lease vs. buy; build vs. use of existing facilities. Created financing strategies (LIBOR-based funding and joint ventures to participate in cash flow and asset appreciation) that drive down occupancy costs.

- Oversaw the construction of 75 facilities, from site search through due diligence, design, bid specs, final pricing, Capital Committee justification, and wrap up.

GENERAL ELECTRIC COMPANY, Valley Forge, PA - Aerospace Group Headquarters employing over 3,000 technical and support staff that designed and constructed satellites, space vehicles, and other systems for the aerospace and defense industry.

Manager, Facilities Planning - Managed a staff of 14 facilities planning and real estate specialists controlling over 1.5 million square feet of space.

- Established a short-term and long-term plan to meet huge growth (1,000 additional staff) in two major operations. Presented concepts and justifications to senior management. Received approval.
- Managed design and costing for 75,000 and 300,000 square foot hi-tech and secure facilities. Helped write proposals to GE Board. Co-managed fast track construction (6 mo.) and cost control.

SMITHKLINE BECKMAN CORP., Philadelphia, PA - Major world-wide pharmaceutical research, manufacturing, and distribution company in a fast growth mode due to breakthrough discoveries.

Corporate Manager, Facilities Planning - Manager, Manufacturing Analysis/Planning

- Developed business, economic, and location analysis for major new product. Tax savings over \$60 million.
- Consolidated diverse product lines into a unified new operating division (Pharmaceutical Chemicals).
- Managed various renovation and construction projects including budgets and schedules.

Other Experience

- Project manager of a \$20MM data center and office building for Concord EFS in Atlanta. Coordinated the specification development, A&E and contractor selection, design, engineering, budget, and construction. Also managed the financing, funding, and tax incentive procurement.
- Project manager of a 90,000 SF headquarters and assembly plant for Streamlight, Inc. in the Philadelphia suburbs. Directed the specification and design development, contractor bid process, value engineering, budget, design, and construction. Also managed the relocation planning.
- Established the due diligence and infrastructure framework for a new business park. Completed the planning for a 350,000 SF new facility to be housed there.

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- Assisted two major property owners in a Redevelopment District to plan projects that met the new covenants and restrictions for use.
- Oversaw the land development approval process of several projects through the various regulatory authorities, including construction feasibility and cost analysis.