



 **Scheer Partners**
A Reputation for Results

PROPERTY MANAGEMENT SERVICES

DELIVERING RESULTS FOR
PROPERTY PERFORMANCE



We Are

For more than three decades, Scheer Partners has served the DC, PA, and NY metropolitan commercial real estate market as an industry leader. Scheer Partners has curated unique solutions to address challenges owners experience on a daily basis. Our partnership provides you the freedom to focus on your investment while we make the details our priority.

Our goal is to enhance the value of your portfolio. In conjunction with each owner, we create a responsibility matrix that allows Scheer's team to monitor, measure, and control the diverse services inherent to a property's operations. This helps to promote transparency and communication between us and the clients. We are passionate owner advocates who operate as one cohesive and cooperative team across all services lines. Every assignment is staffed with professionals who are committed to delivering superior services that improve our clients' operations, are customized to their business goals and optimized to deliver success.

What We Do

Once hired, Scheer's Property Management team will work with the Owner to ensure that their facility needs are met promptly to guarantee tenant satisfaction and retention.

Asset Enhancement

Open communication, personal attention to our clients, and unsurpassed service levels are the hallmark of our property management services. Our objective is to enhance the value of our clients' real estate holdings.

Cost Saving Solutions

Clients will have access to reduced pricing from our preferred vendors. Building operations: systems and energy efficiency, rapid response to preventative and recurring maintenance, and vendor selection and procurement.

Scheer Partners knows what it entails to maintain value-add properties. Our team expertly manages the asset with customized processes and proven results.





ENGINEERING EXPERTISE

“ I have been a tenant in one of the Scheer buildings since 1998. The Scheer team is always available and they are helpful at any time of the day or evening. I have sent communications into the evening after normal business hours and they have responded quickly and timely. I can recommend them to anyone who might be interested in using their services. ”

BRUCE ROFFE, H.H.C. Group, President

One Call Away

Scheer's team of trained and licensed engineers has the ability to self-perform and/or oversee routine repairs and maintenance including but not limited to:

- Conducts daily tours and inspections of tenant/building mechanical equipment
- Performs Mechanical, Electrical, and Plumbing (MEP) repairs
- Completes monthly life safety inspections
- 12-hour day shift coverage from 6:00am - 6:00pm
- Rapid Response to maintenance service requests
- 24/7 on-call emergency services protocol
- In-house HVAC and Mechanical equipment assessments

Your dedicated team can handle straightforward tasks like hanging shelves to strategic support of construction projects.

ACCOUNTING SERVICES

“ It’s been a pleasure working with Scheer over the last three years. They are extremely knowledgeable in all that they do. From operations to financial reporting including budgets and year-end reports, Scheer shows the utmost competence and proactively communicates throughout the entire process. ”

LAWRENCE DIAMOND / NATALIE WONG,
Alexandria Real Estate Equities

2 + 2 = 4

Our Team of experts offers a full range of services that spans accounting , consulting, and wealth management.

- Prepare monthly and yearly operating financial reports
- Assist clients with tax preparation
- Annual audits
- Document and maintain all COI and lease files
- Creation of budgets and 2-5-10 year capital plans
- Manage vendor invoices and payments
- REIT services
- Lease Administration

The in-house accounting team will confidently keep your business moving forward with critical financial data you need to make informed decisions.

REPUTATION FOR RESULTS

Scheer Partners provides high quality, reliable property management, and superior maintenance services. Our team performs so our clients can achieve ideal results in their assets. Scheer Partners will maximize your profits and assets' performance through:

- Asphalt Repairs
- Exterior LED Upgrades
- Financial Audit
- Monthly Reporting Packages
- Vendor Contract Review
- Comprehensive Property Management
- Qualified Onsite Engineer Coverage
- Water Intrusion Assessment
- Thorough Lease Administration
- Review of Building Aesthetics



Arcellx has renewed their facility management contract with Scheer Partners three times and upon each renewal the team continues to exceed our expectations. Scheer allows us to be the tenant while they navigate the complex relationship between building ownership and the end user. They are extremely responsive and easy to work with. I am comfortable asking them to handle anything requested from routine maintenance and issues with our HVAC, to handling our in-house construction projects.

STEPHANIE GRAY, ADMINISTRATIVE SERVICES MANAGER | ARCELLX, INC.

Our Team



Ayasha Murray
Vice President, Property Management



Daniella Rojas
Portfolio Manager



Tim Naff
Senior Property Manager



Dietra Latney
Assistant Property Manager



Gordon Smith
Regional Chief, Engineering



Tone Arce
Property Manager

Our Projects



City Garage I BALTIMORE, MD
100,000 +/- SF, OFFICE/MEDICAL



438 N Frederick Ave I GAITHERSBURG, MD
100,000 +/- SF, OFFICE/CONDOS



6101 Executive Blvd I ROCKVILLE, MD
ARCELLX - 79,036 SF, OFFICE/MEDICAL



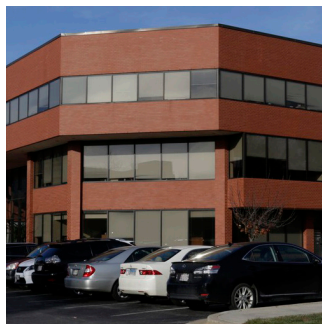
1450 Research Blvd I ROCKVILLE, MD
60,000 +/- SF, OFFICE/MEDICAL



604 S Frederick Ave I GAITHERSBURG, MD
45,024 SF, OFFICE/MEDICAL



600 S Frederick Ave I GAITHERSBURG, MD
43,144 SF, OFFICE/MEDICAL



9640 Medical Ctr I ROCKVILLE, MD
ONCO4 - 35,000 SF, OFFICE/MEDICAL



140 Thomas Johnson Dr I FREDERICK, MD
20,436 SF, OFFICE/MEDICAL



9600 Medical Ctr I ROCKVILLE, MD
HANSOH BIO - 17,500 SF, OFFICE/MEDICAL

Our Work

Not all properties are the same, so why should they be managed the same? We provide top-tier, personalized property management and maintenance services that produce favorable outcomes, including satisfied clients, elevated tenant retention rates, reduced operating expenses, and enhanced building values.

Here is how we maximize your profits and assets' performance:

- Systematic Approach
- Knowledge and expertise
- Asset Enhancement
- Cost Savings Solutions



We have found Scheer Partners to be very professional, dependable, and highly responsive partners, especially when assistance is needed in managing emergencies, facilities issues, projects, and locating resources. Their response time is impressive, which demonstrates that they care about their clients.

DEB CARBOTT, OPERATIONS MANAGER
HANSOH BIO

Recent Clients:



THE JEWISH FEDERATION OF GREATER WASHINGTON CASE STUDY

CHALLENGE:

The Jewish Federation of Greater Washington is a prominent non-profit organization dedicated to serving the Jewish community. The Federation owns an 81,652 square foot office building in Rockville, MD. Committed to inclusivity, the Federation houses anchor tenants like Café Sunflower, a company advocating for the rights of individuals with disabilities, Momentum, a women's empowerment corporation, and the General Services Administration (GSA). In 2022, the Federation sought a change in management, engaging Scheer Partners to oversee their Rockville headquarters. During a comprehensive lease audit, Scheer uncovered a backlog of outstanding tenant accounts due to delayed billings and collection efforts. Notably, the General Services Administration (GSA) had accrued over \$100,000 in outstanding utility bills spanning more than two years.

ACTION:

Scheer Partners engaged the previous management company and GSA staff respectfully to gather comprehensive historical data to determine the exact amount owed by the end user. Through extensive analysis, our accounting team reconciled the actual debt to exceed a quarter of a million dollars. Leveraging our robust analytical skills, knowledge of government lease evaluation, and stringent collection practices, the Scheer team submitted over 50 invoices through the Invoice Processing Platform (IPP), a secure, web-based service managing government invoicing from purchase order to payment notification. Throughout the process, Scheer's managers remained vigilant and maintained continuous communication with the Federation's CFO, meticulously tracking each payment received until the balance was fully settled.

RESULTS:

- Established a productive working relationship with the GSA.
- Successfully reconciled The Jewish Federation's accounting records and files.
- Implemented protocols to ensure timely identification and tracking of significant delinquencies.
- Set a precedent for efficient resolution.
- Reduced the total delinquency by 27%.
- Total amount collected: \$308,225.41.



Jewish Federation of Greater Washington is thrilled to provide a recommendation for Scheer Partners Management. Scheer provides property management and engineering services for the Jewish Federation of Greater Washington located at 6101 Executive Blvd, Rockville, MD. Over the past year, they have demonstrated an exceptional level of commitment and expertise that has significantly improved our property's overall condition. After enduring years of subpar management and engineering services, Scheer Partners Management stepped in and transformed our property into a well-maintained and efficiently run establishment.

**MOLLY GRAVHOLT, CHIEF FINANCIAL & ADMINISTRATIVE OFFICER
THE JEWISH FEDERATION OF GREATER WASHINGTON**

PROPERTY MANAGEMENT SERVICES

Scheer Partners, Inc.

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