



# TimeLine



## Smith Management Construction acquired by senior executives



Smith Management Construction senior managers: (left to right) Robert Pronier, Frank Talbot, Frederick Wrieden, William Kirten, and Ann Kerns Bowley.

**F**ive senior managers at Smith Management Construction—Rick Wrieden, Ann Kerns Bowley, Bill Kirten, Bob Pronier, and Frank Talbot—have acquired the firm’s stock and assets from Denver-based Archstone-Smith.

The Charles E. Smith Cos., founded by its namesake in 1946, became the region’s largest real estate organization. In 1967, a separate construction company named Smith Management Construction was formed to build office interiors in buildings that were part of the commercial portfolio.

During the 1980s and 1990s, Smith Management Construction expanded its client base by building and managing projects outside the Charles E. Smith portfolio, and expanded its services in major building renovation and base building construction as well.

### Going Public

In 1994, The Charles E. Smith Cos. formed a publicly traded REIT called Charles E. Smith Residential Realty. Its portfolio included approximately 11,000 apartments in the Washington area, plus Smith Management Construction. In 2001, Smith Residential Realty merged with Archstone Communities of Denver to form Archstone-Smith (NYSE:ASN), a combined \$9.6 billion company that develops, owns and operates

apartments in major metropolitan areas. While management of Smith Management Construction remained in Arlington, ownership was centered in Denver.

“Our company and our various expanded services was an unusual fit within a REIT structure as well as Archstone-Smith, whose core business is owning and managing apartments,” explained Frederick Wrieden, president and chief executive officer of Smith Management Construction and a 30-year executive of the firm. “Acquiring the firm lets us better serve our premier clients and make decisions that are more consistent with our long-term goals and objectives, as a provider of specialized construction and related professional services,” Wrieden added.

Gregar Odegaard, program manager for the National Institutes of Health, Center for Cancer Research, has worked with Smith Management Construction for over six years. “Their long-standing presence on the Building 37 Modernization Project has raised the standard of renovation quality to the highest level.”

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# Project Highlight – World Bank Conference Center

- **Location:**  
1818 H Street Washington, DC
- **Smith Project Manager:**  
Ghassan Hudhud  
Andrew Patching, APM
- **Superintendent:**  
Ron Reeves
- **World Bank Project Manager:**  
Bud Cox
- **Architect:**  
Seyda Kocer, World Bank
- **Construction Manager:**  
Jim Duvall, World Bank



It is no wonder that Smith Management Construction, Inc. was very excited about the October 2001 completion of the World Bank's new state-of-the-art conference center, for the project represented a continuation of the long-standing relationship between Smith and the World Bank that has lasted more than 15 years.

Smith was selected as the general contractor for this 5,000 SF world-class conference center that was designed and built to accommodate the October 2, 2001 Conference of the World Bank Group. Originally an unoccupied area used for storage, Seyda Kocer, architect for the World Bank, conceptualized a modern, contemporary design that would lend to its mission of providing resources, sharing knowledge, building capacity, and forging partnerships in the public and private sectors. This design was to maintain the architectural integrity of the surrounding areas, continuing in its mission of being an excellent institution able to attract, excite and nurture diverse and committed staff with exceptional skills. Excellent. Exciting. Exceptional.

Smith began construction July 5, 2001, on what was to be a most challenging project. The schedule was an aggressive one, yet achievable, nonetheless. Because of its high-end design, there were many long-lead

items, including a complex mechanical system, specialized glass and glazing, custom stainless steel, elevated flooring and distinctive chrome-finished ceiling tiles. Subcontractor cooperation was imperative in keeping with the schedule, and receiving and installing materials. They understood the schedule restraints and the impact this facility had on World Bank functions.

September 11, 2001. In light of these horrific events, the World Bank decided to cancel its scheduled World Bank Conference. The anguish of the tragedies was felt among the crews and there was a real concern as to whether the project would be severely delayed. Because of all-around increased security—locally, nationally and globally—there were many shipment delays. Instead of abandoning the project, all team members rallied together diligently to get the project completed, on-time and on-budget.

On October 2, 2001, Smith delivered a high-tech conference center, connecting with the World Bank network, worldwide. This conference center features a highly sensitive audio-visual teleconferencing system with stainless steel/glass combination finishes. The project was completed in 10 weeks. On-time and on-budget!

"It has been a great experience working with Jim and his team of construction-savvy professionals," lauded Smith Project Manager Ghassan Hudhud. "We were able to keep it together, in spite of September 11, and provide the World Bank with a facility they can be absolutely proud of."

Although small in comparison to all the World Bank works to accomplish in the world, its new conference center will aid in the Bank's continuing mission to provide those services and resources around the globe.

For more information on the World Bank Group, its mission and its members, log on to [www.worldbank.org](http://www.worldbank.org).



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## The Management Team

Joining Wrieden as owners and senior managers of the firm are vice presidents Ann Kerns Bowley; William F. Kirten, AIA; Robert A. Pronier, Jr.; and Frank Talbot.



**Frederick Wrieden** has been associated with the Smith companies for almost 30 years. He has a diverse background in all areas of office development, base building construction, tenant leasing, estimating, general construction, and owner representative services. After joining Smith, he initially served as a project manager during the development and construction of several major office buildings and hotels. He became senior vice president in 1982, and has since overseen the redevelopment and reconstruction of millions of square feet of office space for numerous tenants and owners.



**Ann Kerns Bowley** has over 20 years of design and construction experience. She has been responsible for projects from conceptualization to project punchlist and closeout. She has managed and/or supervised tenant relocation and construction projects for corporate headquarters, law firms, associations, non-profit organizations, accounting firms and various development firms. Ann serves as interface between our clients and the SMC team members from initial contact through the proposal/bidding process, to the final completion of the project and satisfaction of the client and SMC, ensuring a positive outcome that meets project goals, budgets and schedule.



For over 30 years, **Bill Kirten** has managed the design and construction of a wide range of projects in primarily commercial and institutional areas. His career track has progressed through many diverse industry positions including: carpenter, surveyor, draftsman, structural steel detailer, project architect, owner/principal of a Design/Build and General Construction firm, project manager, development manager and general construction company officer (professional services division) providing tenant coordination, pre-construction, design and construction management services.



**Bob Pronier** has 24 years of experience encompassing all facets of the construction business extending up and down the east coast. His experience includes the management of remote offices, preconstruction/estimating process, construction operations, marketing and contract negotiations. His depth of experience is very diverse. He has worked in a variety of market segments such as Healthcare, Educational, Retirement, Correctional, Commercial Office Buildings, Retail, Banking, Law Firms, Warehouse Distribution and Residential. His experience includes a significant amount of Base Building Construction as well as Renovations and Tenant Build-outs.



**Frank Talbot** has been associated with the Smith companies for over 25 years. He is involved with project planning and set-up, budgeting, estimating, scheduling, manpower assignments and coordination of all projects. He has specialized in working on complex construction and redevelopment projects, including complete upgrading of building systems, common areas, and addressing regulatory compliance issues.

## A new chapter

While the acquisition opens a new chapter for the esteemed firm, it closes another. The Smith family—who owned The Charles E. Smith Cos. and served on the boards of its subsequent public companies—does not have any ownership in Smith Management Construction.

“Many of the new owners, like myself, have been with the firm over 10 years,” said Frederick Wrieden. “We helped build the Smith brand, and while the ownership may change, the level of quality and service that are associated with the name remain unchanged.”

“My association with Smith Management Construction has been extremely beneficial,” said Larry Marcu, project manager for capital projects at the University of Maryland. “Their commitment to successful project delivery and client satisfaction has been exemplary. Specifically, and in my opinion, their performance in supporting our Research Greenhouse project has been structured with the intention of establishing a long term, successful client/provider relationship. For my part, I hold Smith Management Construction in very high regard.”

## Smith Management Construction at a glance

Smith Management Construction, Inc., formed in 1967, is a general contractor, construction manager and development manager that provides a complete range of building-related services, from pre-design analysis and program management, to construction and move management, with offices located in Maryland, Washington, DC and Virginia. The company works for a wide variety of commercial, public and institutional clients in the Washington metropolitan area. Its headquarters offices are in Arlington, VA.

With annual billings of over \$100 million, Smith Management Construction consistently ranks among the top 10 Washington area interior contractors and top 15 general contractors. The firm has a diverse list of clients in Washington, Maryland and Virginia.

# Client of the Quarter – George Sazaklis, Chief Engineer, ROICC, US Naval Academy



### North Severn Team

Lt. Dan Spicer  
Mike Alden – PM  
Larry Hahn – Engineering Technician  
Elliot Hurwitz – Assistant PM  
Sandy Soderstrom – Contracting Officer

### North Severn Team (Smith)

Robert Pronier, Project Executive  
Tim Parry – PM  
Chris Bohrman – Assistant PM  
Ron Reeves – Superintendent  
Rick Morrison - Superintendent  
Billi Jo Shimer – Proj. Asst.

The year 1998 marked the beginning of a wonderful relationship with the team at the U.S. Naval Academy – a team headed by Chief Engineer George Sazaklis. It was in 1998 that Smith became the General Contractor on a 5-year multiple award contract for minor construction services on the campus. The U.S. Naval Academy carries approximately \$70 million of work in place each year, yet it was this smaller multiple award contract that “put Smith on the map” with the Academy.

Sazaklis joined the EFA Chesapeake at the Washington Navy Yard in 1985 as an intern out of the University of Maryland, College Park. After performing as Project Engineer on the \$150 million Suitland Federal Center, he became Chief Engineer at the Naval Academy ROICC (Resident Office in Charge of Construction) office in 1991.

Currently, Smith Management Construction, Inc. is the general contractor for the \$14 million design/build rehabilitation of North Severn and Arundel Estates, military housing for enlisted men and women and their families. The design partner is Niles Bolton out of Alexandria, VA. The Naval Academy was so impressed with the first phase of this project, that negotiations with Smith led to the addition of Phase II scope.

Other projects with the Naval Academy include—as part of the MAC contract and in addition to the Ricketts Hall roof replacement project—the renovation of the Officer’s and Faculty Club, Liberty Zone (the single sailor center) and the Perry and Pythium Circle apartments mechanical and electrical upgrade.

Each team has faced many changes since 1998 and two things have remained constant – mutual trust and a shared philosophy of partnering. Sazaklis credits the ongoing success of this relationship to the “embracing” of such on all levels of management, from executive to the field, which is “hard to put a price tag on.”



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