

Insight. Service. Value.

CONTINEO GROUP

Statement of Qualifications



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thecontineogroup.com



CONTINEO
GROUP

WHO WE ARE

We help to create and protect capital investments. We strive to be an extension of each client's office, providing expertise to help make sure ribbon cutting day happens on time and on budget.

Civil engineering consultants + program managers

We do things right because every development is more than just a project to us. We accomplish this by adhering to four core values.



First Things First

Solution-focused, preparation, planning.



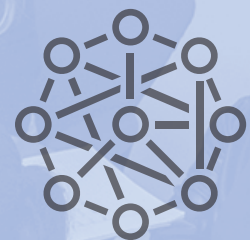
Do the Right Thing

Leadership, honesty, integrity, product quality, dedicated, solution-driven, volunteerism



Obsessed with Communication

Listening, personal service, team-oriented, transparency, responsive to understand, validate, appreciate



Inclusive and Collaborative

Flexible, adaptive, diverse in team and thought. Fun!

COMMUNITY COMMITMENT: Whether supporting a local, sustainable community farmers market or raking leaves and swinging hammers for at-risk seniors, we are proud of the volunteer service of our employees. In fact, it's part of our corporate culture. **Learn more at thecontineogroup.com/volunteerism.**



OUR SERVICES

Bigger is often not better. That's why we are intentionally right-sized to be a compact, cohesive team of professionals dedicated to delivering the personalized, one-on-one service you deserve.

Insight + Service

Entitlement Consulting.

We work with clients to develop and implement land development strategies in entitlements such as Zoning, Special Use permits, etc. Research properties for capital investment

Land Development Design.

We provide a comprehensive design to meet the detailed requirements of state and local agencies. We also provide 3D renderings and animations for presentations and property sales material

Permit Consulting.

We apply our 25 years of experience to coordinate and obtain permits with state and local agencies on behalf of our clients.

Collaborative leadership is key.

Successful program management requires conscientious, cohesive, collaborative leadership that keeps program objectives and deliverables in the forefront.

Success is built on trust.

Our clients trust us to manage and direct their programs effectively, realizing that each one helps them achieve an important strategic objective. From coordinating and tracking timelines, risks and budgets, to managing issues and resources, we develop a program-level view that provides a comprehensive set of interdependencies and potential project-level disruptions.

Communicate, communicate, communicate.

We communicate regularly so there is no uncertainty about any aspect of a program's progress.

MORE ABOUT OUR SERVICES: Our recipe for success: Combine insight and service to create value, serve up daily for the benefit of our clients and their partners. **Learn more at thecontineogroup.com/services.**



WHO WE SERVE

Three thousand projects. Sixteen states. And counting.

At Contineo Group relationships are portable, and travel with client interests to multiple locations. We know no boundaries.



HOSPITALITY



MEDICAL



RETAIL



RESIDENTIAL



RESTAURANTS



PUBLIC SECTOR



FUELING



INDUSTRIAL



SENIOR LIVING



ECUMENICAL

PROJECTS COMPLETED IN 10 COUNTRIES: British Virgin Islands • Colombia
Costa Rica • Guatemala • Honduras • Mexico • Nigeria • Panama • Pearl
Islands United States. **Learn more at thecontineogroup.com/projects.**



HOW WE WORK

Our approach is **client-focused by design** to ensure a seamless process from start to finish with continuous communication that keeps all parties informed.

Capital Improvement/Investment Process



RON



ERICK

INSIGHT

- Conceptual design
- Scope development

- Pricing and scoping design development

- Address client and contractor design comments

- Address municipality comments to maximize benefit to project

- Address technical request for information from construction team

- Deliver ongoing upgrades to facilities

PROJECT INITIATION

INITIAL DESIGN

PERMIT PACKAGE FINALIZATION

MUNICIPAL PLAN REVIEW/ RESPONSE CYCLES

CONSTRUCTION SUPPORT SERVICES

PROPERTY MANAGEMENT SUPPORT



BRYAN



MILTON

- Entitlement research
- Feasibility
- Schedule validation

- Team review by client and contractor to validate scope, schedule and construction value

- Lead the review by client and contractor to validate scope and schedule

- Negotiate and respond to municipal items
- Refine scope and schedule

- Support in pre-construction meeting
- Support in municipal close-out and obtain certificate of occupation

- Permitting for ongoing tenant and property improvements
- Scope / schedule development for capital planning

SERVICE

MORE ABOUT OUR PROCESS: Schedules shift. Scopes change. Our team of pros specializes in accommodating curve balls and monkey wrenches with creative solutions for every challenge. Our long-term multi-state client relationships are proof. [Learn more at thecontineogroup.com/process](https://thecontineogroup.com/process).



Bryan Russell | P.E.

NABCEP CERTIFIED ENERGY PRACTITIONER



A highly qualified professional engineer, Bryan Russell has more than 25 years of management experience leading US and international development projects involving infrastructure and master planning and design, feasibility infrastructure planning, sustainable design principles, program management, and building construction.

He founded Contineo Group, in 2009 to provide high quality planning and engineering services for land development projects throughout the Americas. His primary role at Contineo Group is to head the program management services team.

A frequent speaker on sustainable design, Bryan advocates for an integrated design process with close cooperation between the design team, architects, engineers and client at all project stages.

Education

University of Alabama; BS in Civil Engineering.

Credentials and Certifications

Licensed Professional Engineer in more than 25 states

Georgia Soil and Water Conservation Committee
Level II Certified Design Professional

NABCEP Certified Energy Practitioner Level 1

Organizations and Leadership

Retreat Land Planning and Landscape Design,
Board of Directors

International Council of Shopping Center Developers,
Regional Planning Committee

Oakhurst Community Garden
Facilities Planning Committee

Council for Quality Growth Southeast Region
Atlanta Committee

Southern Polytechnic State University, Civil Engineering
Curriculum Advisor

Publications and Presentations

Bryan is a regular presenter at the International Council of Shopping Center Developers (ICSC) Southeastern Convention speaking on topics ranging from LEED for mixed-use developments to "going green" profitably, to public/private partnerships and tax increment financing.

He has also spoken at conferences throughout South America and Puerto Rico, and is a subject matter expert for US and global industry publications.

MORE ABOUT BRYAN: Passionate about connecting with his community, Bryan serves as a mentor, and volunteers his professional and technical expertise to local nonprofits. His "Plan B" dream career? Globe trotting travel writer. **See more at thecontineogroup.com/bryan-russell.**



Ron Crump | P.E.

LEED AP, CPESC, CPSWQ, PMP



Known at Contineo Group as “the resident genius,” Ron Crump has worked in the engineering field since 1997 on projects in nearly every major US city.

Ron has extensive experience in commercial site design, residential and commercial office parks, telecom systems, solar plants, and wastewater lagoon systems.

He serves as the senior engineer on all Contineo projects and focuses on engineering design. He is regarded as an expert in erosion control, with locally and nationally recognized certifications.

For Contineo’s LEED projects, Ron designed key elements required for obtaining sustainable design points under the LEED rating system, earning silver and gold rankings for several clients.

Ron lives and breathes the principles of engineering design. Having been part of numerous project management teams, he enjoys the process of development and frequently is asked to assist projects in partnership with the development management team. His ability to outline the steps, anticipate jurisdictional hurdles and guide team members in the role each should play for a successful development, has helped many a novice developer to achieve a project vision like a seasoned pro.

Education

Georgia Institute of Technology BS in Civil Engineering

Credentials and Certifications

Licensed Professional Engineer in more than 25 states

Project Management Professional (PMP)

LEED Accredited Professional

Certified Professional in Erosion and Sediment Control (CPESC)

Certified Professional in Storm Water Quality (CPSWQ)

Georgia Soil and Water Conservation Committee

Level I and II Erosion Control Trainer

Fluent in German, Spanish, and English

Training and Presentations

As a state certified trainer for the Georgia Soil and Water Conservation Commission, Ron leads seminars for contractors and engineers in erosion control best practices, bringing real world experience to interactive sessions.

MORE ABOUT RON: A native of Germany, Ron speaks German, Spanish and English. In his off-hours Ron serves as a mentor, teaches, and judges robotics competitions. **See more at thecontineogroup.com/ron-crump.**



Erick Garcia Salas



A native of Guatemala, Erick has been an innovator in the civil engineering field for more than a decade. His experience includes infrastructure planning and design for retail and office projects, storm water and hydrology design, as well as sustainable and renewable energy designs for resorts and commercial properties internationally. At Contineo Group, he is head of 3D rendering services.

A master of project management Erick has developed new workflow standards for the Contineo team to optimize, prioritize and organize project workloads from conception through implementation. (A key component is to make sure everyone has a good lunch!)

Erick's expertise helps Contineo complete projects – resorts, hospitals, commercial properties – on schedule and within budget, domestically and internationally. He is a proven leader with expertise in alternative energy studies and implementation, forensic civil engineering, and in permitting and liaison with government agencies.

Education

Southern Polytechnic State University,
BS in Computer Engineering Technology

Also studied architecture and graphic design

Credentials and Certifications

Licensed Engineer-in-Training

Georgia Soil and Water Conservation Committee Level II Certified
Design Professional

Fluent in English and Spanish (currently learning Russian)

Past-President of the Society of Hispanic Professional Engineers

Presentations and Publications

Erick has been a featured presenter before the Guatemala National Chamber of Construction, speaking about alternative energy design and sustainable building and design techniques.

MORE ABOUT ERICK: Erick speaks Spanish and English. His back-up career options: architecture, fine art, or graphic design. With third degree black belts in kung-fu and Tai Chi he is now in his third year of Brazilian Jiu-Jitsu. **See more at thecontineogroup.com/erick-garcia-salas.**



Milton E. Pate, Jr.

A distinguished, client-focused program manager with nearly 40 years' experience, Milton worked with Contineo Group as a consultant beginning in 2009 and came on board as a project manager in 2017.

Before joining the Contineo team, he was a principal in an architectural firm founded by his late father, Milton E. Pate, Sr., which was responsible for some of the country's most storied developments, including The Cloister Hotel and Spa in Sea Island, Ga., The Grand Cayman Resort (Grand Cayman, BVI), and the Mansion on Peachtree in Atlanta.

Many of his hotels have been featured in publications such as *Architectural Digest*, *Southern Living*, *Conde Nast Traveler*, *Travel and Leisure*, *Architectural Record*, *Atlanta*, and others.

Milton also has a long history in the programming, design, and construction of education facilities throughout Georgia and the Southeast. His commitment to public education has resulted in the completion of more than 60 different school projects comprising



additions, renovations, and new construction. He is a frequent guest speaker for local area school boards, parent-teacher associations, citizen groups, and neighborhood advocacy organizations.

Milton brings to Contineo Group an in-depth background in business development, contract administration, client relations, and all aspects of project architecture with particular expertise in oversight, cost and quality control of hotel and resort projects. He is motivated by the challenge each day to "fit the pieces of the puzzle together" to best serve Contineo's clients.

Education

Clemson University
BS in Administrative Management

MORE ABOUT MILTON: Milton draws inspiration from his wife, Mariann, a special education teacher in their local public school system. Second only to his family in importance for Milton is tailgating, and he lives for football Saturdays each fall. **See more at thecontineogroup.com/milton-pate.**



Juan P. Del Rio



An insightful project manager with nine years in construction and engineering, Juan has led a variety of projects at Contineo since its start-up days. His experience includes infrastructure planning and design for commercial retail shopping centers, hospitality, restaurants, and multi-family, and public sector projects in the Southeast. He is also responsible for many successful multi-location development programs for national clients including Waffle House.

Born and raised in Cartagena, Colombia, in a family of engineers, Juan understood the joy of solving technical problems and the benefits of teamwork to develop new ideas from an early age. At Contineo he uses those skills in every aspect of our work – scheduling, cost estimation, budgeting, permitting, and coordination with teams comprising Contineo staff, architects and contractors – to deliver capital improvement programs on time and on budget.

Juan is a specialist in storm water regulations and compliance issues that require continuous research, expert analysis, and thoughtful consideration. Juan enjoys the practical challenges posed by this constantly changing sector, finding new ways to develop solutions with our team.

Juan is a daily champion of Contineo's corporate values of insight and service, and this is reflected in the high quality of the work products he delivers to our clients.

Education

Kennesaw State University
BS in Civil Engineering Technology

Credentials and Certifications

Georgia Soil and Water Conservation Committee Level II Certified Design Professional
Licensed Engineer in Training
Fluent in Spanish and English
Past member of the Latin American Chamber of Commerce

MORE ABOUT JUAN: Outside the office you can find Juan outdoors with his two kids. The Chattahoochee River hiking trails are a nearby favorite.
See more at thecontineogroup.com/juan-del-rio.

