



## RAY GOINS SENIOR DEVELOPMENT MANAGER

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Mr. Goins has over 32 years of real estate development experience with Trammell Crow Company. Mr. Goins oversees all aspects of major development assignments including managing, coordinating and administering projects from initial concept planning and due diligence to construction, leasing and disposition. He has delivered and managed over 6 million square feet of construction and over 580 acres of land development. Strong communication and reporting skills ensure Mr. Goins' ability to facilitate a high level of customer interaction.

In his development and construction management roles, he has successfully delivered several build-to-suit projects including: Virginia Commonwealth University, a 276,000 SF Engineering and Business School in Richmond, Virginia; Janelia Farm, a 220,000 SF office complex for Baan, USA in Loudoun County, Virginia (the Howard Hughes Medical Institute Campus); Avion, a 102,000 SF headquarters for GTSI in Chantilly, Virginia; Loudoun Tech Center, a 135,000 SF US headquarters for Giesecke & Devrient in Sterling, Virginia.

Mr. Goins has successfully delivered several full-building user projects including: The Arboretum, a 322,718 SF office complex for BAE Systems in Reston, Virginia; Sunset Hills I & II, a 140,000 SF office retrofit and SCIF for Lockheed Martin in Reston, Virginia; High Ridge, a 217,585 SF office retrofit and data center for BTG in Fairfax, Virginia; and Dulles International Park, a 120,000 SF data center for Qwest Communications in Loudoun County, Virginia.

Recently, Mr. Goins delivered a 170,141 SF office build-to-suit for a Boeing subsidiary (Digital Receiver Technology) in Germantown, Maryland, a 146,000 SF global headquarters and research & development build-to-suit for K2M Group Holdings Inc. in Leesburg, Virginia and a 42,500 SF renovation and expansion for an orthopedic & sports medicine center for MedStar Health in Timonium, Maryland. He served as the owner's representative for Boeing's new 325,000 SF consolidation project in Arlington, Virginia. Current projects nearing delivery include a two-building, 300,000 SF spec industrial project in Hanover, Maryland.

### PROJECT DEVELOPMENTS

#### WASHINGTON ADVENTIST HOSPITAL MEDICAL PAVILION AT WHITE OAK

173,000 SF on-campus and interconnected medical arts pavilion with a primary focus on comprehensive cancer and oncology services

#### K2M GLOBAL HEADQUARTERS

146,000 SF office and research and development buildings  
2015 NAIOP Northern Virginia Best Lease  
2016 NAIOP Northern Virginia Best Build-to-Suit

#### DIGITAL RECEIVER TECHNOLOGY

170,141 SF Office Build-to-suit for a Boeing Subsidiary

#### BOEING

325,000 SF Office consolidation

#### VIRGINIA COMMONWEALTH UNIVERSITY

453,000 SF School of Engineering West & East Halls, School of Business Snead Hall, and Health & Life Science Engineering Building

#### CENTURY

55-acre redevelopment with 176 townhouse units, 300 apartments and 400,000 SF of commercial space

#### GREENSPRING CENTER FOR ORTHOPEDIC EXCELLENCE

75,000 SF Class A, outpatient surgery and orthopedic center

### PROFESSIONAL EXPERIENCE

Trammell Crow Company – MidAtlantic - 1986 to present  
Senior Development Manager  
Senior Vice President  
Vice President  
Construction Manager

### EDUCATION & CREDENTIALS

The Citadel, Bachelor of Science, Civil Engineering