

THEO BELL

MANAGING PARTNER



Epic Consulting, LLC
Washington, DC
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YEARS OF EXPERIENCE

18 Years

AREAS OF SPECIALIZATION

- Strategic Business Planning
- Strategic Alliance Building
- Niche Market Development
- B2B Program Implementation
- Project Management
- Capital Raising/Financing
- Sales/Marketing

Early in his career, Mr. Bell assumed the position of executive director/owner at Powerhouse Gym, where he managed 13 facilities and raised capital through promotional and venture capital funding to expand the business to from 2 to 42 employees. He also drove up client satisfaction and revenue by 800%, by identifying areas of concern and creating proactive solutions to exceed expectations.

Mr. Bell also closed \$1.5 million in sales for Wilsonart International, and in 2001, he secured over \$3 million in new business for Formica with estimated sales of \$29.3 million over the next four years. Among several other accomplishments, most recently, Mr. Bell sourced and participated in the proposal development for the \$10 million U.S. Census Bureau Real Estate Services Contract and the NASA Lease Prospectus Development Services contract worth an undisclosed amount.

Mr. Bell is a frequent speaker and resource for those covering GSA real property leasing. As a board member and vice president of programs, he actively develops educational topics and trains GSA asset managers, who are members of the Federal Real Property Association.

PROFESSIONAL AFFILIATIONS

- Board Member, National Federal Development Association (NFDA)
- Past President & Executive Board Member, Federal Real Property Association (FRPA)
- Howard County Council Representative, Base Realignment and Closure (BRAC) Task Force

PROFESSIONAL BACKGROUND

Theo Bell began his own corporate & federal real estate consulting practice, Epic Consulting, LLC, in 2011 after three years as Senior Managing Director at Newmark Knight Frank in Washington, D.C.

Epic Consulting offers "C-suite" and executive-level real estate, government affairs, business development and government contracting management services to commercial companies seeking to provide the federal government with commercial real estate leasing, design, construction and development services.

With a combined experience of 18 years, Mr. Bell is an expert in federal business development, leading edge technologies, strategic marketing, tactical sales and key account management.

Prior to joining Newmark Knight Frank, Mr. Bell held senior-level executive positions with corporate and commercial real estate service firms, such as Capitol CREAG, LLC, and, most recently, with UGL Equis as senior vice president to the Government Services Group, where he managed key account relationships with agencies such as DOD, GSA, FBI, IRS, IMF, the Census Bureau, Department of Homeland Security and the Department of State.

Mr. Bell started his career as manager of government contracts for the US Department of Defense as a warrant officer in 1990, where he succeeded in saving \$30 million in maintenance costs by implementing a new quality assurance program and \$3 million in annual aircraft repair and overhaul costs by limiting demand for contractor maintenance.

- Board Member & Sponsorship Committee Chairman, CoreNet Mid Atlantic Chapter
- Advisory Board Member, Luke's Wings

EDUCATION

Mr. Bell graduated *cum laude* from Riddle Aeronautical University with a Bachelor of Science degree in Professional Aeronautics.