

# PROCURATO



"Procurato USA offers over 25 years of expertise in all aspects of construction and asset management. With demonstrated competency in the areas of operations, finance, and management of residential, historic high-rise landmark restoration, commercial, industrial, hospitality, retail, land development, medical – PACE, and construction divisions.

Results-oriented, with the ability to coordinate multiple projects and teams simultaneously, Procurato USA is your onestop-shop for any and all of your project needs and success."



#### **Capabilities**

Our consulting services are delivered by 7 professional categories:

- > Preconstruction Management
- Construction Management
- Cost and Schedule Management
- Owners Representation
- Risk Management
- Document Creation and Management
- > Asset Management

Procurato provides comprehensive services through acquisition, design, construction and project close-out. We do not subcontract out any of our Cost Estimating or Cost Management services. We have an extensive in-house database of construction and related costs, which allows us to provide true and accurate budgeting and/or estimating as part of our overall service





Proven experience in Project and Cost Management throughout the US



Flexible, agile and responsive to our clients' needs



Unrivaled knowledge of local and national market



Turnkey service from concept to Project and Cost Management through to handover



# PREVIOUS PROJECTS











#### **PACE Medical Facility**

Kokomo, IN, Jeffersonville, IN, Davie, FL, Melbourne, FL, Lakeland, FL, Ocala, FL, Chicago, IL, Fort Smith, AK, Hopkinsville, KY, Palmdale, CA, Lancaster, CA, Pasco, WA

#### **CLIENT**

**Kinship Health** 

SIZE

9,000 - 27,000 SQFT

#### **SERVICES**

**Project Management** 

**Cost Management** 

**Real Estate Procurement** 

#### **Due Dilligence**

Provided land/property acquisition services, prepurchase inspections, full Project and Cost Management for the complete renovation of 12 projects nationwide. Managed the construction and regulatory compliance with both state and federal agencies as it specifically relates to PACE medical facilities and local building codes.

Provided market surveys for real estate in new territories, inspected, underwrote PSA's/leases, performed a detailed due diligence inspection and acquired said properties.

























#### **Chabad Center** Saint Petersburg, FL

#### **CLIENT**

**Chabad House** 

#### SIZE

9,000 - 27,000 SQFT

#### **SERVICES**

**Project Management** 

**Cost Management** 

#### **Due Dilligence**

Provided full Project and Cost Management for this community synagogue in St. Petersburg. Managed the preconstruction, rezoning, community outreach and budget. On-boarded the GC and managed all work throughout the project.













# **GPI OFFICE BUILDING** TAMPA, FL

#### **CLIENT**

**GPI** Engineering

SIZE

3 acres

#### **SERVICES**

**Project Management** 

**Cost Management** 

Provided full Project and Cost Management for this 3 acre land and building renovation in downtown Tampa. Managed a full building renovation and exterior land improvement coordinating both owner and tenant.

Full management of tenants buildout while maintaining owners asset.



























#### **SoHo House**

Los Angeles, CA & Austin, TX

#### **CLIENT**

SoHo House

#### SIZE

76,000 sqft

53,000 sqft

#### **SERVICES**

**Project Management** 

**Cost Management** 

Provided full Project and Cost Management for 2 *SoHo Houses,* in downtown Los Angeles, CA and Austin, TX.

LA: Historic renovation of a 6 story building converting it into an 8 story private members club. Hosting a full gym, roof top pool, 4 restaurants, 50 hotel rooms, full spa, locker rooms and more.

Austin: Brand new construction of a 3 story structure. Hosting a full gym, high-end movie theater, roof top pool, 4 restaurants, 48 hotel rooms, full spa, locker rooms and more.











### **PORSCHE EXPERIENCE CENTRE** LOS ANGELES, CA

#### **CLIENT**

**Porsche Cars North America** 

SIZE

53 Acres

#### **SERVICES**

**Project Management** 

**Cost Management** 

Provided full Project and Cost Management for this 53 acres (on former landfill) project in the City of Carson, CA. Includes Porsche Experience Center with test track (10 modules; e.g. handling circuit, low friction circle, kick-plate), business center, restaurant / cafe, simulator center, event space, museum, human performance center PCNA Area West Porsche Motorsport North America (including restoration center for historic race car).















# **SMYPHONY BY THE SEA** SAN DIEGO, CA

#### **CLIENT**

San Diego Symphony

SIZE

20 acres

**SERVICES** 

**Project Management** 

**Cost Management** 

Provided full Project and Cost Management for 20 acres of undeveloped city land. Managed all city, government and military entities while constructing this publicly funded outdoor symphony. Project has 3 restaurants and 6 bars to facilitate the 10,000 seats and thousands more on the lawn.











# MINGEI INTERNATIONAL MUSEUM San Diego, CA

#### **CLIENT**

Mingei Museum

SIZE

63,000 sqft

**SERVICES** 

**Project Management** 

**Cost Management** 

Provided full Project and Cost
Management for this 63,000 historic
renovation located in Balboa Park. Project
included multiple restaurants and bars
both indoor and outdoor and a open air
subterranean performance stage. With a
focus on design, unique one of a kind
finishes and sustainability this project will
continue to be a landmark in San Diego for
generations to come.

















### Procurato-USA is an independent construction and property consultancy working across all sectors of the built environment

We focus on minimizing risk and creating opportunities to maximise the value of our clients' developments and property assets. We deliver Project Leadership, Commercial Success, Construction Excellence and Specialist Consultancy, working across all sectors of the built environment.

#### **OUR VALUES**

#### Independence

We have the freedom to offer unbiased advice and tailor services to suit every client and project.

#### Reputation

We maintain our standing in the industry by prioritising relationships with clients, contractors, suppliers and offering the highest quality services.

#### **Progression**

We plan for the future by continually evolving and working to eliminate negative impacts on our environment.

#### **Ethical Thinking**

We are a responsible firm and believe in doing the right thing to make a positive social impact.

#### **Engagement**

We encourage team-spirit, collaboration and inclusivity because we believe this leads to better outcomes for our clients and project success.

#### **KEY DIFFERENTIATORS**



Our firm is built on relationships and prides itself on being fully dedicated and loyal to its clientele





Wholly owned, independent practice with the freedom to offer independent, unbiased and custom advice



Strength and reliability through financial robustness and decades of unparalleled experience





Scott Claster is the CEO and owner of Procurato, a firm specializing in project, cost, and risk management. During his illustrious 25-year career, Mr. Claster successfully completed over 30 projects across the United States valued at over five billion dollars. Notable clientele; SoHo House, Bayside Symphony, Capital Foresight, Mingei Museum, Ritz Carlton, Porsche, and Mercedes-Benz. Mr. Claster has been fortunate to have had many of his projects receive local and national media attention.

Mr. Claster prides himself on having the experience and know-how of every trade on his projects and building strong and lasting relationships. He is proud of his military service in which he was the recipient of the Medal of Honor and carries those same principles, ethics, workmanship, and reverence into each one of his projects.

Mr. Claster has spent the majority of his career focusing on the multi-family, commercial, medical, and hospitality arenas. Mr. Claster has applied his extensive construction knowledge in the development of over two billion square feet.

#### Kinship Health, Nation-wide

Scott managed a multistate real-estate acquisition and development portfolio for a PACE start-up. From market surveys, real estate analysis, due diligence, underwriting and closing, pre-construction, then fully managed all property development, design, permitting, GC AIA contract creation, vetting, onboarding, managing all trades and GC through to obtaining a Certificate of Occupancy. After that Scott fulfilled the regulatory requirements held by the state and federal government for PACE inspections, passing every single one.

#### Ledra Holdings LLC, Mid-West Florida and Atlanta, GA

Managed a multistate real-estate portfolio. From inspections, due diligence, city coordination of new procurements to renovations and development of existing assets. Projects included residential, commercial, industrial, manufacturing plants, executive office buildings, retail and apartment complexes.

#### SoHo House, Austin, TX

Scott was the Project Manager and Cost Manager of a brand-new members only social club in the heart of Austin. From concept to completion Scott was responsible and successfully managed all aspects of this project. Project highlights were a roof top pool, 50-person movie theater, 5 restaurants, full spa and gymnasium and more.

#### Symphony By The Bay, San Diego, CA

Scott was in charge of Project and Cost Management of this publically funded landscape changing project on the coast of downtown San Diego. Coordinating multiple government entities (Coastal Commission, Coast Guard, City Hall, City Permitting) this project required lots of finesse. Hosting seating of over 10,000, 4 restaurants and a state of the art technology driven stage this project is here to last

#### Mingei International Museum, San Diego, CA

Scott is a Project Manager in the transformation project of this 50,000sqft building in Balboa Park. This project includes a complete refurbishment of the interior museum space, theater, landscaping, elevators (both new and old) and kitchen.

#### MedMen, San Diego, CA

Scott is the Senior Project Manager of two buildouts for the largest dispensary in North America. Work includes obtaining all CUP licenses, compliance with strict security protocols and rebranding.

#### Surf & Sand Resort, Laguna Beach, CA

Scott is a Project Manager for the redevelopment of this beach side resort. The redevelopment will take place in 2 phases during 2019 and 2020, which will include 165 room, public spaces, restaurants, convention center and spas.

#### Ritz Carlton, Laguna Niguel, CA

Scott successfully completed the renovation of the Executive Lounge and kitchen as the Senior Project Manager. This renovation occurred whilst keeping the hotel fully operational, functional and without issue.

#### SoHo House, Los Angeles, CA

Scott is the Senior Project Manager for this high-rise renovation in downtown LA. This renovation includes seismic retrofitting/upgrading, rooftop pool, 5 restaurants and half the building as hotel room. Scott led the team in successfully obtaining their CUP and ABC licenses.

#### Chase Knolls, Los Angeles, CA

Scott is the Senior Project Manager and conduit for the owner regarding all aspects of construction and tenant relations alike. Scott is responsible for overseeing and managing both general contractors on site in conjunction with all municipal entities (Inspectors, Plan Checkers, City Council, Housing Department) as well as coordinate with all Architects, Engineers, Deputy Inspectors.

#### Capital Foresight LLC, Los Angeles, CA

Scott was the Senior Project Manager and Owner's Representative in the pre-construction phase for 12 highrise buildings (975 units) consisting of tenant improvements, financial projections and tenant relocation. He provided oversight and design of all pre-construction elements, devised budgets, sourced, designed and imported fixtures and materials. He also created, edited and sent out construction bids. Scott also managed, during the Construction Phase, an in-house demolition crew for 6 highrises and three mid-rise buildings totalling over 1 mil SF. He managed all aspects of construction, maintained zero-injury.

#### **QUALIFICATIONS**

BA, Construction Management PMP, LEED AP and OSHA certifications Certified Forklift, Aerial Boom Lift and Skid Steer operator



# PROJECT APPROACH



#### **Orientation & Pre-Planning**

- 1. Review with client the project goals, objectives and their current program in detail.
- 2. Identify and delineate the roles and responsibilities for the entire project team.
- 3. Confirm with client an overall project budget.
- 4. Confirm and develop a milestone schedule for the project.
- Prepare Project Execution Plan (PEP) to outline procedures and protocols that team and client need to comply with for seamless project.

#### **Planning**

- 1. Review information developed by the project team.
- Coordinate/ Administer the RFP process for the Team/ Vendors as needed.
- 3. Review with the project team the project budget and schedule, identify relevant categories of costs, estimates and limits (where appropriate), and overall the clients cost objectives.
- Coordinate activities of client, user group representatives, Architect, Engineer, and other consultants, (including all aspects of technology such as phones, data, A/V, and specialties) to maintain continued focus on the project objectives.
- 5. Assist the client and Architect in reviewing the requirements of governmental agencies having jurisdiction and all zoning and occupancy restrictions.

#### Design

- 1. Monitor the design development to conform to established project goals.
- 2. Provide and coordinate value-engineering services when necessary.
- 3. Review materials and additional project components proposed by the design team and client.
- 4. Review alternate specifications and procurement opportunities to identify value add options.
- 5. Receive summary of all project costs outside of the construction contract and provide a periodic "Financial Executive Summary".
- 6. Prepare and issue RFP, receive bids, level and interview General Contractor and other vendors (with the client if requested), evaluate proposals, and furnish award recommendations to client.
- Identify with the General Contractor long lead strategy of procurement
- 8. Agree on price and schedule, identify warranty requirements, insurance, and applicable shop drawing review process with the vendor and General Contractor.
- 9. Identify any phased completion issues by the client and General Contractor.
- 10. Establish appropriate Project cost accounting structure in consultation with client and/or clients accounting group.
- 11. Assist with all discussions with the client and General Contractor.

#### Construction

- 1. Maintain clear coordination with client throughout.
- 2. Obtain, analyze and review sub-contract bids received together with the client and General Contractor's recommendations and comment upon suitability.
- 3. Monitor the General Contractor's insurances.
- 4. Review and comment upon General Contractor's assessment of proposed Change Orders.
- 5. Review and comment upon periodic Cost Reports prepared by the General Contractor.
- 6. Monitor correspondence and minutes to provide "early warning" advice on any matters likely to affect the project or budget or schedule.
- 7. In conjunction with the General Contractor, advise on the financial implications of delays, extensions of time, acceleration or disruption to client.
- 8. Monitor statutory approvals.
- 9. Provide monthly progress and cost management reports.
- 10. Establish and administer orderly payment procedures for General Contractor, Vendor and Consultants.
- 11. Represent client regarding changes and claims made by the General Contractor and ensure that proper procedures exist and work is performed accordingly.
- 12. Coordinate activities of client support services (technology, AV, Security, FFE, etc.).
- 13. Review and authorize GC Payment Applications.

#### **Post Construction**

- 1. Manage with the Architect the timely and accurate completion of punch list items.
- 2. Help client establish ongoing maintenance program
- Organize final closeout of contractor, consultants and other specialties.
- 4. Establish a warranty work procedure with the General Contractor.
- 5. Monitor the timely delivery of as built drawings, permits, guarantees, warranties, manuals and training upon completion of the project.
- 6. Coordinate and set up the mover to ensure a seamless move and move planning with client.
- 7. Monitor commissioning and handover of any phased occupation for a seamless transition between building site and completed fit-out.



#### **Financial Responsibilities**

- 1. Establish financial objectives of client.
- 2. Prepare feasibility cost model for contract based on established financial goals.
- 3. Review progress design and concepts developed periodically, and report against financial goals.
- Monitor and assist design team in development of project to achieve financial and program targets. Report regularly on progress.
- 5. Provide routine estimate updates on milestone deliverables.
- 6. Develop detailed Cost Plan & Cash Flow with the General Contractor for the project when design permits, and monitor against design development. Report regularly on progress.
- Advise with the General Contractor and Direct Vendors on financial effects of advance orders or purchase of material or equipment with long delivery times to enable program to be complied with.

#### **Bid and Contractual**

- 1. Advise and work with client on suitable bid and contractual arrangements taking into account the level of information available from other members of the Design Team.
- 2. Check General Contractor General Conditions and Fees submissions or negotiated bid for arithmetical accuracy, levels of pricing, pricing policy, etc.
- 3. Prepare appropriate documents, if required, to adjust the bids received to an acceptable contract sum.
- 4. Prepare allocation of costs if required. Establish appropriate project cost accounting structure.
- 5. Prepare report on bids with appropriate recommendations.
- 6. Obtain the contract drawings and specification from other members of the design team. Work with client as requested, in preparation of contract.
- 7. Review and authorize all GC Payment Applications.

#### **Final Account**

- Receive from the General Contractor a detailed Final Account for audit and report thereon.
- 2. As applicable, report to client on delays, request for extension of contract period, or the consequences of acceleration or disruption and ascertain the financial effect.
- 3. As applicable, assess the amount of any authorized additional reimbursements in respect of direct loss and expense or the matters, and if appropriate, negotiate a settlement with the General Contractor.

#### **All Phases**

- Assist in coordinating client, design team and contractor activities.
- 2. Provide cash flow projections, budget reports, scheduling and all Key Items.
- 3. Review, approve and recommend all project related invoices for payment.
- 4. Chair weekly project meetings and issue meeting minutes with 'action items' tied to responsible party.
- 5. Establish regular procedures with client and identify those matters that require specific approval or direction in regards to the project.
- 6. Provide copies of all relevant correspondence to client.
- 7. Perform frequent site visits and site walks.
- 8. Conduct periodic audits with client accounts to ensure records are aligned.

Procurato USA believes in a collaborative working environment. Working together has always proven to yield the best results, which is what we are here to achieve. We pride ourselves on being held to the highest of standards, which stems from the cornerstones of which Procurato USA is built on:

**Loyalty** • Respect • Honesty • Transparency

WE LOOK FORWARD TO MAKING YOUR NEXT PROJECT A SUCCESS