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Montgomery County & the Local Business Owner; Sharing Goals for Success

By Thomas D.W. Fauquier, President & CEO Vanguard Realty Group

For more than three decades, commercial real estate firm Vanguard Realty Group and its affiliated entities have been guided by their principals and directors; Montgomery County natives who share a great connection to their community. As a locally owned company, Vanguard takes pride in providing employment, services, or commerce to individuals that live or work in Montgomery County, and we eagerly participate in creating new growth within the county. Although some of this growth will come from resources outside our community, including national and even foreign businesses, we believe community growth will be most sustainable in the long run if developed with our local resources and driven by those who maintain a long-term interest in the strength of our community.

Vanguard's principals and directors have been intimately involved in dozens of commercial real estate developments and several other operating businesses in the county since 1976. Vanguard has been instrumental in developing commercial properties that have produced dynamic, productive establishments and facilities for the many county residents who live, work and/or play here. These commercial establishments and facilities span several areas of the county, including Bethesda, North Bethesda, Rockville, Silver Spring and the Gaithersburg areas.

Some of Vanguard's recent efforts to promote growth and investment while improving on the quality of life within the county include:

Sponsoring a multi-million dollar investment in downtown Bethesda to update and renovate the Bethesda Sport&Health Club. As the area's premier fitness club owner and operator, Sport&Health Club has been providing services to tens of thousands of members within the County for over 30 years; and well over 100,000 members in the National Capital area. Today, the company is looking for other areas in Montgomery County to expand its operations.

Initiating and commissioning an energy efficiency update for a 20-year old "Class A" Building client in downtown Bethesda. This effort resulted in a

Vanguard-designed retrofit project which reduced energy demands and saved the client over \$100,000 over a 24-month review period. The client continues to see additional decreases in the building's energy consumption, operating costs, and a higher tenant satisfaction rate as a result.

Initiating new employment opportunities within the county. Recently the company chose to end its affiliation with a national firm, absorbing nearly 100 employees, in support of heightened efforts toward Vanguard Residential, an arm of the company that manages several thousand apartment units, primarily in the mid-Atlantic region. This resulted in many new employment opportunities for residents of Montgomery County.

Initiating new housing for the work force within the county. ProMark Real Estate Services, an affiliated real estate development firm with roots going back for more than half a century in Montgomery County, has worked on several initiatives to develop badly needed new workforce housing. ProMark has been working extensively on studies and plans to provide these new housing opportunities in several locations, including Bethesda, North Bethesda, and Rockville, with a focus on development that will improve the environment and take advantage of mass transit currently in place.

Nearly all Vanguard initiatives are "relationship" driven, with an earnest effort towards achieving the individual goals of each client. Our clients are not only the property owners for whom we provide services, but also our tenants, residents, vendors, professionals and local governances. Without their hard work and support, our community and our common goals would be impossible to achieve.

The ultimate goal for Vanguard is to work on opportunities that match multiple and mutually compatible goals, and provide successful results for all parties involved. It is vital to establish cohesiveness with clients and colleagues, as it is only then that we can be assured we are providing the results desired by everyone.

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