

# City of Bastrop – Youth Sports Complex

Owner Rep Overview - Windsor Group



# WINDSOR GROUP

Public Sector / Municipality Focus & Experience



Right Size, Staff, & Knowledge Base



Extensive New Construction and Sports Facilities Experience



Reduce Client Project Time Commitment by ~75%+



**Facilitates Progress, Decisions, and Mitigation of Risk**

# Greg Smith



*“What sets Greg apart is his commitment to ensuring the construction project’s success. He navigated challenges with poise and determination, always keeping a keen eye on the project’s budget, timeline, and quality standards. I wholeheartedly recommend Greg as a reliable, strategic, and results-driven professional. His dedication to the success of our project was evident throughout, and our City has greatly benefited from his expertise and commitment. If you are seeking a trusted advisor and a skilled project manager, Greg is the ideal choice.”*

– Helen Ramirez AICP, Brownsville City Manager



- Originally from Massachusetts, have worked in MA, DC, NC, GA, and TX
- Working in construction since the age of 16 in the field for local general contractor and has worked in Texas for 8 years.
- Studied Engineering at North Carolina State University
- Founded and has led Windsor Group for 4 years
- Passion for working with owners to deliver complex projects
- Been in Austin Metropolitan Area since 2016 with family of four



- ENR Top 40 under 40 Texas & Louisiana
- Austin ULI Public Private Partnership Local Members Committee Co-chair
- Delivered innovative first of it’s kind design build stadium renovation program for Dekalb County School District.
- Austin Leadership Essential Class 44
- Worked with a number of public entities and municipalities across Texas: City of Georgetown, Brownsville, Austin ISD, Pflugerville, Texas Women’s University, and City of Austin.
- Worked with Appalachian State University on \$37M Football Stadium New Construction Project, and \$15M Athletic Fields and Parcel Development Master Plan.

**800,000+**

Square feet of ground up  
new construction  
development managed

**\$1B+**

Value of Construction Managed

# Right Size, Staff, and Experience



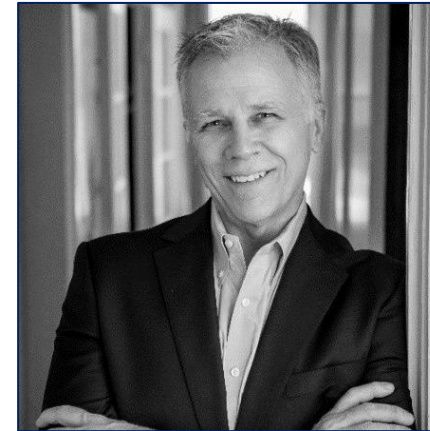
**Greg Smith**

*Point of Contact and Lead  
20 yrs. experience  
Specializes in Project &  
Construction Management,  
and Public Sector Facilities*



**Atom Bolea**

*Project Coordinator  
Will be assisting Project  
Manager  
6 yrs. experience*



**Brent Jones**

*Senior Consultant  
Project Initiation and as Needed  
30+ yrs. experience  
Specializes in complex project  
management*



**Justin Vogel**

*Senior Consultant  
Assist as needed  
Project Controls, Scheduling,  
Budgeting  
10 yrs. experience*

*“Greg acted as the key project manager to coordinate all of the project team, such as the architects, engineers, and contractors. He also coordinated the tasks of marketing teams, leasing team, legal team, commercial brokers, and appraisers. Greg cared intensively and dived into matters which reached far beyond the average task for technical project management. He ensured that we came from a conceptual design to a developed design that fulfilled the requirements of our key stakeholders and was helpful in evaluating scenarios reflecting income and cost estimations as well as risk scenario analyses. I particularly appreciate the grounded way of speaking face to face or in teleconferences. You helped convince AFIAA’s sensitive stakeholders that the project was in good hands.”*

*– Alex Von Bieberstein, AFIAA*

# Brownsville Communications & Marketing Dept Case Study

- **Adaptive Re-use of Dilapidated Building.** The project encompassed a renovation of a historic building to house the two city departments. The space was multi-functional and inclusive of private offices and open workspace for city staff.
- The maker space was added as a part of a strategic decision to **ensure the city had in house printing capabilities so they would not need to rely on third party vendors** in the event of emergencies (the covid-19 pandemic partially drove this decision).
- **Meeting and Collaboration space was considered throughout.** The space was made to have lots of flexibility for the office to have meeting / event space and different work environments spaces to encourage creative work and collaboration.
- **Office area is secure from rest of the building.** Events can occur in the receptionist area and not disrupt work in the back of house office space. There are windows so passerbys can see an energized office but they cannot access.



*Photos of the back of house city office space (from top left to bottom right):  
conference room, open workstation area, dedicated leadership offices, maker space*

# Georgetown Downtown Master Plan Case Study

- **Development Advisor and the Implementation Specialist** on the Georgetown Downtown Master Planning team. Role primarily consisted of facilitating market sounding with development groups to get feedback on desired projects and determining project feasibility on a variety of planned future projects of city buildings.
- **Assessed the feasibility of converting an existing city office to a community asset.** Windsor Group assessed if a historic building currently housing a city department could be converted into either a good hall or small business incubator.
- **Created Development Budget for a tear down and rebuild project.** Worked with local contractors to look at tearing down a city building to get it construction ready for a developer to purchase and develop.
- **Advised on development, construction costs, and scheduling** for a wide variety of planned projects in the Master Plan. Focused a lot of attention to an adaptive re-use project converting a historic jail into a boutique hotel.



# CLIENT TESTIMONIALS



I see Greg acting as a community trustee on a regular basis as he has anchored much of his work in the education sector. It is unique to see an individual come in and work to understand the needs of the student and what the learning environment will mean to that student's success. He thinks about the long-term impact of the physical space as he mitigates the project risks, value engineering of design and cost allocations to our side of the ledger. He understands that his work impacts the mission of St. Austin that includes student education, homeless outreach, social justice, faith and now a new mission of providing access to affordable housing for college students.

## Christopher Kennedy

CEO OF AUSTIN LEADERSHIP  
ST. AUSTIN CATHOLIC CHURCH



"I've had the honor of knowing Greg on a personal level for over 5 years. Greg has always demonstrated exhaustive leadership and dedication in everything that he has set his mind to. A versatile, reliable, and resilient individual, Greg demonstrates the skills necessary to tackle any challenge at any level. Windsor Group has been instrumental in helping guide our city project. We had ambitious goals, a unique design, a facility type with ambitions of being the largest production facility in Texas, and Windsor Group has provided the leadership to turn this vision into a reality."

## Felipe G. Romero

DIRECTOR OF COMMUNICATIONS & MARKETING  
CITY OF BROWNSVILLE, TEXAS



# CLIENT TESTIMONIALS



"Greg cared for the details intensively and dove into matters which reached far beyond the average task for technical project management. He ensured that we came from conceptual to a developed design that fulfilled the requirements of our key stakeholders. I particularly appreciate his reliability and grounded way of speaking face to face or in conference calls, even when challenging topics were being covered. He helped to convince AFIAA's sensitive stakeholders and board members, that the project was in good hands."

## Alexander Von Bieberstein

HEAD OF DEVELOPMENT MANAGEMENT  
AFIAA



"I have worked with Greg over the past 3 years in his capacity as an owner's representative for my parish's (St. Austin Catholic Church) development project. I have had the opportunity to work closely with Greg during this time. Greg has shared his knowledge in a professional manner helping our team envision the buildings we want to build. Greg is passionate about educational facilities and the role they play in forming our future leaders. He has participated with Austin ISD projects and has shared his knowledge with us so that we can benefit from their wisdom. Greg has worked with various players on our team and has displayed his professionalism, knowledge, and ease of rapport with all parties. He is an effective communicator, a great strategic thinker, and an effective negotiator. All of these have helped us achieve our objectives to date."

## Patricia Dolese

PARISHIONER/PROJECT LIAISON  
ST. AUSTIN CATHOLIC CHURCH

