



**EXTRAORDINARY DELIVERED**

## **MT. WASHINGTON CORPORATE CAMPUS**

Baltimore, Maryland  
Asset Services

### **OPPORTUNITY**

Transwestern took over management of Mt. Washington Campus, owned by Johns Hopkins Facilities and Real Estate (JHFRE), in 2003 when the property transitioned from tenant-occupied to owner occupied. JHFRE sought a 3<sup>rd</sup>-party management firm with strong engineering services due to the complexities of the assignment. JHFRE also wanted a management firm to provide services for the North Campus, an investment property to be fully occupied by 3<sup>rd</sup> party tenants.

### **SOLUTION**

Transwestern worked with JHFRE and Johns Hopkins Construction on all tenant improvements until the property became 100% occupied. Transwestern evaluated the current engineering staff, building and operations; established an accounting process and procedures, good communication with tenants, and contract management for all campus services; and set up building standards with rules and regulations through the transition to an owner-occupied property.

### **RESULTS**

The relationship between JHFRE and Transwestern has continued to grow since 2003, with the Transwestern's management portfolio expanding to include Johns Hopkins at Keswick and 415 North Washington. Transwestern has kept this assignment for 15 years without once being bid.