

# ZUBATKIN

OWNER REPRESENTATION



Together, Making Good Projects Great



## Firm Overview

Organized to support all aspects of capital projects, Zubatkin Owner Representation is a project management and owner representation firm focused on the development of projects for museums, educational institutions, community organizations, performing arts facilities and private development clients. We have built our reputation by employing a strategic and collaborative approach—leveraging the depth of our experience, in-house technical expertise and project controls to support our clients throughout the planning and implementation of their projects.

Founded in 1994, Zubatkin has grown to a team of over 55 professionals with a range of backgrounds, including construction specialists, engineers, architects, landscape architects and sustainability experts. A trusted advisor to our clients, our approach places a strong emphasis on planning and due diligence. We gain an understanding of the overall project variables, constraints and objectives to develop a clear strategy and implementation plan to achieve our clients' goals while maximizing the value of every dollar spent. Our diverse experience includes managing both new construction and out of the ground buildings, as well as renovation and expansion projects.

Our philosophy is driven by client satisfaction. We have established many long-term relationships with the organizations we represent and are proud of the fact that 85% of our work is from repeat business or referrals. Our reputation is based on providing the highest standard of quality work and establishing ourselves as an invaluable resource.

## Core Market Sectors



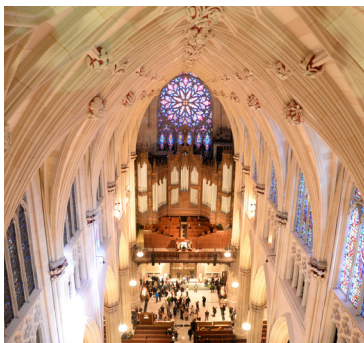
Museums



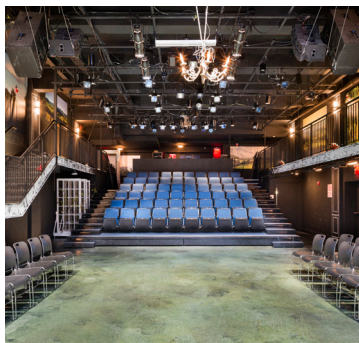
Education



Membership Institutions



Religious Institutions



Performing Arts



Private Development

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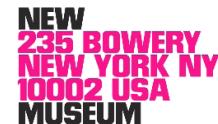
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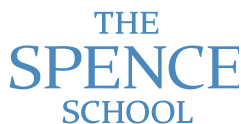
## Museums

The planning and development of museums and galleries has been at the core of Zubatkin's work from the firm's inception. With over 200 projects, our breadth of experience spans new start-up organizations, museum expansions and renovations, exhibit development and implementation and strategic real estate planning. Our team has a deep knowledge of core museum operations, including temporary exhibits, collections storage, conservation facilities, educational spaces, retail, food service, administrative offices and other ancillary spaces – and importantly, navigating the complexities of construction while maintaining ongoing operations.



## Educational Institutions

Zubatkin has partnered with over twenty educational institutions, including early childhood programs, K-12 schools, colleges and universities. We provide strategic guidance on how to best plan and implement capital projects, with a particular focus on how to safely conduct multi-phase work while maintaining ongoing operations. Our highly experienced team understands educational design – from classroom environments to overall campus operations – providing key insights to our clients on program flexibility and maintaining budgets and schedules.



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## Community Organizations

Zubatkin's mission of excellence aligns with our institutional and religious clients whose mission-based programs play a critical role in the communities they serve. We have a holistic understanding of the capital planning and implementation process, assisting in the development of new facilities, renovations and expansions. Our team has a deep knowledge of a variety of multi-use program elements, including religious spaces, auditoriums, classrooms, gyms, health and wellness facilities, pools, and other ancillary facilities.



## Performing Arts

Zubatkin understands the critical integration of architectural, technical and operating requirements that serve to deliver a memorable audience experience. Our In-House Technical Group has been a key resource to our clients in resolving such challenges as acoustics, mechanical systems integration, lighting, circulation and access, for theater and performance spaces. From traditional historic theaters, music halls and outdoor venues to IMAX theaters and other specialty spaces, we partner with each of our clients to align programmatic ideals with functional solutions.



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## Private Development

Our overall understanding of the development process has been of great value to our investor and private developer clients. Our portfolio includes significant real estate developments in the New York metropolitan area, working with some of the leading real estate developers in the City. Serving as a trusted advisor, we are called upon to assist in structuring and negotiating agreements, managing the design and approvals process, overseeing the bidding and award of subcontracts and implementing the construction. Our private development experience includes residential, commercial and retail projects.

The logo for Eastgate Realty, consisting of the text "Eastgate Realty" in white serif font on a black rectangular background.The logo for Rudin Management Company, Inc., featuring the text "Rudin Management Company, Inc." in a black serif font, enclosed within a thin black rectangular border.The logo for Essex Capital, featuring the text "Essex Capital" in a serif font.

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