



Theo Bell – Board of Advisors – Luke's Wings

Senior Managing Director
Newmark Knight Frank
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Theo Bell joined Newmark Knight Frank in 2008 as senior managing director at the firm's Washington D.C. office, bringing a competitive background in commercial market presence expansion and government contracts development and management. With a combined experience of 12 years, Mr. Bell is an expert in leading edge technologies, strategic marketing, tactical sales, and key account management

Prior to joining Newmark Knight Frank, Mr. Bell held senior-level executive positions with corporate and commercial real estate service firms, such as Capitol CREAG, LLC, and, most recently, as senior vice president to the government services group at UGL Equis.

Mr. Bell started his career as manager of government contracts for the US Department of Defense in 1986, where he succeeded in saving \$30 million in maintenance costs by implementing a new quality assurance program and \$3 million in annual aircraft repair and overhaul costs by limiting the demand for contractor maintenance.

In 1996, Mr. Bell assumed the position of executive director/owner at Powerhouse Gym, where he managed 13 facilities and raised capital through promotional and venture capital funding to expand the business to 42 employees. He also drove up revenue and client satisfaction by identifying areas of concern and creating proactive solutions to exceed expectations.

In 1999, Mr. Bell closed \$1.5 million in sales for Wilson art International and in 2001, he secured over \$3 million in new business for Formica with estimated sales of \$29.3 million over the next four years. Among several other accomplishments, Mr. Bell sourced and participated in the development of new services and products designed for military bases and federal agency real estate.

PROFESSIONAL AFFILIATIONS

- Board Member, Chesapeake Chapter, International Facility Management Association
- Member, Federal Real Property Association
- Representative, BRAC Task Force, Howard County Council
- Associate Member, Greater Washington Association of Commercial Realtors
- Member, Membership Committee, Fort Meade Alliance
- Member, Society of American Military Engineers

EDUCATION

Mr. Bell graduated *cum laude* from Embry-Riddle Aeronautical University with a Bachelor of Science degree in Professional Aeronautics.