

Lombard Exteriors, LLC

Certifications: MBE, DBE, SBE, ACDBE, MWAA LDBE

www.lombardexteriors.com

Lombard Exteriors LLC is a Maryland based national facility and construction management MBE firm servicing clients in 46 states. Lombard's construction division is currently managing projects for the United States Post Office and the United States Army, totaling over five million (\$5M) in project value. Lombard's facility management division has been designated as a Preferred National Vendor with CubeSmart and Extra Space (the largest storage company in the country); where over 500 work orders are processed per year. Servicing forty six states, Lombard's partnerships include, but not limited to: CubeSmart, Extra Space, LifeStorage, Public Storage, O'Reilly Auto Parts, Target, Hensel Phelps, Gilbane Building Company, Comcast, CBRE, and more.



Mr. Areaya Yohannes founded Lombard Exteriors in September of 2017 as solely a local facility management support company in Boston, MA, serving only Public Storage. Since then, Lombard has grown substantially where revenues have exceeded \$5M. Mr. Yohannes graduated from the University of Massachusetts with a degree in Economics and Finance. He was recruited into Prudential's coveted PACE management analyst program starting out of college, and then went on to attend American University Washington College of Law.

In his professional career, Mr. Yohannes has worked as an Economic Analyst for two Congressional Commissions (US Trade Deficit Review Commission and the US-China Economic and Security Review Commission), Assistant Procurement Director for the City of Norfolk, Policy Chief for the US Federal Emergency Management Agency (FEMA), and as Corporate Policy Chief for the Maryland National Capital Park and Planning Commission.

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