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April 19, 2005

VIA HAND DELIVERY

Fairfax County Department of
Purchasing and Supply Management
c/o Lonnelle Robinson, CPPB, Contract Administrator
12000 Government Center Parkway
Suite 427
Fairfax, VA 22035

Re: Request for Information RFI05-791627-16; Public and/or Private Agreement
for Adaptive Reuse of Former Reformatory and Penitentiary Area of Laurel Hill

Dear Ms. Robinson:

On behalf of Foulger-Pratt Development, Inc. and its affiliates, please accept the following as a formal expression of interest in connection with the above-referenced matter. As per the instructions dated March 23, 2005, one original and one copy of the required response form are attached.

Your informational materials also requested an estimate of the amount of time necessary for our team to prepare a detailed proposal under the requirements of the Public-Private Educational Facilities and Infrastructures Act of 2002. This will, of course, be easier to estimate once the scope of the actual RFP is available. Preliminarily, we estimate a minimum of 60 days time is necessary to prepare a comprehensive response in accordance with the requirements of the Act.

If you have questions or I can provide any further information, please don't hesitate to give me a call.

Very truly yours,



Gregory A. Riegler

cc: Brian Barker
Enclosure

DPSM APR19'05PM 4:07



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

www.fairfaxcounty.gov/dpsm

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3001 TTY: 1-800-828-1140

DEPARTMENT OF PURCHASING AND SUPPLY MANAGEMENT
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035

Attention: Lonnette Robinson, CPPB, Contract Administrator

Response to: RFI05-791627-16; Public and/or Private Agreement for Adaptive Reuse of the
Former Reformatory and Penitentiary Area of Laurel Hill

Due Date: APRIL 20, 2005 at 3:00 P.M.

PLEASE PROVIDE THE FOLLOWING INFORMATION:

CHECK: YES INTERESTED NO NOT INTERESTED

1. Name and Address of Organization:

Foulger-Pratt Development, Inc.

c/o Gregory A. Riegler, Esquire

McGuireWoods LLP

1750 Tysons Boulevard, Suite 1800
McLean, VA 22102

2. Contact Person-Daytime Phone Number-Fax Number-Email Address

Phone Number: (703) 712-5360

Fax Number: (703) 712-5218

Email Address: griegler@mcguirewoods.com

June 3, 2005

VIA HAND DELIVERY

Fairfax County Department of
Purchasing and Supply Management
c/o Lonette Robinson, CPPB, Contract Administrator
12000 Government Center Parkway
Suite 427
Fairfax, VA 22035

Re: Request for Information RFI 105-791627-16
Response to So-Called Addendum 1 and 2

Dear Ms. Robinson:

I represent Foulger Pratt Development, Inc. On April 9, 2005, we submitted an initial expression of interest in connection with the above referenced matter. The following is in response to the subsequently issued addendums:

1. The development entity responding to this RFI remains unchanged.
2. I remain the contact person and my contact information is as described below:

Gregory A. Riegler, Esquire
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1750 Tysons Boulevard, Suite 1800
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(703) 712-5360 (phone)
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3. The Respondent has more than 30 years of direct and practical experience in developing mixed-use real estate throughout the Washington Metropolitan area. This experience includes direct involvement in projects related to the re-use or redevelopment of historic properties. More complete information on the Respondent's qualifications and reference to several recent relevant projects is available at www.foulgerpratt.com.

4. The Respondent has carefully reviewed the so-called Task Force recommendations and envisions a concept that is consistent or mostly consistent with the same. Given the relatively limited information available in connection with this initial RFI process, it is difficult to fully describe likely development concepts over initial planning for the property reflects an intention to adaptively reuse historic and contributing structures to the maximum extent practical. Again, preliminary planning envisions retaining these historic structures for use as residential or institutional uses and strategically incorporating complementary office and retail type uses on undeveloped lands.

The RFI materials indicate a preference for the County to "ground lease" the land in question. We can find no stipulation in the deeds or documents that transferred ownership of the land to the County that would preclude a sale instead of a lease. A sale arrangement would expand the range of possible uses and products – particularly in terms of the residential uses recommended by the Task Force. The land use approval process will provide the County with abundant institutional control over the use of the land. We recommend that the County not foreclose a possible sale.

5. The Respondent believes that the challenges and opportunities of the site demand a commitment to historical preservation and a recognition of the need for excellence in design and a realistic assessment of market constraints and opportunities so as to ensure the ultimate project is feasible and the tremendous cost associated with the adaptive reuse process can be reasonably accounted for. To that end, the Respondent has assembled a team of experienced historic preservation professionals, urban planners, landscape architects and attorneys with experience in historic preservation, land use planning and the land use entitlement process.

6. The Respondent's interest in developing this site reflects its commitment and desire to innovative mixed-use development. Similarly, substantial independent market research indicates a clear opportunity for the project envisioned by the Respondent to be successful.

7/8. The amount of time necessary to provide a detailed Request for Proposal response will depend, of course, on the requirements imposed by the actual RFP. As stated in our initial correspondence preliminarily, we estimate a minimum of sixty days time is necessary.

If you have questions or require any additional information, please let me know.

Very truly yours,

A handwritten signature in black ink, appearing to read "Gregory A. Riegler". The signature is fluid and cursive, with a large loop at the beginning and a long tail extending to the right.

Gregory A. Riegler