



# Statement of Intent





Cathy Muse, Chief Procurement Officer  
Director, Department of Procurement and Material Management  
Fairfax County, Virginia  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22043-0013

December 21, 2018

Re: PPEA Proposal from Alpine-X LLC for the Lorton Area Development

Dear Ms. Muse,

Alpine-X LLC, (a Virginia-based Limited Liability Company) is pleased to submit this proposal for an exciting, comprehensive recreational facility in Lorton, VA with the working title of Fairfax Peak. This proposal highlights our intent and interest in developing the property currently owned by Fairfax County in Lorton, VA which is home to the I-95 Landfill Complex in Lorton, VA. The current site is a total of 489 acres of which a portion is currently an active landfill, while certain portions of the landfill are no longer active. Alpine-X LLC proposes to develop different portions of this landfill, with a focus on recreational activities with the anchor facility being an indoor skiing facility and luxury hotel. Concurrent and future development opportunities include a wave/surf pool, ropes courses, zip lines, a mountain coaster, mountain biking trails, opportunities for interconnectivity, and other mixed-use facilities which can provide much needed recreation opportunities to the residents of Fairfax County, Virginia, as well as tourists and other nearby residents and groups. Alpine-X LLC is representing the U.S. interest in the company SnowWorld USA which has enlisted SnowWorld International B.V., a Netherlands-based company as its development partner.

Alpine-X was established with the purpose of partnering with experienced and successful partners to develop indoor skiing facilities throughout the U.S., and the Lorton, VA site is expected to be the first facility of its kind in the U.S., and to serve as the flagship facility for Alpine-X and SnowWorld USA, as well as representing the pinnacle of development for similarly sized indoor ski resorts in the world.

This proposal envisions the development of an approximately 450,000 sq. ft. – 500,000 sq. ft. facility with a 1,500+ ft. ski slope at an approximately 20 degree angle, a sky bar and event facility at the summit, a 100+ room hotel at the base, and multiple dining and drinking establishments, a fun park for skiers and snowboarders to perform tricks, a tubing slope, and a snow field where visitors can build snowmen, play in snow, and engage in other snow activities. Outside of the skiing facility, Alpine-X intends to build a wave/surf park, and other outdoor recreation facilities and activities. The phased development is subject to change based on a variety of factors, but the goal is for establishing a recreational reuse for the landfill areas that have been, or are nearly being capped, while still allowing the landfill, the nearby Covanta power plant, and other ongoing operations to continue relatively unimpeded.

Alpine-X serves as a 50% owner of SnowWorld USA which has an exclusive development relationship with SnowWorld International B.V. provides the U.S. company with the expertise of the 20+ years of developing, operating, and consulting on indoor snow sports and recreational facilities with hotels and dining establishments. SnowWorld International B.V. is the only company in the world to successfully operate multiple facilities of its

kind, while providing consulting on a number of privately developed facilities. The company provides experience, knowledge, and resources to ensure that this operation in the U.S. can be successful. The U.S. team has dedicated resources and personnel to this development, and brings experienced entrepreneurs, visionaries, and ski industry professionals to this development. Through its development partnership, Alpine-X, through SnowWorld USA, has access to SnowWorld International B.V.'s track-record of success in indoor recreational facility development, while it is also able to leverage its internal knowledge of the local and national market, and the U.S. snow sports industry, is the best suited company to partner with Fairfax County to develop this area of Lorton, VA. Alpine-X will work closely and collaboratively with the local community, county officials, and other stakeholders to ensure that a comprehensive recreational development is implemented in this part of Fairfax County that will provide numerous recreational opportunities suitable to a range of residents, tourists, and other visitors.

In advance of considering this proposal, Alpine-X extends its greatest appreciation for consideration, and looks forward to working closely with Fairfax County to undertake this initiative in a collaborative manner that focuses on a comprehensive vision for this area of the county.

Best Regards,

A handwritten signature in black ink, appearing to read 'Niels ten Berge', with a long horizontal stroke extending to the right.

Niels ten Berge

CEO | Alpine-X LLC





# Executive Summary



# Executive Summary

Alpine-X LLC (a Virginia-based Limited Liability Company) is a company focused on property development, specifically focusing on recreational facilities in the U.S., and is a 50% owner of SnowWorld USA, Inc., ("SnowWorld USA") is a Delaware-corporation. SnowWorld International B.V., (a Netherlands based corporation) has afforded its knowledge resources, professional network, and development experience to Alpine-X through SnowWorld USA.

Alpine-X is pleased to submit this proposal under the Public Private Education and Infrastructure Act of 2002, Virginia Code Ann. § 56.575.1 et seq. (the "PPEA") to secure a master lease, or other mutually agreed upon arrangement, for development and redevelopment of multiple portions of the I-95 Landfill Complex located at 9850 Furnace Road, Lorton, VA, 22079. The total site which is approximately 489 acres currently serves as an operational and functional landfill with parts that are no longer active. This proposal envisions the development of primarily closed portions of the landfill with any work done on operational portions of the landfill being done in close collaboration with the Department of Public Works, the landfill operator, and Fairfax County, Virginia, to ensure that any impact to landfill operations is minimized.

Alpine-X's proposal traces its roots to discussions beginning in 2016 with representatives through the county, followed by an intensive undertaking to select a location. Several locations in the Washington, D.C. metropolitan area have been evaluated and considered, with the Lorton site presenting some key benefits that have made this the top location of choice for Alpine-X. The development initially focused on an indoor snow sports facility and hotel through SnowWorld USA, but as broader recreational needs were identified by county representatives and officials, and opportunities arose with a range of development partners, including SnowWorld International B.V. commencing the development of wave/surf pools in Europe, a broader vision for the South County area of Fairfax County came to fruition where residents and visitors can ski, surf, ride a mountain coaster, go biking, and use other area facilities such as the nearby Workhouse Arts Center, Laurel Hill Golf Course, and NOVA Parks' Occoquan Regional Park and its various offerings such as The River View at the Jean R. Packard Center, the Brickmakers Café, the improved waterfront plaza and boardwalk, an open large group pavilion, and a 5K loop trail. As Alpine-X engaged in discussions with local officials, a need for connectivity and community came to light that the company has decided to execute on through this broader development that can help to redefine Lorton which is currently associated with the former prison facility, and the landfills and quarries, to a destination that represents the peak of Fairfax County.

Alpine-X will be serving as the developer of the larger recreational project, while SnowWorld USA will be the owner and operator of the snow sports facility, the hotel, and other components of the project. Alpine-X is exploring partnerships for other facilities with groups such as NOVA Parks which currently operates several Fairfax County water parks, bringing in local restaurateurs to operate dining and drinking establishments, and forging other partnerships with local businesses to promote the local economy, and providing opportunities to others in the community such as having rotating art from artists at the Workhouse Arts Center presented in the SnowWorld facility. Alpine-X is also forging relationships with other businesses in the skiing and snow sports industry to lend expertise and experience to the U.S. operation. SnowWorld International B.V.'s 20+ years' experience in the industry will prove invaluable in identifying management and leadership to operate the facility ensuring that the proper knowledge and experience is charged with operating the Fairfax County facility successfully.

Alpine-X recognizes the need and associated challenges with re-zoning the property, currently in the R-C zoning district to a commercial or industrial zoning district also obtaining a special exemption or special permit. This submission assumes that the property can be successfully re-zoned and that any required permits and special exemptions can be achieved. Development as a design level will be performed while necessary entitlements are secured; once completed, construction documentation will be completed, and non-equity financing will be secured, if it has not already been secured. At this time, construction will commence on the initial development which is expected to take approximately 12 to 18 months.

## The Development Team

### Alpine-X LLC

Alpine-X LLC is a Virginia based limited liability company that serves as the holding company of the U.S.-based owners and developers of SnowWorld USA, and will operate in a developmental capacity, providing support to the U.S. development company. The principals of Alpine-X include a team experienced with the development of large assets, real estate development, entrepreneurship, and more. The team includes Mr. Niels ten Berge, the CEO of Alpine-X and CEO of SnowWorld USA, Mr. Jeffrey Hokenson, the Chief Marketing Office (CMO) of Alpine-X and SnowWorld USA, Mr. Tom Arehart, the Chief Development Officer (CDO) of Alpine-X and SnowWorld USA, Mr. Bradley Ryan, the SVP, Business Development of Alpine-X and SnowWorld USA, and Mr. Hank Issac, the Chief Brand Officer of Alpine-X and SnowWorld USA.

Alpine-X is serving as the lead developer on this project, representing SnowWorld USA, and is submitting the PPEA for the development of the broader Lorton landfill area.



### SnowWorld USA, Inc.

SnowWorld USA, Inc., is a Delaware company that represents a development partnership between Alpine-X and SnowWorld International B.V. SnowWorld USA will leverage the resources, experience, and personnel of its partner companies, at the initial stages of development, while on boarding its own personnel that will handle the oversight and development of facilities in the U.S. SnowWorld USA plans to develop the indoor skiing component of the Fairfax County facility as the flagship location, with a goal to expand to 20+ facilities throughout North America over the next ten years.



### SnowWorld International B.V.

SnowWorld International B.V. is a Netherlands-based company that has developed, built, and operated indoor snow sports facilities for 20+ years. Currently, SnowWorld International B.V. has two facilities that it owns and operates in Europe including one in Landgraaf and one in Zoetermeer – collectively, these two facilities have a total snow surface of approximately 51,000 m<sup>2</sup> or nearly 550,000 sq. ft. In addition to the various ski slopes, both ski resorts feature a selection of food and beverage facilities and meeting rooms. Winter sports stores and health clubs also form part of the SnowWorld concept. The ski resort in Landgraaf furthermore comprises a four-star hotel with 100 rooms and an Outdoor Park. The ski resort in Zoetermeer was expanded in October 2016 by lengthening one of the existing slopes to 300 meters. SnowWorld has achieved rapid growth in the





Netherlands since its incorporation in 1996. In addition to the further optimization of the two current ski resorts, the company's strategy is to further roll out this proven successful concept throughout the world. SnowWorld has 247 employees (FTE) and achieved revenue of more than € 27 million and net operating profit of € 3.1 million in the 2016/2017 reporting year.

SnowWorld International B.V. is currently in the planning and development phases of facilities in Milan, Barcelona, Paris, and other locations that are not yet publicly named. SnowWorld International B.V. has consulted on numerous developments throughout Europe and the world.

