

OAKWOOD

DEVELOPMENT



PPEA Proposal
February 15, 2018



OAKWOOD DEVELOPMENT

February 15, 2018





Arlington Partnership For Affordable Housing

Board of Directors

Kevin Yam
APAH Board Chair

Nina Janopaul
APAH President/CEO

Susan Bell
Vice Chair

Matthew Birenbaum
Treasurer

Robert Rozen
Secretary

Yvonne Aiken

Rita Bamberger

Cecilia Cassidy

George Covucci

Michael Geary

Julie Gould

Jay Harris

Paul Holland

Ted Hicks

Rich Jordan

Erica Khatchadourian

Rev. Andrew Merrow

John Milliken

Sarah Morales

Kathie Panfil

Nancy Rase

Michael Spotts

February 15, 2018

Ms. Cathy Muse, County Purchasing Agent
Director, Department of Purchasing and Supply Management
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

RE: Unsolicited PPEA for the development of property owned by Fairfax County, VA
and the Fairfax County Redevelopment and Housing Authority

Dear Ms. Muse:

The Arlington Partnership for Affordable Housing ("APAH") is pleased to submit our interest in developing a property, known as Oakwood, owned by Fairfax County, VA through an unsolicited proposal under the Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA).

Leveraging vacant land in the Lee District for affordable, senior housing is an innovative approach to help meet the housing needs of some of Fairfax County's low-income senior residents who want to age in place. We believe that the community will applaud and support the partnership between APAH and Fairfax County to redevelop the site for high-quality affordable, senior housing.

APAH has repeatedly been successful in navigating complex special land use studies and entitlement processes, including on public land. Our last five new construction projects were all approved with unanimous support from local elected officials and were the top scorers in the Virginia Housing Development Authority's annual tax credit competitions in their respective years. APAH has the expertise and execution ability to meet the objectives, as outlined in the attached proposal.

This is an extraordinary and innovative opportunity for APAH and Fairfax County. In this potential partnership, APAH can integrate our strengths and knowledge in real estate development, affordable housing finance and operations with Fairfax County's ownership of this underutilized site near the Van Dorn Metro and critical transportation access points.

If you have any questions or comments on the proposal, do not hesitate to contact me or Carmen Romero, our Vice President of Real Estate. Thank you for this opportunity.

Sincerely,

Nina Janopaul
President and Chief Executive Officer

4318 N Carlin Springs Road
Arlington, VA 22203
703.276.7444

CC: Carmen Romero, Mike Chiappa

Table of Contents

Executive Summary

Section 1: Confidentiality and Letters of Support

Section 2: Qualifications and Experience

- a. Project Organizational Chart
- b. APAH Corporate Brief, Projects, and Resumes
- c. Contractor Corporate Briefs and Resumes

Section 3: Project Characteristics

- a. Approach
- b. Schedule
- c. Project Concept: Renderings, Massings, and Plans

Section 4: Project Financing

- a. Financing Structure
- b. Budgets, Sources and Uses

Section 5: Project Benefit and Compatibility

Executive Summary

The Arlington Partnership for Affordable Housing (“APAH”) is pleased to submit our interest in developing a property, hereby known as Oakwood, owned by Fairfax County, VA and the Fairfax County Redevelopment and Housing Authority (FCRHA) through this unsolicited proposal under the Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA).

The Developer

APAH is a non-profit entity that was founded in 1989 to provide safe, quality affordable housing for low-income individuals and families. APAH acquires, renovates and constructs apartment communities; provides educational, financial and recreational programs for children and adults; and connects at-risk families to emergency and longer-term rental assistance, information and referrals.

APAH has developed a portfolio of 15 residential properties valued at almost \$250 million. All properties are located in Northern Virginia. We have a successful track record in acquiring, financing and redeveloping properties, including:

- In 2014, APAH completed **Arlington Mill Residences**, a new 122-unit building on a county-owned parcel on Columbia Pike. This property was made possible by a unique public-private partnership with Arlington County – APAH was selected from a competitive field of five applicants in a high-profile process that included several larger non-profit and for-profit developers. The transaction was structured as a 99-year Ground Lease. **At the end of the project, APAH used savings to reduce rents on 23 units at the property for low income families.**
- In October 2016, APAH delivered **The Springs**, a new 104-unit committed affordable property that is also the site of APAH’s new headquarters. The Springs was made possible by APAH’s active participation in a Special Land Use Study, the North Quincy Street Plan Addendum, which was adopted by the Arlington County Board in February 2013. During this process, APAH successfully worked with the community to gain their support for increased density on APAH’s one-acre site. The project broke ground in March 2015 and was delivered both on time and on budget. **At the end of the project, APAH paid \$1M of project savings to Arlington County to reduce their allocated soft money subsidy.**
- In February 2015, APAH received unanimous approval for **Columbia Hills**, a new 229-unit building on Columbia Pike. APAH was a pioneer in the innovative and powerful financing tool which combines the 4% and 9% Low Income Housing Tax Credit (LIHTC)

programs to maximize equity for the project. APAH successfully closed on the financing in June 2016, and the project is currently under construction and is expected to deliver in late 2018.

- In December 2015, APAH secured unanimous Arlington County Board approval for both the use permit and investment funding needed to acquire the Arlington Presbyterian Church site (now known as “**Gilliam Place**”) on Columbia Pike. When the threat of tax reform and correction to LIHTC pricing occurred in late 2016, APAH accelerated the closing timeline for Gilliam Place and secured full building permits in a record 4 ½ months to close by June 2017. This efficient process allowed APAH to preserve the higher LIHTC pricing from our investor; missing the June 2017 deadline would have created a \$5M gap in the project sources from reduced equity pricing. Gilliam Place is now under construction, and APAH is working with the Church to provide an opportunity for the congregation to re-occupy ground floor space in the new building. Gilliam Place is expected to open in late 2019.
- In 2015, APAH actively participated a Planning Study for the West Rosslyn area of Arlington. Collaborating with the community, County personnel and other land owners, APAH was able to achieve an aggressive plan recommendation to increase density from the 39-unit **Queens Court**, APAH’s current aging property on a one-acre parcel, to 249 units of affordable housing less than ½ mile from the Rosslyn Metro.

APAH has an unparalleled track record of securing density approvals and innovative financing in our region, as well as creatively leveraging the potential of land creatively to meet our goals. We are also known as a pioneer in permanent supportive housing. We bring a mission-focus to our work, providing services and programs to stabilize and enhance the lives of our residents. We are excited for the opportunity to utilize our skills and expertise in partnership with Fairfax County.

APAH has been recognized with numerous awards, including several for Arlington Mill Residences (AMR), including the Urban Land Institute – Washington Trends Award for Excellence in Housing Development and the prestigious national Charles L. Edson Tax Credit Excellence Award for Metropolitan/Urban Housing. AMR was also named the EarthCraft Virginia Multifamily New Construction Project of the Year and the Best Housing Development in Virginia at the 2014 Virginia Governor’s Housing Conference. APAH was named 2014 Developer of the Year by the Housing Association of Nonprofit Developers (HAND). More recently, APAH’s The Springs won several awards, including American Institute of Architects’ Northern Virginia Chapter’s Award of Merit for Commercial Architecture and 2017 Multifamily New Construction Project of the Year at Viridian’s Annual Sustainable Leadership Awards.



The Concept

APAH is excited to propose a public-private partnership with Fairfax County and structure a transaction that will generate 150 new, independent senior affordable homes in the Lee District. This proposal will leverage an approximately 6.21 acre site area at the intersection of Oakwood Road and S. Van Dorn Street as identified as tax map references 81-2((1)) 17C and 81-4((1)) 32, 33, and 34.

The creation of senior affordable housing is a key goal for the County. The whole country is experiencing a significant increase in its older adult population, and locally, the American Community Survey shows that almost a quarter of households in Fairfax County include adults over the age of 65. Fairfax County's projections show a 51% increase in the 65+ age group and a 55% increase in the 70+ age group between 2010 and 2030. However, much of the region's existing housing stock – in terms of options, affordability, and accessibility – is incompatible with the needs of an increasingly older population that overwhelmingly wants to age in place. Older renters are particularly vulnerable to the rising housing prices of our region.

APAH's vision is to develop 100% committed affordable, senior housing with a mix of one- and two-bedroom apartments designed to meet the needs of the target 62+ senior population. In addition to the rental homes, APAH proposes that the development will feature ample community amenities, such as landscaped areas, resident services offices and meeting space, in addition to services and programs that support the whole resident. APAH has included communal multipurpose spaces in the design to allow for computer/library and meeting areas, wellness programs and activities for the senior residents. APAH will also be exploring indoor/outdoor greenhouse programming and free wi-fi access for the building.

Conclusion

In this proposal, APAH outlines our approach to developing new, committed affordable housing on a currently vacant County-owned parcel. We believe that our goals are achievable by leveraging our substantial resources and expertise in partnership with the County's real estate holdings. We are confident that we can create a project that both Fairfax County and APAH will proudly call a success for the entire community.

Section 1

Statement of Confidentiality
Letters of Support

Section 1

Confidentiality and Letter of Support

In accordance with Virginia Code Section 2.2-3705.6 11.b., APAH requests the following sections be deemed proprietary and confidential because they are either financial records of a private entity or would adversely impact financial interest or bargaining position of the public or private entity.

Virginia Code Section 2.2-3705.6 11.b.

b. Records provided by a private entity to a responsible public entity, affected jurisdiction, or affected local jurisdiction pursuant to the provisions of the Public-Private Transportation Act of 1995 or the Public-Private Education Facilities and Infrastructure Act of 2002, to the extent that such records contain (i) trade secrets of the private entity as defined in the Uniform Trade Secrets Act (§ 59.1-336 et seq.); (ii) financial records of the private entity, including balance sheets and financial statements, that are not generally available to the public through regulatory disclosure or otherwise; or (iii) other information submitted by the private entity, where, if the records were made public prior to the execution of an interim agreement or a comprehensive agreement, the financial interest or bargaining position of the public or private entity would be adversely affected. In order for the records specified in clauses (i), (ii) and (iii) to be excluded from the provisions of this chapter, the private entity shall make a written request to the responsible public entity:

1. Invoking such exclusion upon submission of the data or other materials for which protection from disclosure is sought;
2. Identifying with specificity the data or other materials for which protection is sought; and
3. Stating the reasons why protection is necessary.

Specifically, APAH requests confidentiality of the following sections under Virginia Code Section 2.2-3705.6 11.b (ii) financial records of the private entity, including balance sheets and financial statements, that are not generally available to the public through regulatory disclosure or otherwise:

- *Section 2 (e): Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater.*

APAH further requests confidentiality under Virginia Code Section 2.2-3705.6 11.b (iii) for information that if “made public prior to the execution of an interim agreement or a comprehensive agreement, the financial interest or bargaining position of the public or private entity would be adversely affected” for the following sections:

- *Section 3(a): Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type and intent of the project, the location, and the communities that may be affected are clearly identified. Final bullet.*
- *Section 3 (c): Include a list of all federal, state, and local permits and approvals required for the project and a schedule for obtaining such permits and approvals.*
- *Section 3 (f): Identify the proposed schedule for the work on the project, including the estimated time for completion.*
- *Section 3(g): Identify contingency plans for addressing public needs in the event that all or some of the project is not completed according to the projected schedule.*
- *Section 3 (m): List any contingencies that must occur for the project to be successful.*
- *Section 4 (b): Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs. Include any supporting due diligence studies, analyses, or reports.*
- *Section 4(c): Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all fees associated with financing given the recommended financing approach. In addition, complete disclosure of interest rate assumptions should be included. Any ongoing operational fees, if applicable, should also be disclosed as well as any assumptions with regard to increases in such fees.*
- *Section 4(d): Identify all anticipated risk factors and methods for dealing with these factors.*

SENATE OF VIRGINIA

BARBARA A. FAVOLA
31ST SENATORIAL DISTRICT
PART OF ARLINGTON, FAIRFAX, AND
LOUDOUN COUNTIES
2319 18TH STREET NORTH
ARLINGTON, VIRGINIA 22201-3506
(703) 835-4845



COMMITTEE ASSIGNMENTS:
LOCAL GOVERNMENT
REHABILITATION AND SOCIAL SERVICES
TRANSPORTATION

February 12, 2018

Mr. Thomas Fleetwood, Director
Fairfax County Dept. of Housing and Community Development
3700 Pender Drive, Suite 300
Fairfax, Virginia 22040-6039

Dear Mr. Fleetwood:

I understand that the Arlington Partnership for Affordable Housing (APAH) is proposing to develop new affordable housing with Fairfax County. I want to offer my endorsement for this organization and its fine track record.

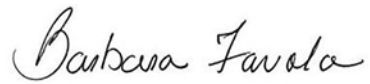
I became familiar with APAH through my service on the Arlington County Board and have continued to follow the progress of this organization throughout my tenure in the Virginia Senate. This organization is an exemplary housing developer and mission-minded organization. APAH staff are innovative, diligent and fiscally responsible. They have added hundreds of quality rental homes to Arlington County's dwindling affordable housing stock, leveraging financing tools and navigating complex entitlement processes.

It is important to note that APAH staff are easy to work with and diligent in coordinating the various public financing options available to non-profit affordable housing developers. You should also know that APAH has never missed a payment, required as part of an Arlington County loan agreement, to pay back dollars loaned through Arlington County's Affordable Housing Trust Fund. This attention to accountability and transparency are valuable traits when public dollars are involved with a transaction.

Moreover, APAH is very committed to the community. The organization is a pioneer in permanent supportive housing and has built strong partnerships with other organizations that address the needs of the underserved, including Doorways for Women and Families, the Arlington Free Clinic and the Arlington Food Assistance Center.

I encourage you to give APAH's proposal strong consideration. I applaud your commitment to addressing our region's affordable housing crisis in new and creative means

Sincerely,

A handwritten signature in cursive script that reads "Barbara Favola". The ink is dark and the signature is fluid, with a large initial 'B' and a stylized 'F'.

Barbara A. Favola



February 5, 2018

Mr. Thomas Fleetwood, Director
Fairfax County Department of Housing and Community Development
3700 Pender Drive, Suite 300
Fairfax, Virginia 22040-6039

Dear Mr. Fleetwood:

I understand the Arlington Partnership for Affordable Housing (APAH) is proposing to develop new affordable housing with Fairfax County. As you know, The Virginia Housing Development Authority (VHDA) is Virginia's housing finance agency and a major provider of financing for affordable rental housing. APAH is one of VHDA's largest borrowers: we have funded twelve completed APAH properties with over \$120M in financing. We are currently funding two more APAH construction projects, which are expected to create 400 new units. APAH has delivered its projects on time and often under budget. They have completed transactions utilizing complex financing structures, including ground leases and the hybrid 4%/9% structure. They bring a strong commitment to mission in their work.

APAH has been a pioneer and leader in providing permanent supportive housing for persons with disabilities. APAH staff participate actively in our commissions and working groups. Accordingly, I write to commend APAH to your agency and hope they can bring their talents and experience to Fairfax, as they have in Arlington, to further the good work you are doing to produce much-needed affordable housing.

Sincerely,

Susan Dewey
Executive Director

SFD/sle

cc: Art Bowen



February 6, 2018

Mr. Thomas Fleetwood, Director
Fairfax County Dept. of Housing and Community Development
3700 Pender Drive, Suite 300
Fairfax, Virginia 22040-6039

Dear Mr. Fleetwood:

I am pleased to support Arlington Partnership for Affordable Housing (APAH) in its proposed expansion to develop new affordable housing in Fairfax County.

APAH is a valued and successful partner with Bank of America. Bank of America purchased low income housing tax credits in two recently completed new construction projects in Arlington. Currently, Bank of America is funding another \$37M investment at the Columbia Hills, a development which will bring 229 units of new construction units via an innovative 4%/9% LIHTC hybrid structure. In both completed projects, Arlington Mill and The Springs, APAH delivered the projects on time and under budget.

Bank of America has recognized APAH philanthropically as well, selecting APAH for its national Neighborhood Builders program providing the organization with unrestricted grant funding and executive training for both their CEO and emerging leadership.

Should you have any questions regarding their capacity and our experience on these transactions, please do not hesitate to reach out to me.

Sincerely,

A handwritten signature in black ink, appearing to read "Derrick Perkins".

Derrick Perkins
Senior Vice President
Bank of America
1800 K St NW
Washington, DC 20006
202.442.7595 (ph)
Derrick.N.Perkins@baml.com

APAH References

Susan Dewey

Executive Director
Virginia Housing Development Authority
Richmond, VA
Ph: (804) 343-5601
E: susan.dewey@vhda.com

Barbara Favola

Virginia State Senator, 31st District
Arlington, VA
Ph: (703) 969-6749
E: district31@senate.virginia.gov



Jay Fisette

Former Arlington County Board Chair
Arlington, VA
Ph: (703) 524-2277
E: jay@fisette.org



Derrick Perkins

Senior Vice President, Community Development Banking
Bank of America Merrill Lynch
Washington, DC
Ph: (202) 442-7595
E: derrick.n.perkins@baml.com

John G. Milliken

Current APAH Board Member
Senior Fellow in Residence, George Mason University
Former Secretary of Transportation, Commonwealth of VA
Arlington, VA
Ph: (703) 300-1166
E: jmillik3@gmu.edu



Arlington Partnership
For Affordable Housing

Section 2

Qualifications and Experience

Section 2

Qualifications and Experience

- a. Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor in the structure fits into the overall team. All members of the offeror's team, including major subcontractors known to the proposer must be identified at the time a proposal is submitted for the Conceptual stage. Identified team members, including major subcontractors (over \$5 million), may not be substituted or replaced once a project is approved and comprehensive agreement executed without the written approval of the County.**

The project will be led by APAH, the developer. APAH is a 501c3 organization founded in 1989 to meet the housing needs of the diverse Arlington community. From its humble beginnings, APAH has experienced tremendous growth and is now considered "best in class" in affordable housing development in our region. In addition to its high quality, efficient real estate development, APAH is known for its commitment to providing service-enriched housing and promoting stability and opportunity for all residents.

For the proposed Oakwood development, all contractors and team members will report to the respective developer and the developer representative, Carmen Romero of APAH, who will serve as the primary point of contact. Ryan Nash of APAH will be the Project Manager.

APAH will utilize Grimm + Parker for architectural services. Grimm + Parker Architects is a design leader in the mid-Atlantic region, bringing their expertise in designing 80+ affordable and senior living developments.

APAH recruited land planning and civil engineering consultants christopher consultants, Ltd.; construction pricing and development consultant Ken Reh fuss of RKR Construction Company, LLC; and land use counsel, Mark Viani of Bean Kinney & Korman P.C. All bring extensive expertise with Fairfax County to the Oakwood team.

christopher consultants is a leading regional leader in civil engineering, surveying and land design. The firm has worked on over 1,400 projects in Fairfax County over the span of 35 years, including many contracts with the County over the last five years.

RKR Construction is a full-service construction management and estimating firm. Ken Reh fuss, the President of RKR, has worked on the construction of more than 12,500 units in the Washington, D.C. area worth over \$655 million in revenue.

In Fairfax County, Mr. Viani has a long record of successfully representing property owners, retailers, developers and institutions in real estate and land use matters. These range from multi-building corporate office headquarters complexes in Tysons Corner (e.g. Freddie Mac, Pentagon Federal Credit Union), to retail and commercial development, shopping centers, large and medium format retail establishments, bank branches,

restaurants, to institutional and health care facilities (nursing homes, memory care facilities, hotels, private schools) and numerous market rate and affordable residential projects, including both single-family and multifamily projects. Additionally, Mr. Viani is extensively involved in Fairfax County as President of the Southeast Fairfax Development Corporation and Chair of the Mount Vernon Council of Citizens Associations (MVCCA).

Our team's organizational chart, firm overviews and key personnel resumes follows this narrative.

- b. Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project including experience with projects of comparable size and complexity. Describe the length of time in business, business experience, public sector experience and other engagements of the firm or consortium of firms. Describe the past safety performance record and current safety capabilities of the firm. Describe the past technical performance history on recent projects of comparable size and complexity, including disclosure of any legal claims of the firm. Include the identity of any firms that will provide design, construction and completion guarantees and warranties and a description of such guarantees and warranties. Provide resumes of the key individuals who will be involved in the project.***

APAH has a successful 28-year track record of developing and operating high quality, affordable housing in our region. APAH owns 15 multifamily residential properties that provide homes to 1,363 households (3,181 individuals) and carry an asset value of \$250 million. APAH is also well-known for its commitment to providing service-enriched housing and promoting stability and opportunity for all residents. Our resident services and programming are targeted to meet the diverse needs of adults and families living in our properties and are implemented in collaboration with community nonprofits.

APAH works tirelessly to increase the supply of committed affordable rental apartments using the following strategies:

- Acquiring existing committed affordable properties nearing the end of their use restrictions and preserving their affordability for generations to come;
- Redeveloping aging properties to increase the number of affordable units with accessible, energy efficient and attractive new infill construction; and/or
- Acquiring and developing new sites for infill committed affordable housing, often through public-private partnerships.

APAH has extensive experience developing affordable housing projects that are comparable in size and complexity to this project, as highlighted in the development sheets and resumes of key personnel that follow this narrative. Our performance history makes us best in class.

APAH will provide completion and budget guarantees for the development of affordable senior housing. These guarantees will mirror the ultimate financial structure.

APAH is committed to safety and has a low claims history with its properties. To quote our agent, the Executive Vice President of Georgetown Insurance, "APAH's claims history is outstanding for the entire time it has been insured with Philadelphia Insurance (a period of more than 12 years). That applies to both liability claims and property claims. APAH has always retained the highest quality professional property management firms, who are directed by APAH to manage and maintain their properties with the highest standards in mind."

The firm overviews and safety performance of APAH and our team follows this narrative.

- c. For each firm or major contractor (\$1 million or more) that will be utilized in the project, provide a statement listing all of the firm's prior projects and clients for the past 3 years with contact information for such clients (names/addresses/ telephone numbers). If a firm has worked on more than ten projects during this period, it may limit prior project list to ten, but shall first include all projects similar in scope and size to the proposed project, and second, it shall include as many of its most recent projects as possible. Each firm or major subcontractor shall be required to submit all performance evaluation reports or other documents in its possession evaluating the firm's performance during the preceding three years in terms of cost, quality, schedule, safety and other matters relevant to the successful project development, operation, and completion.***

APAH will lead a team of highly experienced contractors throughout the proposed development, including Grimm + Parker for architectural and landscape design services.

christopher consultants, Ltd. will bring 35+ years of expertise in civil engineering and land use planning. Ken Reh fuss of RKR Construction Company brings 30+ years in construction management and estimating expertise. Mark Viani of Bean Kinney & Korman P.C. will provide land use counsel.

The corporate information, resumes, and comparable projects of all selected contractors will immediately follow this narrative.

- d. Provide the names, addresses, and telephone numbers of persons within the firm or consortium of firms who may be contacted for further information.***

Carmen Romero, Vice President of Real Estate Development
Arlington Partnership for Affordable Housing
4318 N Carlin Springs Road, Arlington, VA 22203
Email: cromero@apah.org
Ph: 571-733-9616

- e. Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater.***

These statements have been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

- f. Identify any persons known to the private entity who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to The Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et seq.) of Title 2.2.**

None.

- g. Identify proposed plan for obtaining sufficient numbers of qualified workers in all trades or crafts required for the project.**

The plan will be provided when the General Contractor is selected.

- h. Provide information on any training programs, including but not limited to apprenticeship programs registered with the U.S. Department of Labor or a State Apprenticeship Council, in place for employees of the firm and employees of any member of a consortium of firms.**

The plan will be provided when the General Contractor is selected.

- i. Provide information on the level of commitment by the firm to using small, women-owned, or minority businesses in developing and implementing the project.**

APAH has hired Grimm and Parker as the project architect. The firm is certified as a Small, Women-owned, and Minority-owned Business (SWaM) for Virginia.

APAH has also employed the expertise of christopher consultants, a registered SWaM business in Virginia. The firm is also a federal small business and MWAA LDBE.

The certifications will immediately follow this narrative.

Further plans will be provided when the General Contractor is selected.

- j. For each firm or major subcontractor that will perform construction and/or design activities, provide a sworn certification by an authorized representative of the firm attesting to the fact that the firm is not currently debarred or suspended by any federal, state or local government entity.**

Grimm + Parker and christopher consultants' Certifications Regarding Debarment follow this narrative.



Once the General Contractor is selected, the certification will be provided.

- k. Describe worker safety training programs, job-site safety programs, accident prevention programs, written safety and health plans, including incident investigation and reporting procedures.***

APAH will require our General Contractor to have a job-site safety program as a requirement for selection. We will provide this information once the General Contractor is selected.

- l. Virginia Code 22.1-296.1C provides: "Prior to awarding a contract for the provision of services that require the contractor or his employees to have direct contact with students, the school board shall require the contractor and, when relevant, any employee who will have direct contact with students, to provide certification that (i) he has not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child; and (ii) whether he has been convicted of a crime of moral turpitude." Identify the proposed plan for complying with the intent of Va. Code §22.1-296.1C if the contractor or its employees or subcontractors, will have direct contact with students.***

Not applicable.

Organizational Chart



Developer

Nina Janopaul, President/CEO
Carmen Romero, Vice President, Real Estate
Mike Chiappa, Director, Real Estate
Ryan Nash, Project Manager



Architect

Logan Schultz AIA, Partner
Mel Thompson, Principal
Regina Clark AIA LEED AP BD+C, Senior Associate



christopher
consultants

Civil Engineering & Land Planning

Mike Kitchen P.E., Vice President, Land Development
John Rinaldi ACIP, MLA, BES (PLAN), Land Planning Manager, Senior Associate
John Levtov P.E., DPE, Associate - Land Development Division
Greg Drew P.E., Group Leader - Suburban Land Division



RKR CONSTRUCTION
COMPANY, LLC

Construction Management

Ken Rehfuss LEED AP, President



Land Use Counsel

Mark Viani
Lauren Keenan Rote

Arlington Partnership For Affordable Housing





Arlington Partnership
For Affordable Housing

About APAH



The Arlington Partnership for Affordable Housing (APAH) was founded in 1989 to meet the urgent housing needs of the diverse communities of Northern Virginia.

Today, more than 25 years later, APAH has a portfolio of 16 properties valued at over \$250 million. Our pipeline includes an additional 800+ units under active construction or under development. There are more than 3,100 residents that call an APAH property home. Our real estate approach is mission-driven, innovative, and disciplined.

Serving Residents

A safe, affordable home is only the first step to family stability. APAH is committed to connecting our residents to programs and services that strengthen financial literacy and open doors to opportunity. Working with service providers and volunteers, we are guided by best practices and the belief that a strong resident services program can reduce barriers and improve lives.

Building Communities

APAH is an award-winning and entrepreneurial nonprofit real estate developer. To add affordable homes, we build new construction projects, preserve market affordable apartments at threat of being lost, and redevelop current properties into higher density buildings, when appropriate. APAH is a pioneer in providing permanent supportive housing in scattered-site locations. In addition to nonprofit partnerships, APAH was the first affordable housing developer to work with Arlington County on Project Hope, a program for people with disabilities who need in-home support.

Our Team

APAH has a professional staff of 23 focused on real estate development, resident services, finance, and community relations. Our real estate team has more than 100 years of experience and is a recognized leader in innovative financing and efficient project management.

APAH's Mission

To develop, preserve, and own quality, affordable homes; to promote stability and opportunity for our residents; and to advocate with the people and communities we serve.

APAH's Values

Compassion
Innovation

Integrity
Excellence

Collaboration
Impact

By The Numbers

16 Affordable Rental
Communities

811 Units in
Pipeline

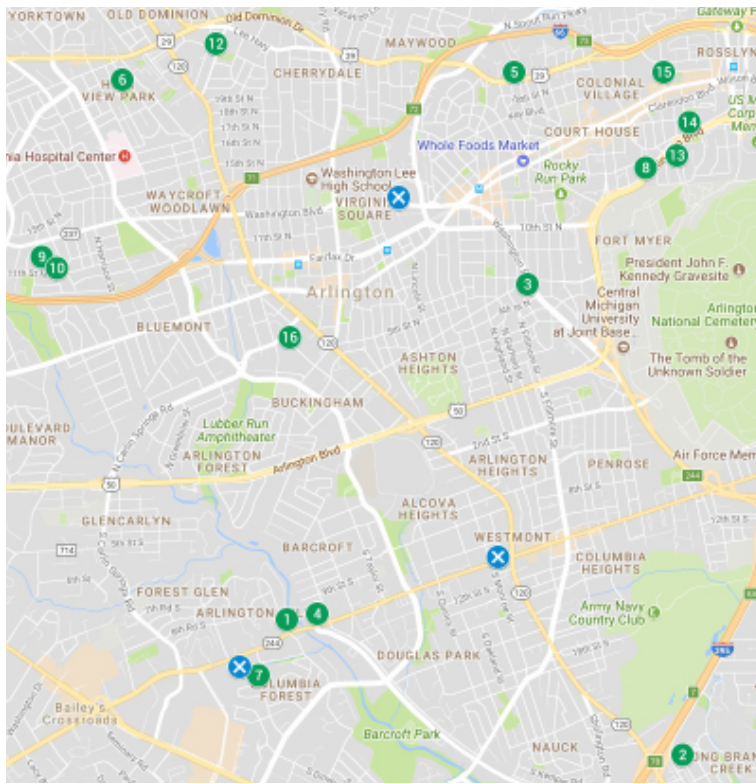
1,363 Current
Units

10% Designated
for Permanent
Supportive Housing and
Formerly Homeless

Contact Us

www.apah.org
703.276.7444

4318 N Carlin Springs Road, Arlington, VA 22203



Community	Year Completed	Units
Fisher House (9).....	1991.....	17
Queens Court (15).....	1995.....	39
Fisher House (9) (expansion).....	1996.....	16
Calvert Manor (5).....	1998.....	23
The Barkalow (3).....	1999.....	14
Leckey Gardens (12).....	2000.....	40
Cameron Commons (6).....	2001.....	16
Columbia Grove (7).....	2003.....	208
Courthouse Crossings (8).....	2006.....	112
Parc Rosslyn (14) (redevelopment: Rosslyn Ridge).....	2008.....	238
Buchanan Gardens (4).....	2009.....	111
Marbella (13).....	2011.....	134
Arlington Mill Residences (1).....	2014.....	122
Arna Valley View (2).....	2014.....	101
The Springs (16) (redevelopment: Carlyn Springs).....	2016.....	104
Fisher House II (10).....	2016.....	68

Under Construction or In Development

Columbia Hills.....	2018.....	229
Gilliam Place.....	2019.....	173
Queens Court (15) (redevelopment).....	2021.....	249
American Legion.....	2023.....	150

APAH Properties

Under Construction: Columbia Hills

Reclaiming a surface lot at APAH's Columbia Grove property, Columbia Hills is currently under construction. Upon completion, this new community will add 229 apartments. To maximize equity for the project, APAH was a pioneer in the use of a hybrid financing tool which combines 4% and 9% LIHTC.



Under Construction: Gilliam Place

Born out of a partnership with Arlington Presbyterian Church, Gilliam Place will be built on a 65,000 sq. foot site on Columbia Pike. Using hybrid tax financing, the development will create 173 new affordable homes, as well as 8,500 sq. feet of street level retail space. Gilliam Place is currently expected to open in late 2019.



In Development: Queens Court

Located on a one-acre parcel in Rosslyn, Queens Court will be redeveloped from a 39-unit garden apartment into a 249-unit high rise of affordable homes. APAH received rezoning and site plan approval in February 2017 and will apply for LIHTC financing in 2018.



In Development: American Legion

APAH is partnering with the American Legion Post 138 to redevelop their 1.4 acre site in Virginia Square, Arlington. APAH expects to develop approximately 140-160 units on the site, and is working with funding sources to commit a portion of the units to formerly homeless veterans.



Arlington Mill Residences

901 S. Dinwiddie Street, Arlington, VA 22204



About this Location

Arlington Mill Residences is an award-winning, highly accessible rental community. It is adjacent to the Arlington Mill Community Center, where residents have access to its gym, preschool, and educational programming. The building is also within walking distance of public transport, Four Mile Run Trail, and Glencarlyn Park.

Building and Apartment Features

Arlington Mill is a four-story, 122-unit building that opened in 2014. Through an innovative public-private partnership, APAH was allowed to build affordable housing atop public land, ensuring that cost savings could be shared with the community through lower rents for very low income families and a permanent supportive housing studio wing.

The family-friendly building is highly accessible, with 10 percent of its units barrier free. It is also certified EarthCraft for its green and sustainable design, and residents enjoy convenient access to nearby green space, community rooms, and onsite resident services programming.

As the Columbia Pike neighborhood undergoes change and revitalization, Arlington Mill Residences and Community Center will be an anchor in the district through its affordable homes and community programs and services.

Project Financing

Sources

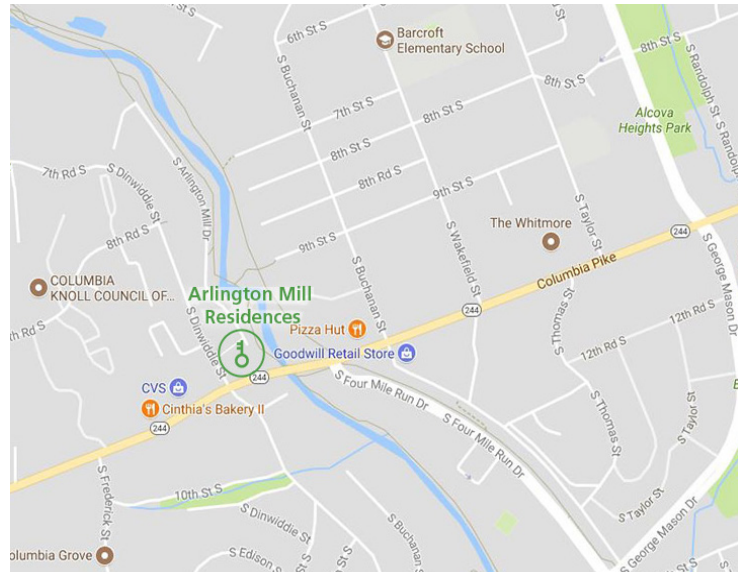
VHDA First Mortgage	\$8,870,000
LIHTC Equity	\$22,041,000
Total:	\$30,911,000

Uses

Pre-paid Ground Lease	\$1,661,000
Construction Costs	\$20,328,000
Soft Costs	\$4,345,000
Fees and Reserves	\$1,995,000
Developer Fee	\$2,582,000
Total:	\$29,400,000

Project Partners

Arlington County
Bank of America Merrill Lynch
Virginia Housing Development Authority
Hamel Builders
Kishimoto.Gordon.Dalaya Architecture (KGD)



Apartment Mix and Affordability

Size	Units @ 60% AMI	Units @ 50% AMI	Units @ 30% AMI	Total
Studio	0	0	8	8
1 Bedroom	9	6	1	16
2 Bedroom	57	13	3	73
3 Bedroom	17	7	1	25
Total	83	26	13	122



Arlington Partnership
For Affordable Housing

www.apah.org



The Springs Apartments

555 N Thomas Street, Arlington, VA 22203



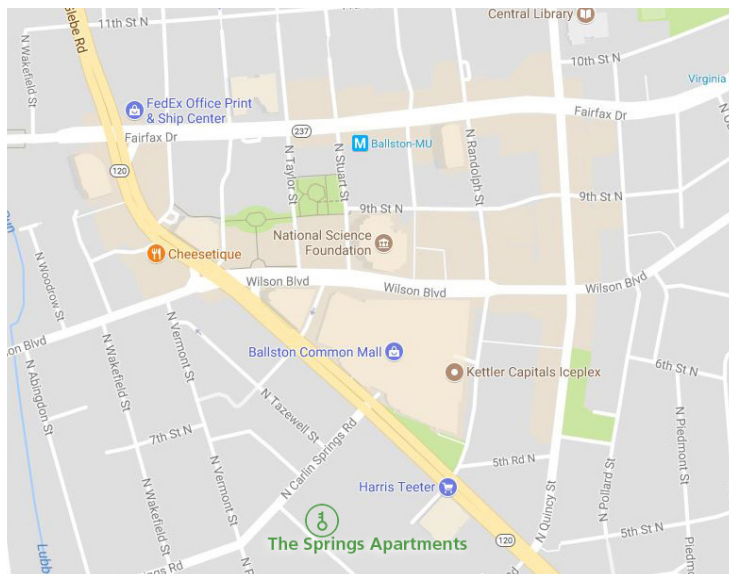
About this Location

Located just one block from N Glebe Road, The Springs lives at the corner of N. Thomas Street and N. Carlin Springs Road. It is within walking distance to the Ballston Metro Station and other public transport, employment opportunities, and retail.

Building and Apartment Features

The Springs is an award-winning rental community in Ballston. The property is mixed use, combining committed affordable and market rate units with APAH's headquarters located on a ground floor condo. Eighty-one percent of The Springs' 104 total units are family-sized two- and three-bedrooms, and all are accessible. Rated EarthCraft Multifamily Platinum for its energy and water efficiency, The Springs is also located in a transit-rich area with access to metro, buses, and Capital Bikeshare.

APAH utilized innovative land-banking to redevelopment Carlyn Springs, an aging APAH property built in 1963 and purchased in 1997. Collaborating with Arlington County, APAH was able to successfully upzone the site in the rapidly urbanizing Ballston neighborhood, and the building was delivered early and under-budget in 2016, allowing APAH to return \$1,041,115 in savings to the Arlington County Affordable Housing Investment Fund (AHIF) in spring 2017.



Project Financing

Sources

VHDA First Mortgage	\$8,565,000
LIHTC Equity	\$22,097,200
AHIF	\$7,827,700
Other	\$1,650,000
Total:	\$40,139,900

Uses

Land	\$4,330,000
Construction Costs	\$25,967,000
Soft Costs	\$5,645,000
Fees and Reserves	\$947,900
Developer Fees	\$3,250,000
Total:	\$40,139,900

Project Partners

Arlington County
Virginia Housing Development Authority
Bank of America Merrill Lynch
Bozzuto Construction Company
Kishimoto.Gordon.Dalaya Architecture (KGD)

Apartment Mix and Affordability

Size	Units @ 60% AMI	Units @ 50% AMI	Units @ 40% AMI	Market	Total
Studio	0	2	8	0	10
1 Bedroom	2	5	1	1	9
2 Bedroom	37	21	1	4	63
3 Bedroom	12	8	1	1	22
Total	51	36	10	6	104

Arlington Partnership
For Affordable Housing

www.apah.org



Fisher House I & II

Residences located on N 11th Street, N Kennebec Street,
N Kensington Street, N Kenilworth Street and Washington Blvd
Arlington, VA 22205



About this Location

Westover is a vibrant neighborhood in northwest Arlington. Since it is a highly attractive place to live, the neighborhood is facing a critical shortage of affordable homes. APAH's Fisher House I & II seek to address this need. The property features twelve garden-style apartments in Westover Village with access to local parks, shopping, bus and metro transit.

Building and Apartment Features

Fisher House I consists of four garden-style buildings with 33 apartments. These were the very first APAH apartments purchased and were renovated in 2007-2008. APAH purchased Fisher House II's eight buildings (68 units) as a preservation response to the trend of market affordable apartment demolition in Westover. The Fisher House II buildings will be renovated from 2017-2018, incorporating energy and water efficient apartment features.

At Fisher House II, there will be several accessible units, as well as eight units designated for permanent supportive housing, including for formerly homeless veterans.

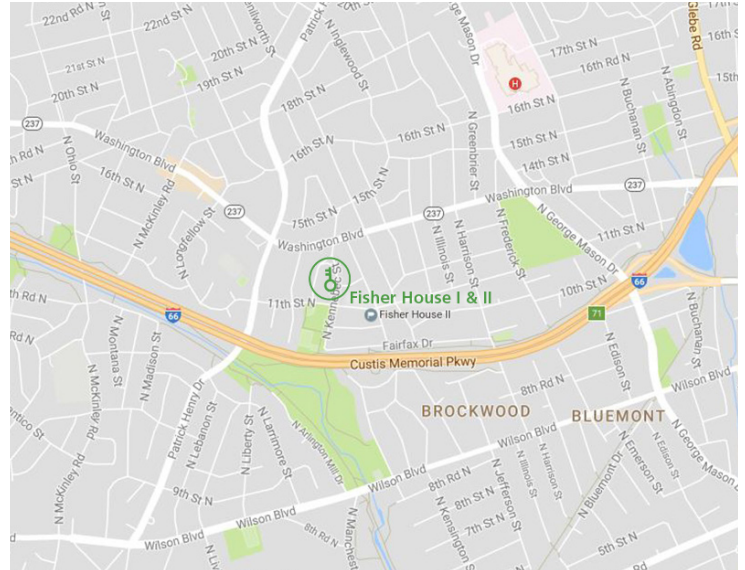
Project Financing for Fisher House II (Oct. 2017)

Sources

VHDA Tax Exempt Bonds	\$1,700,000
REACH Loans	\$4,400,000
LIHTC Equity	\$5,900,000
Federal & State Historical Tax Credit	\$4,900,000
Arlington County AHIF	\$11,000,000
APAH Sponsor Loan	\$1,000,000
Deferred Developer Fee	\$600,000
Projected Sources/Costs:	\$29,500,000

Project Partners

Arlington County
Virginia Housing Development Authority
SunTrust Bank
Sugar Creek Capital
A-SPAN
ZA+D
Walter L. Phillips
EHT Traceries
RKR Construction Company LLC
Whiting-Turner



Fisher House I & II Apartment Mix and Affordability

Size	Units @ 60% AMI	Units @ 50% AMI	Total
1 Bedroom	69	0	69
2 Bedroom	20	1	21
3 Bedroom	10	1	11
Total	99	2	101



Arlington Partnership
For Affordable Housing

www.apah.org



Parc Rosslyn

1531 N Pierce Street, Arlington, VA 22209



About this Location

Located in the heart of Rosslyn, APAH's Parc Rosslyn is a 15-story, 238-unit high rise. It is mixed-income property with 101 affordable apartments and 137 market rate units. Parc Rosslyn is opportunely located near the Rosslyn Metro station, bus transit, shopping, urban amenities, and employment.

Building and Apartment Features

Parc Rosslyn was built in 2008. As a mixed-income development, it features an onsite fitness center, rooftop pool, club room, and underground parking. The property also has a variety of green features, including thermal windows, low-flow plumbing fixtures, energy-efficient appliances, and rainwater landscaping irrigation. It was the first Silver LEED certified multifamily building in northern Virginia.

Parc Rosslyn has 101 committed affordable units, ensuring both a diverse array of individuals and families have equitable access to the great jobs and amenities of the Rosslyn-Ballston metro corridor.

Project Financing

Sources

VHDA Tax-Exempt Bond	\$43,000,000
SPARC & REACH Loan	\$3,500,000
LIHTC Equity	\$7,500,000
APAH Equity	\$6,000,000
Arlington County AHIF/Parks Loan	\$7,000,000
(Arlington County Bridge Loan)	\$4,500,000
Total:	\$67,000,000

Uses

APAH Land	\$7,500,000
Density value to Arlington Parks & Rec	\$5,000,000
Construction Costs	\$41,500,000
Reserves and Soft Costs	\$13,000,000
Total:	\$67,000,000

Project Partners

Arlington County
Virginia Housing Development Authority
M&T Bank



Apartment Mix and Affordability

Size	Market Rate Units	Units @ 60% AMI	Total
Studio	7	6	13
1 Bedroom	53	58	111
2 Bedroom	65	28	93
3 Bedroom	13	8	21
Total	138	100	238



Arlington Partnership
For Affordable Housing

www.apah.org



Gilliam Place

3507 Columbia Pike, Arlington, VA 22204



About this Location

Gilliam Place will be built on a 65,000 sq. ft. site located just one block west of the intersection of Columbia Pike and Glebe Road. It will live in the heart of the Columbia Pike Town Center, an urban district undergoing major change and revitalization.

History

In 2012, the Arlington Presbyterian Church approached APAH as a partner to build affordable housing and create a place of connection and crossroads. The sale was unanimously approved by the church's regional governing body in January 2015. The congregation selected the name Gilliam Place to honor Ronda Gilliam (1906-1970), a church elder who was a steward and visionary in the community. APAH broke ground on the project in summer 2017 and expects to deliver in 2019.

Building and Apartment Features

Gilliam Place will add 173 new affordable apartments in two adjacent buildings that will operate jointly. Features will include approximately 8,500 sq. ft. of ground floor civic/retail space, community rooms for resident programming, and an outdoor garden space. Gilliam Place will be certified Earthcraft Multifamily Platinum, a high standard for sustainability.

In addition, eleven apartments will be barrier-free in order to meet the needs of persons with disabilities.

Project Financing and Projected Costs

Sources

VHDA Taxable Bonds	\$4,380,000
Perm. Tax Exempt Bonds	\$1,500,000
SPARC & REACH	\$8,734,000
LIHTC Equity	\$31,139,000
Arlington County AHIF	\$18,136,000
VA Housing Trust Fund Loan	\$700,000
APAH Sponsor Loan	\$3,294,000
Other	\$3,062,000
Total:	\$70,945,000

Project Partners

Arlington County
Arlington Presbyterian Church
Virginia Housing Development Authority
Capital One
Enterprise Community Partners
Donohoe Construction Company
Kishimoto.Gordon.Dalaya Architecture (KGD)

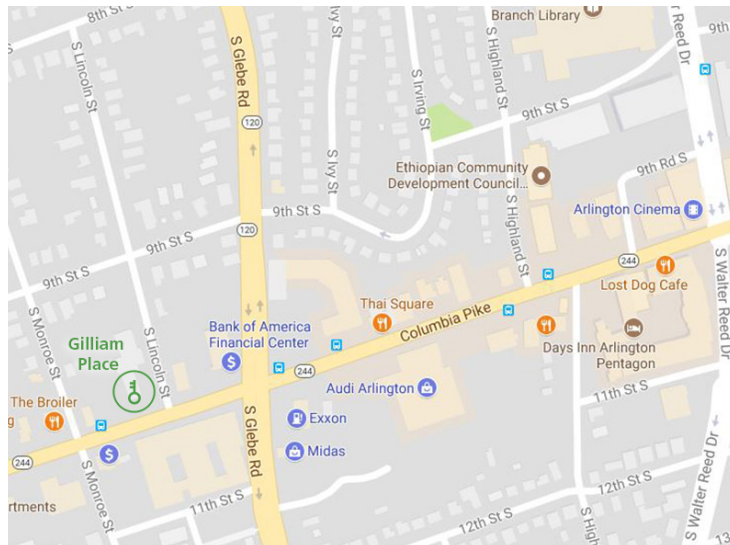


Image credit: KGD Architecture

Expected Apartment Mix and Affordability

Size	Units @ 60% AMI	Units @ 50% AMI	Units @ 40% AMI	Total
Studio	17	5	0	22
1 Bedroom	73	1	9	83
2 Bedroom	23	26	0	49
3 Bedroom	19	0	0	19
Total	132	32	9	173

Arlington Partnership
For Affordable Housing

www.apah.org



Columbia Hills Apartments

East: 1000 S Frederick Street, Arlington, VA 22204
West: 1002 S Frederick Street



About this Location

Located just one block away from Columbia Pike, Columbia Hills Apartments will bring 229 much-needed affordable homes to the Columbia Forest neighborhood. This new, modern development will be built to meet the diverse needs of the community, including families, senior and disabled residents.

Building and Apartment Features

The new Columbia Hills East and West will be two adjoining eight-story, concrete buildings atop three levels of underground parking. All 229 units are committed affordable, with 13 Type-A accessible units and 10 units designated for permanent supportive housing.

The development is adjacent to APAH's Columbia Grove Apartments and will share amenities including new community rooms, patio space, and on-site resident services. Columbia Hills will also be one of the first new housing developments under the County's Columbia Pike Neighborhoods Plan, creating new economic investment and modern site improvements.

Project Financing and Projected Costs

Sources

VHDA Taxable, SPARC, REACH	\$14,361,000
Perm. Tax Exempt Bonds	\$5,950,000
LIHTC Equity	\$36,266,000
State Bond Financing	\$20,000,000
Arlington County AHIF	\$18,500,000
VA Housing Trust Fund Loan	\$750,000
APAH Sponsor Loan	\$12,031,000
FHLB Affordable Housing Program	\$500,000
Other	\$2,771,000
Total:	\$91,123,000

Uses

Acquisition	\$10,980,000
Construction Costs	\$55,995,000
Soft Costs	\$11,394,000
Financing Costs	\$3,250,000
Developer Fees and Reserves	\$9,504,000
Total:	\$91,123,000

Project Partners

Arlington County
Virginia Housing Development Authority
Bank of America Merrill Lynch
Federal Home Loan Bank of Atlanta
Bozzuto Construction Company
Kishimoto.Gordon.Dalaya Architecture (KGD)

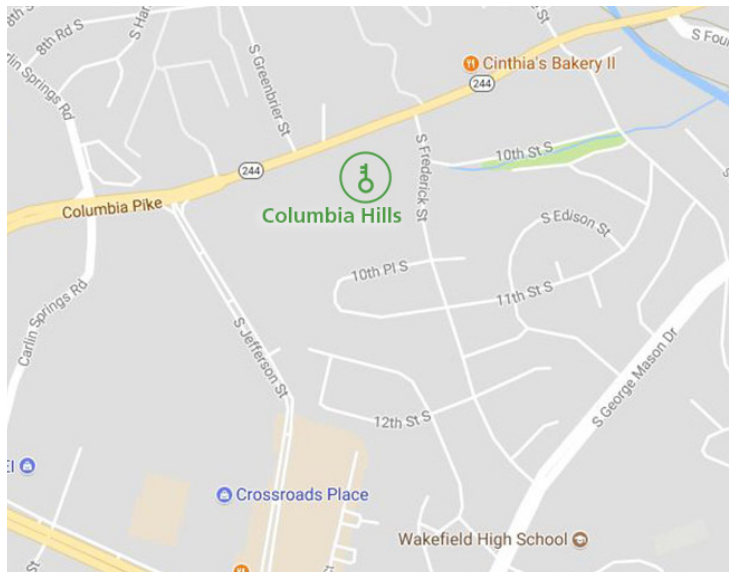


Image credit: KGD Architecture

Apartment Mix and Affordability

Size	Units @ 60% AMI	Units @ 50% AMI	Units @ 40% AMI	Total
Studio	42	14	8	64
1 Bedroom	20	6	1	27
2 Bedroom	75	35	0	110
3 Bedroom	23	4	1	28
Total	160	59	10	229

Arlington Partnership
For Affordable Housing

www.apah.org



Queens Court Apartments

1801-1805 N. Quinn Street, Arlington, VA 22209



About this Location

Located on a 1-acre site in urban Rosslyn, Queens Court is a 39 unit garden property with access to transit, employment, and shopping. APAH will leverage the site's prime location to create significant new affordable housing in Rosslyn as part of an innovative, integrated development plan.

History

Built in 1941, APAH acquired Queens Court's three garden style buildings in 1995. While the property has undergone an energy retrofit and other renovations, APAH is on the road to redevelopment.

As part of an integrated planning effort of more than 1 million square feet - including a new Arlington public school, market rate housing, and new fire station - the redeveloped Queens Court will bring 249 units of affordable housing to Rosslyn (see right). APAH will also grant an easement to Arlington Parks and Recreation for a 9,000 square foot public park.

APAH received rezoning and site plan approval for the project in February 2017 and was awarded \$23.9 million (over a two-year period) from Arlington County's Affordable Housing Investment Fund (AHIF) in May 2017.

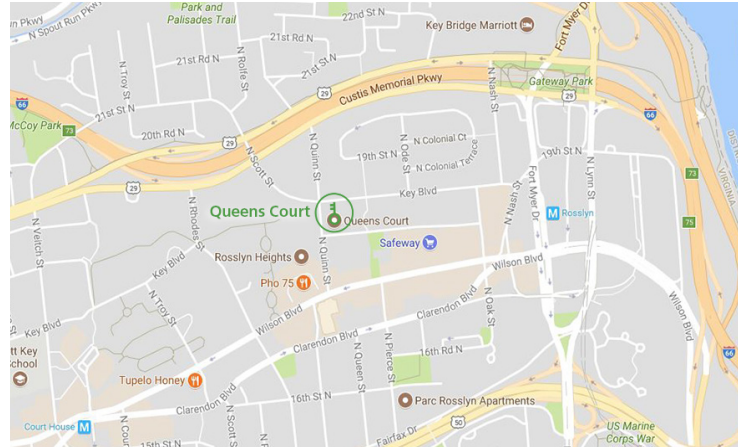
Building and Apartment Features

Currently, all 39 units are one-bedroom and studio apartments. In order to address the dire shortage of affordable units in expensive Rosslyn, the redeveloped Queens Court will have a majority of two- and three-bedroom units for families earning 40-60% AMI. The site will also have 150 parking spaces.

In addition, the redeveloped Queens Court will be barrier free, green, and certified EarthCraft Gold.

Project Partners

Arlington County
Arlington Parks & Recreation
Virginia Housing Development Authority



Redeveloped Queens Court. Rendering by KGD Architecture.



Redeveloped Queens Court and public space. Rendering by KGD Architecture.



Arlington Partnership
For Affordable Housing

www.apah.org



Nina Janopaul

President/CEO



Current Responsibilities

Nina Janopaul has been President/CEO of the Arlington Partnership for Affordable Housing (APAH) since 2007. APAH is a non-profit, community-based, award winning, affordable housing developer.

Relevant Experience

Ms. Janopaul oversees all elements of APAH's real estate development, operations, advocacy, services, and governance. During her tenure, APAH has grown its portfolio to fifteen multifamily rental properties with 1360+ units, valued at almost \$250 million with another 800 units in development. APAH is known for its nimble and effective real estate development, for pioneering innovative supportive housing partnerships and its community impact.

Under Ms. Janopaul's leadership, APAH has received numerous awards, including the Charles Edson award for best urban development in the country; the Urban Land Institute—DC's best Housing project; Developer of the Year from the Housing Association of Non-Profit Developers; Best Nonprofit by the Arlington Chamber of Commerce and the Arlington Community Foundation's Prize for Impact and Innovation.

Before joining APAH, Ms. Janopaul was a principal at Capital Strategies Consulting, Inc. and provided services to a variety of organizations, including Enterprise Community Partners. Prior to 2000, she was the National Director of Development for Hostelling International – USA (formerly American Youth Hostels).

Education/Affiliations

Ms. Janopaul received a Bachelors of Arts Magna Cum Laude from Harvard University. She serves on the Virginia Housing Development Authority's Northern Virginia Advisory Committee. She is a past President of HAND, a regional housing association and received the Virginia Housing Coalition's 2013 Innovations in Leadership award.



Arlington Partnership
For Affordable Housing

Kelly Eichhorn

Chief Financial Officer



Current Responsibilities

Kelly Eichhorn joined the Arlington Partnership for Affordable Housing (APAH) in June 2013 as Chief Financial Officer.

Relevant Experience

Kelly Eichhorn brings a depth of experience in finance and accounting in residential real estate and affordable housing. Ms. Eichhorn is responsible for the financial oversight of APAH's \$250 million portfolio and 1363 rental apartments including budgeting; evaluating current and future cash flow requirements; and managing property level debt service and escrow activity.

Prior to joining APAH, Ms. Eichhorn worked as the Manager of Ownership Accounting and Loan Administration for Lerner Enterprises. While at Lerner Enterprises, she managed the debt portfolio including monthly payments, communication with lenders, and monthly, quarterly, and annual debt reporting, prepared the Lerner Enterprises' annual bank and lender financial statements, and executed special projects as necessary.

Ms. Eichhorn started her career at the Reznick Group PC, a Bethesda, MD-based accounting firm, where she spent over 5+ years and performed and supervised audits, reviews, compilations, and other agreed upon procedures. Ms. Eichhorn primarily serviced clients in the residential real estate and affordable housing industries, including HUD and other state agencies and Low Income Housing Tax Credits, and nonprofits during her tenure at Reznick Group.

Education/Affiliations

Ms. Eichhorn received a bachelors of science from West Liberty State University and a masters of professional accountancy from West Virginia University.



Arlington Partnership
For Affordable Housing

Carmen Romero

Vice President of Real Estate Development



Current Responsibilities

Carmen Romero is the Vice President of Real Estate Development. She leads the development efforts of APAH's portfolio and oversees the Real Estate Development group.

Relevant Experience

Under Ms. Romero's leadership, APAH's Real Estate Development team delivered The Springs, a 104-unit, award-winning community in Ballston in 2016. The property is mixed use, combining committed affordable and market rate units with APAH's headquarters in a ground floor condo. She also oversaw the permit approval and funding processes for the 229-unit Columbia Hills, a hybrid 4%/9% tax credit transaction. The project is now under construction and scheduled to deliver in 2018.

For the past three years, Ms. Romero has led a public-private partnership with a faith-based organization to redevelop a church into 173 units of affordable housing and ground-floor retail. This project is under construction and scheduled to open in 2019. Additionally, in 2017, APAH received unanimous approval to rezone APAH's Queens Court property in Rosslyn into a new 249-unit high rise. Carmen also leads APAH's efforts to purchase existing multi-family properties, entitlements, and transaction structuring.

Prior to joining APAH in 2011, Carmen was a Director of Real Estate Development and public-private partnerships at Clark Construction. Carmen started her career at Marriott International.

Education/Affiliations

Ms. Romero received her MBA in Finance from the Wharton School of Business and an undergraduate degree from Georgetown University. She is a former Board Member of the Arlington County Industrial Development Authority and is a current board member of the Columbia Pike Revitalization Organization and a member of the VHDA Multi-Family Advisory Council.



Arlington Partnership
For Affordable Housing

Michael Chiappa

Director, Real Estate Development



Current Responsibilities

Michael Chiappa is the Director of Real Estate Development.

Relevant Experience

Mike Chiappa first joined APAH in August 2013 and was promoted to the Director of Real Estate Development in 2017. He is the project manager for APAH's first 4%/9% hybrid tax credit project at Columbia Hills, a 229-unit development currently under construction. Mike has also led the project management and financial underwriting efforts for several other recent APAH projects, including Gilliam Place, Arna Valley View, Fisher House II and Queens Court. He was promoted to the Director of Real Estate Development in 2017.

Prior to joining APAH, Mike worked for Berkeley Point Capital, where he underwrote multifamily properties across the eastern United States. Mike has twelve years of experience in investment management and financial modeling, including seven years of real estate development experience focused on Historic and Low Income Housing Tax Credit projects.

Education/Affiliations

Originally from New Jersey, Mike has been a resident of the Washington, DC area since 2005. He holds a B.A. in Mathematics from Harvard University and an M.B.A. from Tulane University.



Arlington Partnership
For Affordable Housing

Ryan Nash

Real Estate Project Manager



Current Responsibilities

Ryan Nash joined APAH in February 2017 and is a Project Manager in APAH's Real Estate Development group.

Relevant Experience

Ryan Nash currently manages the Fisher House II project in Arlington County's historic Westover neighborhood. Fisher House II includes a level 2 renovation of 68 units of garden style apartments, utilizing federal and state historic tax credits as well as 4% LIHTC financing.

Mr. Nash is also managing APAH's new construction project in partnership with the American Legion Post 139 in Arlington. The site will feature a new 6,000 sq ft home for the Legion and 160 units of affordable housing. Following a Special GLUP Study "Plus", the Study and Concept Plan received unanimous Arlington County Board approval in November 2017.

Previously, Mr. Nash worked for the development group at WC Smith, a Washington, DC-based multidisciplinary real estate firm. During his 10 year tenure, Ryan managed a diverse portfolio of mixed-income projects, including both new construction and renovation of multifamily residential units, condominiums, townhomes and single-family detached homes. He was involved in all phases of development, including site acquisition, financing, design, construction, lease up and conversion.

Education/Affiliations

Originally from Nevada, Ryan Nash has been a resident of Arlington County since 2004. He holds a Master of Arts degree in History from the University of Nevada, Reno and a Bachelor of Arts degree in History with a minor in Business Administration from the University of Nevada, Reno.

As an active member of Urban Land Institute, he is a member of ULI Washington's Housing Initiative Council, where he served as co-chair from 2015-2017.



Arlington Partnership
For Affordable Housing

Cheryl Ramp

Director of Community Resources and Relations



Current Responsibilities

Cheryl Ramp joined the Arlington Partnership for Affordable Housing (APAH) in October 2015 as Director of Community Resources and Relations.

Relevant Experience

Cheryl Ramp brings deep experience developing transformative programs to drive mission outcomes and financial growth. Ms. Ramp is responsible for expanding APAH's fundraising program, collaborating with APAH's staff and Board to launch new programs and initiatives to help our low-income residents and their communities thrive, and fostering awareness and support across Arlington for affordable housing.

Prior to joining APAH, Ms. Ramp was Executive Vice President and Chief Operating Officer for the Stimson Center, a US think tank focused on peace and security, recognized by the MacArthur Foundation in 2013 with its Institutional Genius Award for Creative and Effective Institutions. During her 16-year tenure at Stimson, Ms. Ramp expanded the organization's income six-fold and secured support for new research programs on climate change and global health.

Earlier, Ms. Ramp served as Vice President for Public Affairs, Development and Planning for Youth For Understanding (YFU) International Exchange where she and her team raised more than one-third of the institution's \$23 million annual budget by expanding and diversifying support from governments, corporations, private foundations and alumni.

Education/Affiliations

Ms. Ramp studied philosophy at Beloit College and was a member of the first executive leadership certificate class at Case Western Reserve's Weatherhead School of Management. Ms. Ramp has a deep commitment to education both locally and globally and has held leadership positions on a range of nonprofit Boards, committees and commissions.



Arlington Partnership
For Affordable Housing

Jose Quinonez

Director of Community Impact



Current Responsibilities

Jose Quinonez is the Director of Community Impact. He oversees APAH's Resident Services group and community impact initiatives.

Relevant Experience

Jose Quinonez supervises and supports APAH's Community and Resident Impact Program, which promotes the housing and financial stability, workforce development, community engagement, education, health and wellness of APAH residents and other low income residents within Arlington.

Since joining APAH in 2016, Mr. Quinonez has overseen the execution of the Citi Foundation's Community Progress Makers Fund, an elite grant opportunity that supports high-impact community organizations. Within this role, he has cultivated a robust network of community partners, citizen leaders, residents and public agencies dedicated to a collaborative approach to improved outcomes for low income residents of Columbia Pike.

Mr. Quinonez also supervises the data gathering processes on the needs and gaps in support services; mobilizes and coordinates partners, agencies, volunteers and community leaders; and promotes new community goals and initiatives.

Mr. Quinonez brings extensive experience overseeing programs for poverty alleviation, housing, humanitarian assistance, emergency relief, advocacy and volunteer mobilization and engagement. He has accumulated over 35 years of International program management, monitoring and evaluation, participatory training, organizational and community capacity-building.

Education/Affiliations

Jose Quinonez has a B.S. in Environmental Engineering, a post graduate degree in Indigenous Sociology, and a Masters in International Administration from the School of International Training (SIT). He is affiliated with many organizations and networks, including International Indigenous People's Network, International Network of Community Capacity Building, Alliance for Nonprofit Management, and International Land Coalition.



Arlington Partnership
For Affordable Housing

APAH Board of Directors

2018

Executive Committee

Kevin Yam, Chair

Managing Director, Iron Point Partners

Susan Ingraham Bell, Vice Chair

Independent Planning Consultant

Matthew Birenbaum, Treasurer

CIO, AvalonBay Communities, Inc.

Robert Rozen, Secretary

Washington Council Ernst & Young (retired)

Nina Janopaul, President

CEO, APAH

Rich Jordan

Managing Director, Potomac Investment Properties

John Milliken

Senior Fellow in Residence, George Mason University;
Former Virginia Secretary of Transportation;
Former Arlington County Board member

Board At Large

Yvonne Aiken, APAH Resident

Administrative Assistant

Rita Bamberger

Senior VP, The Holladay Corporation

Cecilia Cassidy

Executive Director, Columbia Pike Revitalization
Organization (CPRO)

George Covucci

Partner, Arnold & Porter LLP (retired)

Michael Geary

Founder, Geary-O'Hara Family Foundation

Julie Gould

Former President, Mercy Loan Fund

Jay Harris

Principal, Harris Crystal Advisors

Paul Holland

Environmental Consultant

Ted Hicks, APAH Resident

Property Manager (retired); Personal Injury
Investigator (retired)

Erica Khatchadourian

CFO, AFL-CIO Housing Investment

Rev. Andrew Merrow

Rector, St. Mary's Episcopal Church

Sarah Morales, APAH Resident

Financial Aid File Review Analyst, NOVA

Kathie Panfil

Ind. Education Management Professional

Nancy Rase

Co-founder of Homes for America

Michael Spotts

President, Neighborhood Fundamentals, LLC



Arlington Partnership
For Affordable Housing

Grimm + Parker Architects





We value integrity, compassion, purpose and dedication to our craft.

Grimm + Parker Architects (G+P) is a diverse group of over 100 talented, dedicated designers committed to community architecture. We have three studios located throughout the region: Calverton, MD; Tysons, VA; and Charlottesville, VA. We have been successful in building our practice by “doing good deeds” for our clients, our communities and ourselves for more than 45 years.

We oversee complete project development for our clients, from design and written programs, through contract documents, construction, project closeout and post-occupancy evaluation. Our experience uniquely qualifies us to deliver the full range of services for:

- Master Planning
- Feasibility Studies
- Programming/Educational Specifications
- Fundraising Efforts
- New Construction
- Modernizations/Revitalizations
- Additions
- Sustainable Design
- Building Information Modeling (BIM)
- 3D Renderings and Visualizations

We have been a design leader in the mid-Atlantic region for over four decades. We are experts in smart growth strategies and walkable urban design principles. We have designed award-winning communities and are currently collaborating with our clients on several LEED-ND, Earthcraft and Green Communities developments. We strive to create environments that promote a healthy and sustainable lifestyle for residents and the larger community. G+P has the expertise to design complex mixed-use neighborhoods and all varieties of building typologies. Our projects have ranged from new, walkable communities in a suburban context to downtown urban infill.

We are committed to building communities where people can live and thrive, with buildings that reflect the people and communities they serve. Our teams provide leadership and service to our clients through a collaborative process that produces superior results.

We understand the differentiated needs of age-restricted housing, and bring experience in the full continuum of care for seniors.



Enhancing business opportunities for Small, Women-owned, and Minority owned businesses in the Commonwealth of Virginia

G+P is committed to creating communal spaces that are both welcoming and authentic to the populations they serve. That is why we endeavor to bring diversity to our projects by supporting small, women-owned, and minority-owned businesses in the Commonwealth of Virginia.

Grimm + Parker has been a SWaM Small Certified firm for the past 8 years and we are currently in the process of renewing this certification. Once the project is awarded, we will bring on a well experienced diverse team of consultants that will meet your expectations and requirement goals.

Relevant Projects - Last Three Years

Project Name	Location	Client Name & Address	Units	Completion
Greens at English Counsel	Baltimore Heights, MD	Enterprise Homes 312 Martin Luther King Jr. Blvd. Baltimore, MD 21201	90	2014
Greens at Logan Field	Dundalk, MD	Enterprise Homes 312 Martin Luther King Jr. Blvd. Baltimore, MD 21201	106	2014
Lewinsville	McLean, VA	Fairfax County Redevelopment and Housing Authority 3700 Pender Drive Fairfax, VA 22030	82	Projected for Fall 2018
North Street Senior	Elkton, MD	Home Properties 11459 Cronhill Drive Suite P Owings Mills, MD 21117	53	2015
Chapel Springs	Perry Hall, MD	Stavrou Associates, Inc. 2661 Riva Road Building 300 Suite 320 Annapolis, MD 21401	127	2015
Rainier Manor – Phase 2	Mt. Rainier, MD	Stavrou Associates, Inc. 2661 Riva Road Building 300 Suite 320 Annapolis, MD 21401	57	2016
Highland Park	Richmond, VA	CPDC - Community Preservation and Development Corporation 8403 Colesville Road Silver Spring, MD 20910	77	2017
Birmingham Green	Manassas, VA	Birmingham Green 8605 Centerville Road Manassas, VA 20110	180	Projected for 2019
Victory Crossing	Silver Spring, MD	Victory Housing 11400 Rockville Pike Suite 505 Rockville, MD 20852	105	Projected for 2018
Lake Anne	Reston, VA	CPDC - Community Preservation and Development Corporation 8403 Colesville Road Silver Spring, MD 20910	240 Senior 163 estimated Multi-family	Projected for 2020

Chesterbrook Residences

McLean, VA



Size

69,000 sf

Type

New Construction

Number of Units

97

Cost

\$6M

Completion

2003

Project Description

Chesterbrook Residences is a non-sectarian, not-for-profit residence founded by three faith communities in the Falls Church/McLean, Virginia area (Lewinsville Presbyterian Church, Immanuel Presbyterian Church, and Temple Rodef Shalom). It provides affordable housing on a sliding income scale, supporting aging with dignity in a home-like setting. Support is available from the Chesterbrook Continuing Care Fund to ensure residents can remain at Chesterbrook if their income no longer cover the costs of care.

Chesterbrook has a vibrant activity schedule, supported by many volunteer linkages to the community. Assistance is available as residents age, including medicine delivery and help with up to two daily living activities: bathing, dressing, eating prep, etc. Full time RN + LPN nursing staff is available. The dining room serves three meals a day in a residential setting.

The facility features:

- Community dining room
- Recreation room
- Worship space
- Exercise Rooms
- TV viewing areas
- Laundry
- Hair Care
- Game room

Victory Oaks

Silver Spring, MD



Size

50,160 sf

Type

New Construction

Number of Units

49

Cost

\$6.3M

Completion

2012

Project Description

Victory Oaks at St. Camillus provides its low income senior residents with an affordable, attractive housing option that enhances its existing campus. Situated between St. Camillus Church and St. Francis International School, the building is built in an urban infill location, taking advantage of under-utilized land to provide the community with much-needed affordable senior housing.

With the Church and the School adjacent to the new residence, intergenerational activities between these three entities flourish. Holiday caroling with the students and game nights with the Girl Scouts allow Victory Oaks residents to feel connected to their broader community.

The building enhances the existing campus through its bold, sweeping roof units that reduce its height and blend with the surrounding religious architecture. Victory Oaks offers residents generous community spaces, including an arts and crafts room, a fitness center, a library with computers, a multipurpose community room and an outdoor patio.

Greens at English Counsel

Baltimore, MD



Size

89,952 sf

Type

New Construction

Number of Units

90

Cost

\$9M

Completion

2014

Project Description

English Consul is a 4 1/2 story, 90 unit, apartment building for seniors (age 62 and above) located in Baltimore Highlands, Maryland. The building was designed with a 'C' shaped floor plan to maximize unit window area and to create a partially enclosed entry court at the First Floor. This outdoor court includes paved walking paths, a large patio with tables, chairs and umbrellas, and lush landscaping throughout. Additionally a large patio off of the lower Terrace Level affords views of the neighboring forest and stream to the rear of the property.

The building consists of 72 one bedroom and 18 two bedroom units on four levels serviced by two elevators. The main entrance has an expansive covered porch with rocking chairs and ceiling fans overlooking the main entrance to the property for the residents to enjoy. The controlled entry vestibule opens onto a double-height lobby with a parlor and management offices flanking each side and straight ahead a grand staircase leading to the Terrace Level below.

The Terrace Level is comprised of a large two-story multi-purpose room, including a kitchen, an arts & crafts area and a billiards and gaming space all filled with comfortable chairs and couches for relaxing or visiting with family, friends and neighbors. Included on the First Floor are a Library and Cyber Café with built-in bookshelves, computer stations, a large screen TV and a coffee and refreshments station, a Wellness Room, and an Exercise Room with state-of-the-art equipment. A Hospitality Suite for visiting family and friends is located on the Second Floor.

Chapel Springs

Perry Hall, MD



Size

114,970 sf

Type

New Construction

Number of Units

127

Cost

\$13.85M

Completion

2015

Project Description

Located a short drive from Downtown Baltimore, in Baltimore County, Chapel Springs is a pet-friendly senior community designed with sustainability in mind and supporting an active lifestyle. Green features include upgraded insulation, ENERGY STAR appliances, and energy-efficient HVAC.

Amenities include:

- Beauty Salon
- Billiards
- Controlled Access Entry
- Covered Front Porch and Picnic Areas to enhance sense of community
- Cyber Café
- Elevators
- Fitness Center and Wellness Room
- Hospitality Suite
- Library
- Multi-Purpose Entertainment Room
- On-Site Laundry Center

Lake Anne Fellowship House

Reston, VA



Size

226,400 sf

Type

New Construction

Number of Units

240 (Senior)

163 est. (Multifamily)

Owner's Budget

\$36.2M (In Design)

Completion

2021 (In Design)

Project Description

Lake Anne House is an affordable housing that consists of two 8-story apartment buildings: Senior and Multi-family. The senior apartment building will consist of 240 units and the second phase multi-family unit is estimated to have 163 units.

The proposed amenity space for the apartments includes:

- Secure entry to a welcoming lobby.
- Group Living Room and Solarium facing North Shore Drive and Lake Anne
- Large Meeting/Worship Room
- Library
- Cyber Café
- Activity Rooms
- Fitness/Wellness Center
- Management Offices
- Resident Services Center
- (2) Two Outdoor Plazas
- Parking Garage
- Community Gardens
- Fairfax County bus access

Birmingham Green

Manassas, VA



Size

59,508 sf.

Type

Renovation / Addition / New Construction

Number of Units

120 (Senior)
25 (Independent Living)
180 beds (Nursing)

Cost

\$1.2M

Completion

2019

Project Description

Birmingham Green Adult Living is a new assisted living facility funded through two separate HUD capital grants. The HUD-funded 202 portion of the building consists of 77 senior living units with the option to develop an additional 43 units during a future phase of construction. The HUD-funded 811 portion of the building consists of 15 independent living units for persons with disabilities, with the option to develop 10 additional units in the future.

The site consists of a 180-bed nursing home built in the late 1980's and an assisted living facility built in 1927 which is functionally obsolete. Approximately 12 acres are designated for locating the Adult Living Facility.

The building program also includes an administrative suite, dining for 90 residents, a satellite kitchen, a multipurpose activity room, and a beauty parlor / barber shop.

Rainier Manor, Phase II

Mt. Rainier, MD



Size

62,280 sf.

Type

New Construction

Number of Units

57

Cost

\$8.7M

Completion

2017

Project Description

Rainier Manor is tucked into a neighborhood setting, allowing easy access to amenities and public transit connections. The pet-friendly community has a broad amenity package and landscaping that encourages an active lifestyle.

The facility includes:

- Arts and Crafts Center
- Landscaped Grounds, with Gazebo, Picnic Areas, and Seated Garden Patio with Grill
- Beauty Salon
- Billiards
- Controlled Access Entry
- Elevators
- Fireplaces
- Fitness Center
- Hospitality Suite
- Multi-Purpose Entertainment Room
- On-Site Laundry Center
- Smoke-Free Community
- Theatre

Logan Schutz AIA

Partner



Firm

Grimm + Parker Architects

Education

University of Maryland, Bachelor of Architecture, 1973

Registrations

MD License #3491

DC License #ARC101039

VA License #0401015221

PA License #RA405067

Certifications

VHDA Universal Design Certificate Holder

EarthCraft Multifamily (ECMF) Professional

Professional Affiliations

AIA

NCARB

HAND

MAHC

Board Member, Montgomery County

Affordable Housing Conference

Logan has a thorough and diverse background in performing all phases of design and construction for more than 40 years, which includes the completion of over 200 projects during his career. He has extensive experience with local agencies, Federal Tax Credit, HUD 202, HUD S221 D4, HUD Hope IV, DHCD, DCHFA and VA projects. He is also involved in ensuring that residential projects are designed as sustainable as possible using Green Communities, Earthcraft, NGBS and LEED-ND standards. His diverse experience includes mixed-used, commercial, single-family and multi-family housing, government buildings and industrial buildings. His experience includes masterplanning, zoning hearing and community presentations. He is directly involved in all phases of design and construction, including programming, schematic design, design development, construction documents, and construction administration. He is responsible for directing the activities of his design team as well as managing the team of consultants throughout the design and implementation of the project.

Select Experience

Upper Rock, Rockville, MD

Upper Rock is a 20 acre development located on 1-270 at Shady Grove Road. The vision for the development is a mixed-use, multi-family residential community with a 900-space, free-standing, pre-cast-concrete parking garage, and a variety of small scale retail and commercial spaces. The Upper Rock District plan calls for 6 buildings.

SeVerna + SeVerna on K, Washington, DC

The SeVerna is a key component of the Northwest One (NW1) Revitalization Plan, in Washington DC. This plan looks at creating a vibrant, mixed-income community in the NOMA (North of Massachusetts Avenue) neighborhood in close proximity with Union Station and the Convention Center. The first phase of the project included new construction of 48 affordable tax-credit residential units in a 5-story mid-rise building and 12 two-over-two townhouses connected to the mid-rise. Phase II included new construction of a 9-story high-rise with underground parking, lively amenity areas and contemporary floor plans.

The Varsity, College Park, MD

The Varsity is a contemporary student residence & retail community totaling 400,000 sf of construction in 6-stories. The Varsity is located just steps away from the main entrance to the University of Maryland's College Park Campus. The residential area is composed of suites accommodating 900 students. Community amenities include a 2-story lobby & lounge, welcome center, a 2-story fitness center, computer center, study lounges, recreation center (with billiards, video game console, wi-fi hot spots, bike storage, 24-hour courtesy desk, and more.

Studio 3807, Brentwood, MD

This new, mixed use complex will include a main multifamily building containing 147 units and retail/artists' studio space, 15 townhome-style units, and a 192-space garage with tenant plaza and outdoor amenity space above. The buildings' contemporary style, with masonry along the base and metal panels on the facade, reflects the New Urbanism principles of the complex. This project is targeted to achieve LEED Silver.

Mel Thompson

Principal



Firm

Grimm + Parker Architects

Education

University of Maryland, Bachelor of Architecture, 1985

Professional Affiliations

Housing Initiative Partners
Maryland Affordable Housing Coalition

Mel has been involved with numerous residential mid-rise and high-rise projects in the Washington metropolitan area for over two decades and has worked as a Project Manager for G+P on many recent multi-family and senior housing developments. His experience includes numerous CDA Tax Credit and HUD-funded communities. He has been responsible for all phases of these projects from design to construction administration. He also has a great knowledge of the local markets and product types. His work includes providing documents and presentations for zoning hearings and special exception applications and hearings.

Select Experience

The Alaire at Twinbrook Station, Rockville, MD

Connecting and anchoring the sprawling and segregated retail, office, and residential areas that surround the Twinbrook Metro station, The Alaire at Twinbrook Station serves as a model for smart growth, New Urbanism, and green building. The project creates a lively, pedestrian-friendly urban streetscape in its commitment to reducing the impacts of automobile-dependent development. With its proximity to transit and its mix of uses, The Alaire at Twinbrook Station received LEED-Neighborhood Development certification, a designation applauding high-performing building, the preservation of existing infrastructure, and the creation of enduring places of lasting value.

The Varsity, College Park, MD

The Varsity is a contemporary student residence & retail community totaling 400,000 sf of construction in 6-stories. The Varsity is located just steps away from the main entrance to the University of Maryland's College Park Campus. The residential area is composed of suites accommodating 900 students. Community amenities include a 2-story lobby & lounge, welcome center, a 2-story fitness center, computer center, study lounges, recreation center (with billiards, video game console, wi-fi hot spots, bike storage, 24-hour courtesy desk, and more.

Upper Rock, Rockville, MD

Upper Rock is a 20 acre development located on 1-270 at Shady Grove Road. The vision for the development is a mixed-use, multi-family residential community with a 900-space, free-standing, pre-cast-concrete parking garage, and a variety of small scale retail and commercial spaces. The Upper Rock District plan calls for 6 buildings.

SeVerna + SeVerna on K, Washington, DC

The SeVerna is a key component of the Northwest One (NW1) Revitalization Plan, in Washington DC. This plan looks at creating a vibrant, mixed-income community in the NOMA (North of Massachusetts Avenue) neighborhood in close proximity with Union Station and the Convention Center. The first phase of the project included new construction of 48 affordable tax-credit residential units in a 5-story mid-rise building and 12 two-over-two townhouses connected to the mid-rise. Phase II included new construction of a 9-story high-rise with underground parking, lively amenity areas and contemporary floor plans.

Regina Clark

AIA, LEED AP BD+C

Senior Associate



Regina has over a decade of experience working on projects including mixed-use, multi-family residential, commercial, data centers, healthcare, and science and technology projects. Her experience has allowed her to see projects from pre-design stages to construction and occupancy stages.

Select Experience

Studio 3807, Brentwood, MD

This new, mixed use complex will include a main multifamily building containing 147 units and retail/artists' studio space, 15 townhome-style units, and a 192-space garage with tenant plaza and outdoor amenity space above. The buildings' contemporary style, with masonry along the base and metal panels on the facade, reflects the New Urbanism principles of the complex. This project is targeted to achieve LEED Silver.

Upper Rock, Rockville, MD

The Upper Rock District is an urban, mixed-use development that transforms an office park into a residential destination. Lots G+H convert 5.6 acres of previously underutilized commercial and storm water management land into a vibrant walkable community. Blocks G + H include over 400,000 SF of construction, with 276 residential units in 4 stories over a parking garage. The community offers a wide selection of floor plans, including one bedroom, two bedroom, and loft units. Numerous outdoor and indoor amenities are included.

Culpepper Gardens, Arlington, VA

136-unit renovation of an assisted living community. Phase II includes 63 apartments, a new entrance to the complex, and covered parking. Phase III includes 73 apartments, a dining room addition, kitchen renovation, administrative suites, and covered parking.

Jackson Ward Senior Apartments, Richmond, VA

Mixed-income, mixed-use community development in the history Jackson neighborhood of Richmond, Virginia. The client is Community Preservation and Development Corporation of Washington, DC. The project includes street front retail, affordable housing for seniors and market-rate housing for families with one level of structured parking. The residential components will have separate building entries and amenities. The project includes the rehabilitation of an existing convent structure on one corner of the site and an adjacent historic pocket park.

Brandywine, 7101 Wisconsin Avenue, Bethesda, MD*

7101 Wisconsin Avenue is a 14-story commercial building in downtown Bethesda. The scope of this project was the renovate the common areas of the building as well as the exterior.

Avalon Bay Communities Design Study, Wheaton, MD*

Avalon Bay Communities is a mixed-use project located at the corner of Reedy Drive to renovate a site that housed a grocery store. The new building would include a new grocery store, podium parking and four levels of residential apartments above.

Firm

Grimm + Parker Architects

Education

The Catholic University of America, Master of Architecture, 2005

The Catholic University of America, Bachelor of Science in Architecture, 2003

Registrations

DC License#102041

Professional Affiliations

AIA

USGBC

NCARB

Graduate Real Estate Development

Concentration Advisory Board, 2014

* Work performed before joining G+P

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

1. The Offeror certifies, to the best of its knowledge and belief, that neither the Offeror nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration.
2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
3. The Offeror shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time prior to award, the Offeror learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of Representative:

Logan Schutz AIA, Principal

Signature/Date:



/ 1/5/2018

Company Name:

Grimm + Parker Architects

Address:

11720 Beltsville Drive, Suite 600

City/State/Zip:

Calverton, MD 20705

SSN or TIN No:

26-1611439

christopher consultants, LLC



Firm Overview

christopher consultants, ltd. (christopher) is a leading civil engineering, surveying and design firm founded in 1982. christopher provides surveying, civil engineering, land planning, landscape architecture, environmental and sustainable design services from our offices in Fairfax, Prince William and Loudoun, Virginia and in Lanham, Maryland. The firm currently employs 120 professionals including licensed professional engineers, licensed surveyors, registered landscape architects, planners, certified arborists, technicians and information technology specialists. Members of our firm are additionally qualified through OSHA training, confined space entry and LEED certification.

Our staff provides a full range of infrastructure, site and facility services. Our extensive project list includes large multi-year sustainable projects, public/private partnership developments, LEED certified projects, mixed-use development, federal installations, municipal buildings, state and local government term contracts, educational and training facilities, roadways and religious facilities. In its 35 years, christopher has worked on some of the most significant projects in the Washington Metropolitan Region.

Services/Concentrations

Civil Engineering

- Masterplanning and Site Development Plans
- Construction Plans and Specifications
- Infrastructure Plans – Water, Sewer, Storm, Roads and Pedestrian Ways
- Stormwater Management and Drainage Design
- BMP Systems Design
- Feasibility Studies
- Erosion and Sedimentation Control Plans
- Preliminary Plan Design and Preparation
- Hydraulic/Hydrologic Studies
- Construction Administration (CA) Services
- Utility Mapping and Designs
- Traffic Control Plans
- Landscape and Streetscape Coordination
- Plan Processing and Approval
- Meetings, Conferences and Team Coordination
- ADA/FHA Compliance
- Expert Witness Testimony
- Bond Releases and Street Acceptance

Surveying

- 3D scanning and Monitoring
- Bathymetric Survey Capabilities
- GIS Survey Support
- Global Positional System Surveys (GPS)
- As-Built Surveys
- Construction Stakeout
- Subdivision/Easement Plats
- Right-of-Way and Acquisition Plats
- Legal Descriptions and Deed Research
- Boundary Surveys
- Photogrammetric Control
- Topographic and Location Surveys
- ALTA/NSPS Land Title Surveys

Land Planning/Landscape Architecture

- Comprehensive Master Plans
 - Conceptual Plans
 - Landscape Design
 - Arborist Services
 - Urban Forestry
 - Site Evaluation Studies
 - Entitlements
 - Landscape Planting Design
 - Hardscapes
 - Entry Feature Design
 - 3D Modeling and Visualization
 - Condemnation Support and Witness Testimony
 - Public Meetings, Presentations and Design Charrettes
-

Commitment to Using Small, Women and Minority Owned Businesses

christopher consultants is committed to using small, women and minority owned businesses in the development of this project. christopher is a registered SWaM in Virginia, #010506, and assists in meeting SWaM goals for this project. christopher is also a federal small business and an MWAA LDBE.

As a SWaM, we recognize the importance of utilizing other disadvantaged businesses in our projects and strive to choose the most qualified of them for our projects, assisting both the other businesses as well as the local jurisdictions in meeting any local or federal goals.

Fairfax Experience

christopher consultants has 35 years of experience working in Fairfax County and has worked on over **1,400 projects** in the County since our inception. christopher has also worked extensively for Fairfax County on various contracts over the last five years. Significant awards have included:

- Fairfax County Park Authority Term Contract
- Fairfax County Eleanor Kennedy Shelter
- Fairfax County Sully Community Center
- Fairfax County Jefferson Fire Station
- Fairfax County DPWES Flood Mitigation and Monitoring, Dam Safety and Dredging BOA
- Fairfax County Public Schools Task Orders
- Fairfax County Facilities BOA
- Fairfax County Interior Design BOA
- Fairfax County Surveying and Related Services BOA

christopher has a thorough knowledge and understanding of the requirements for successful review and processing of permits, entitlements and plans through Fairfax County. With 35 years of professional service, christopher consultants has established outstanding working relationships with the local and state review and approval agencies. All our Project Managers have been actively involved with the Northern Virginia Building Industry Association (NVBIA), NAIOP and the Engineers and Surveyors Institute (ESI). Our project managers are also current or past member of committees which aim to improve the plan, plat, and construction process in the County. Our engineers regularly attend ESI continuing education courses that focus on the jurisdiction. These courses include updates to the zoning ordinances and design manuals in each jurisdiction. They also attend public hearings, participate in citizen meetings and testify as needed on client projects. Each project team processes plans, plats and permits on a regular basis.

christopher has **two in-house Fairfax County Designated Plan Examiners (DPE)**, ensuring accurate and complete plans that get it right the first time. We have been instrumental in the development of the DPE process in Fairfax County. Our team is part of the Fairfax DPE training effort through the Engineers and Surveyors Institute, of which we are founding members, and our staff has put in thousands of hours reviewing plans for jurisdictions including Fairfax County. We review designs in accordance with requisite County codes, including the Public Facilities Manual and Zoning Ordinance, as well as using all State and Federal applicable codes.

Project Examples

North Hill – Fairfax County, VA

Dates: 2015 - Ongoing

Project Description: Engineering, planning and surveying services for this 34-acre redevelopment as a public-private partnership including multi-family affordable housing, single family housing, amenities and a public park. Project tasks have included site evaluation and due diligence analysis, stormwater management design, stormwater outfall analysis, conceptual engineering design and surveying tasks. Project efforts include a comprehensive plan amendment, entitlements and rezoning efforts. They also include assisting the developer in presenting and negotiating solutions with Fairfax County and the community.

Client: Community Housing Partners

Client Contact: Samantha Brown, (804) 343-7201

The Enclave – City of Fairfax, VA**Dates:** 2014-ongoing

Project Description: Civil engineering, surveying and planning services for this 80-unit condominium community within four-story residential buildings. christopher assisted the IDI Group with the preparation of the required submission drawings for entitlement, providing expertise in site surveying, stormwater management/best management practices, utility design, landscape planning and arborist services. In collaboration with the project team, christopher was also able to assist with exhibits and technical support in various meetings and public hearings, to overcome the various project challenges including parking, building height and pedestrian circulation.

Client: IDI Group**Client Contact:** Patrick Rhodes, (703) 559-7300**Heritage Mall Redevelopment and Expansion – Fairfax County, VA****Dates:** 2016 - Ongoing

Project Description: christopher provided engineering, surveying and planning services for the redevelopment of the Heritage Mall Retail site into a residential townhouse development, along with commercial building development. Project efforts included preparation and submission of site plans, design of the parking lot and travelways, SWM/BMP, landscape planning and easement plats.

Client: Webb Companies**Client Contact:** Jonathan Farmelo, (703) 750-7841**Spring Hill Senior Campus – Fairfax County, VA****Dates:** 2014 – 2015

Project Description: christopher performed site planning, permit processing, zoning, surveying and landscape architecture at the Spring Hill Senior Campus in Lorton, Virginia. The 47-acre development includes 142 single family homes, 39 villas and 125 condominium units. This 55+ gated community is an adult active community. christopher has actively worked on the Spring Hill Senior Campus throughout its development, and current efforts include historic adaptive reuse of existing buildings on the property. Project efforts have included preliminary and final site planning, coordination with the Architectural Review Board, utility companies and the Planning Commission. christopher's efforts also included parking lots, landscaping, walkways and utilities.

Client: Community Housing Partners**Client Contact:** Samantha Brown, (804) 343-7201**Springfield Town Center – Fairfax County, VA****Dates:** 2007-2014

Project Description: Renovation and rehabilitation of this aging regional mall into a vibrant mixed-use project with access to Mass Transit, a Life Style component, office and residential development. Project efforts included comprehensive plan amendments and rezoning work. Civil engineering, surveying and planning services were provided including entitlements, final engineering of major transportation infrastructure and utility relocation. Preliminary decisions for onsite BMP's to augment the offsite BMP regional facility owned and operated by the County were also provided.

Client: Vornado**Client Contact:** Allison Fee, (703) 822-8230

Paul VI High School Site – City of Fairfax, VA**Dates:** 2015 – Ongoing

Project Description: christopher is providing civil engineering, surveying and entitlement services for the redevelopment of the high school site in the City of Fairfax. Project efforts include a zoning evaluation, public meeting support, preparation and processing of a Comprehensive Plan Amendment, and rezoning submission packages.

Client: IDI Group**Client Contact:** Patrick Rhodes, (703) 559-7300**HCR ManorCare/Arden Courts of Centreville – Fairfax County, VA****Dates:** 2016-2018

Project Description: Final Development Plan Amendment/Proffered Condition Amendment to amend a previously approved entitlement for a church to allow the construction of a memory care facility. The 5-acre site is immediately adjacent to Route 28 and the proposed conditions of our application included a 64-bed assisted living facility for memory care use and an additional outparcel reserved for a future medical care use.

Client: HCR ManorCare**Client Contact:** Bryan Palmer**George Mason University Mason Inn and Conference Center – City of Fairfax, VA****Dates:** 2008-2010

Project Description: PPEA project that involves construction of a 6-story hotel above a conference center and hotel services as well as a new entrance to the campus from Ox Road. Parking for the site was provided in an underground parking garage, surface parking, and an entry plaza. The site work for this project had to be coordinated through three different jurisdictions: State, County, and City. Provided record plats, as-builts and ALTA surveys. As of 2014, the site has reopened as a residence hall housing 270 students.

Client: George Mason University**Contact:** Thomas G. Calhoun, P.E., (703) 993-9467**Del Ray Central – City of Alexandria, VA****Dates:** 2007-2010

Project Description: christopher provided complete design services for the Del Ray (formerly Mount Vernon Commons) apartment buildings, including entitlements, preliminary and final engineering, DSUP processing, innovative SWM/BMP solutions and construction administration services. Del Ray Central is a 141-unit rental apartment property located near Old Town Alexandria. Project efforts included site and landscape planning, processing of plans and permits through the City of Alexandria including DSUP, stormwater management, surveying and landscape architecture. The apartments feature amenities including two rooftop decks and retail space. This project won the 2012 National Association of Home Builders' Pillars of the Industry Award for Best Rental Apartment Community.

Client: Greenhill Realty Company**Contact:** Richard Greenberg, (301) 657-2525 x29

Corporate Safety Program

Our extensive corporate safety program provides personal protection equipment to all field personnel. This program is overseen by **Mr. Federico Tersoglio**, who works with the staff to ensure understanding and implementation of all procedures. Our staff is trained and certified with OSHA, CPR, Confined Spaces and VDOT Work Zone Traffic Control. christopher maintains full compliance with VDOT regulations and has a current right-of-way work permit.

Our safety program includes the following safety certifications and quality assurance procedures:

- Company checklist and procedures (established and maintained since 1982)
- First Aid/CPD/AED
- VDOT basic work zone traffic control
- Traffic flagger
- Confined space
- OSHA 30-hour course
- OSHA 10-hour course
- Mineral mining training
- Licensed Surveyor with 20+ years of quality assurance experience

In conjunction with our safety program, christopher has implemented a comprehensive drug and alcohol policy that applies to all employees and ensures we work in a substance-free environment.

MICHAEL S. KITCHEN, P.E.

Vice President of Land Development, Partner



Years of Experience	34
Education:	BS, Civil Engineering Virginia Polytechnic Institute and State University
Professional Registration:	Virginia - Professional Engineer #0402019279 Designated Plans Examiner – Prince William County
Associations:	Southeast Fairfax Development Corporation – Board of Directors NVBIA – Life Director NAIOP Northern Virginia – Board of Directors

Experience/Qualifications:

Mr. Kitchen is a partner in the firm and the Vice President of christopher's Land Development Division and will serve as Principal-in-Charge on this contract. He has over 34 years of experience providing civil engineering design on projects throughout Northern Virginia. Mr. Kitchen is known for his excellent and long-lasting work relationships with clients, State and Local Officials and various regulatory associations. Mr. Kitchen works with economic development authorities to market their properties to potential developers and end users.

Career Experience/Projects of Interest:

Spring Hill Senior Campus – Fairfax County, VA – Vice President overseeing project tasks including site planning, permit processing, zoning, surveying and landscape architecture at the Spring Hill Senior Campus in Lorton, Virginia. The 47-acre development includes 142 single family homes, 39 villas and 125 condominium units. This 55+ gated community is an adult active community. christopher has actively worked on the Spring Hill Senior Campus throughout its development, and current efforts include historic adaptive reuse of existing buildings on the property. Project efforts have included preliminary and final site planning, coordination with the Architectural Review Board, utility companies and the Planning Commission. christopher's efforts also included parking lots, landscaping, walkways and utilities.

The Enclave – City of Fairfax, VA – Vice President overseeing civil engineering, surveying and planning services for this 80-unit condominium community within four-story residential buildings. christopher assisted the IDI Group with the preparation of the required submission drawings for entitlement, providing expertise in site surveying, stormwater management/best management practices, utility design, landscape planning and arborist services. In collaboration with the project team, christopher was also able to assist with exhibits and technical support in various meetings and public hearings, to overcome the various project challenges including parking, building height and pedestrian circulation.

Sunrise "Congregate Care and Assisted Living" Facility – Loudoun County, VA – Vice President providing civil site design and surveying services to the 79,000 SF development on 4.3 acres that includes 100 units for elderly residents.

Heritage Mall Redevelopment and Expansion – Fairfax County, VA – Vice President providing engineering, surveying and planning services for the redevelopment of the Heritage Mall Retail site into a residential townhouse development, along with commercial building development. Project efforts included preparation and submission of site plans, design of the parking lot and travelways, SWM/BMP, landscape planning and easement plats.

JOHN RINALDI, ACIP, MLA, BES (PLAN)

Land Planning Manager, Senior Associate



Years of Experience:	16
Education:	Master of Landscape Architecture, University of Guelph Bachelor of Environmental Studies (Planning), University of Waterloo
Professional Registration:	American Institute of Certified Planners American Planning Association
Professional Activities:	Northern Virginia Building Industry Association Eisenhower Partnership

Experience/Qualifications:

Mr. John Rinaldi has over 16 years of experience in land planning, urban design, landscape architecture, site engineering and zoning. Mr. Rinaldi is experienced in site evaluation studies, site analysis and programming, conceptual design, preparation of master plans and site plans, comprehensive planning and rezoning/special applications. As a Senior Associate of the firm, he manages all of christopher's land use, master planning and landscape architecture projects. Mr. Rinaldi is an expert in land use and the entitlement process.

Career Experience/Projects of Interest:

North Hill – Fairfax County, VA – Land Planning Manager for engineering, planning and surveying services for this 34-acre redevelopment as a public-private partnership, including multi-family affordable housing, single family housing, amenities and a public park. Project tasks have included site evaluation and due diligence analysis, stormwater management design, stormwater outfall analysis, conceptual engineering design and surveying tasks. Mr. Rinaldi is supporting the comprehensive plan amendment, entitlements and rezoning efforts. He has also assisted the developer in presenting and negotiating solutions with Fairfax County and the community.

The Enclave – City of Fairfax, VA – Land Planning Manager for civil engineering, surveying and planning services for this 80-unit condominium community within four-story residential buildings. christopher assisted the IDI Group with the preparation of the required submission drawings for entitlement, providing expertise in site surveying, stormwater management/best management practices, utility design, landscape planning and arborist services. christopher was also able to assist with exhibits and technical support in various meetings and public hearings, to overcome the project challenges including parking, building height and pedestrian circulation.

Paul VI High School Site – City of Fairfax, VA – Land Planning Manager supporting civil engineering, surveying and entitlement services for the redevelopment of the high school site in the City of Fairfax. Project efforts include a zoning evaluation, public meeting support, preparation and processing of a Comprehensive Plan Amendment, and rezoning submission packages.

Spring Hill Senior Campus – Lorton, VA – Land Planning Manager for preliminary and final site planning, permit processing, zoning, surveying and landscape architecture at the 55+ gated community. The 47-acre development includes 142 single-family homes, 39 villas and 125 condominium units. christopher consultants has actively worked on the Spring Hill Senior Campus throughout its development, including efforts to parking lots, landscaping, walkways and utilities.

HCR ManorCare – Centreville, VA – Land Planning Manager for a Final Development Plan Amendment/Proffered Condition Amendment to amend a previously approved plan for a church building. The 5-acre site is immediately adjacent to Route 28 and the proposed conditions of the application included a 64-bed assisted living facility for memory care use and an additional outparcel reserved for a future medical care use. Stormwater management was achieved through a combination of engineered swales, bioretention and underground systems.

JOHN LEVTOV, P.E., DPE

Associate - Land Development Division



Years of Experience:

23

Education:

Bachelor of Science, Civil Engineering

Old Dominion University

Professional Registration:

Virginia – Professional Engineer #011060

Fairfax – Designated Plans Examiner #246

Awards/Associations:

“Champion Award,” Department of Public Works and
Environmental Services, Fairfax County, 2014

Engineers & Surveyors Institute – Plan Reviewer

Experience/Qualifications:

Mr. Levto has been involved in civil engineering in Northern Virginia since 1994. John is an excellent technical engineer and specializes his efforts in Fairfax and Loudoun Counties and difficult technical design solutions. John’s knowledge and understanding of construction is unsurpassed. John was awarded a “Champion Award” by Fairfax County on July 31, 2014, for his work on the Fairfax County committee to develop their new stormwater ordinance and stormwater management plan. He has also provided training and design classes to both local jurisdictional agencies like Fairfax County Public Schools and the Fairfax County Park Authority as well as other public and private clients. These sessions explained the new regulations’ impact on projects and best ways to comply, as well as the importance of stormwater management planning at the initial stages of a project.

Relevant Projects:

North Hill – Fairfax, VA – Associate for engineering, planning and surveying services for this 34-acre redevelopment. Project tasks have included site evaluation and due diligence analysis, stormwater management design, stormwater outfall analysis, conceptual engineering design and surveying tasks.

The Enclave – Fairfax, VA – Associate responsible for civil engineering, surveying and planning services for this 80-unit condominium community within four-story residential buildings. christopher assisted the IDI Group with the preparation of the required submission drawings for entitlement, providing expertise in site surveying, stormwater management/best management practices, utility design, landscape planning and arborist services. christopher was also able to assist with exhibits and technical support in various meetings and public hearings, to overcome the project challenges including parking, building height and pedestrian circulation.

HCR ManorCare – Centreville, VA – Associate for a Final Development Plan Amendment/Proffered Condition Amendment to amend a previously approved plan for a church building. The 5-acre site is immediately adjacent to Route 28 and the proposed conditions of christopher’s application included a 64-bed assisted living facility for memory care use and an additional outparcel reserved for a future medical care use. Stormwater management was achieved through a combination of engineered swales, bioretention and underground systems.

Spring Hill Senior Campus – Lorton, VA – Associate for preliminary and final site planning, permit processing, zoning, surveying and landscape architecture at the 55+ gated community. The 47-acre development includes 142 single-family homes, 39 villas and 125 condominium units. christopher consultants has actively worked on the Spring Hill Senior Campus throughout its development, including efforts to parking lots, landscaping, walkways and utilities.

Heritage Mall Property – Annandale, VA – Associate for the development of 67 single-family townhouses behind the Heritage Mall Shopping Center. A second phase of the project involved redevelopment of the existing shopping center. Project efforts included various engineering, surveying, rezoning, and design services.

GREG DREW, P.E.

Group Leader – Suburban Land Division



Years of Experience:

16

Education:

Bachelor of Science (Urban Systems Engineering)

George Mason University, 1999

Professional Registration:

Virginia - Professional Engineer #038892

Experience/Qualifications:

Mr. Greg Drew, P.E. is a Group Leader in the Suburban Land Division, where he partners with federal, state and local clients on projects throughout the Washington Metropolitan region. Greg's extensive experience in project management, quality control and civil engineering design makes him an asset to the christopher consultants team and our clients' success.

Career Experience/Projects of Interest:

North Hill – Fairfax, VA – Group Leader for providing engineering, planning, and surveying services for this 34-acre redevelopment as a public-private partnership including multi-family affordable apartment buildings, single-family townhomes, site amenities and a public passive-use recreational park. Project efforts included the design of multifamily and townhomes portion of the site and included coordination with Park Authority and County to provide various entrances to the preserved 14-acre park. Additional projects efforts consist of boundary and topographic survey, storm water management, grading, utility layout and site design.

Spring Hill Senior Campus – Lorton, VA – Group Leader for preliminary and final site planning, permit processing, zoning, surveying and landscape architecture at the 55+ gated community. The 47-acre development includes 142 single-family homes, 39 villas and 125 condominium units. christopher consultants has actively worked on the Spring Hill Senior Campus throughout its development, including efforts to parking lots, landscaping, walkways and utilities.

Tall Oaks Assisted Living – Reston, VA – Group Leader for planning, surveying, and engineering services to the 2.5-acre Tall Oaks Assisted Living property. christopher consultants provided an ALTA Survey and prepared conceptual layouts of the parking lot to maximize the number of spaces for the facility.

Glenbrook Property – Fairfax County, VA – Group Leader for surveying and engineering services to the 12-acre property whose anticipated use will be residential townhomes. Services provided include preparation of a conceptual layout, a wetlands flagging survey and stakeout of bore holes. christopher consultants will continue to provide support through the due diligence phase of the project.

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

1. The Offeror certifies, to the best of its knowledge and belief, that neither the Offeror nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration.
2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
3. The Offeror shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time prior to award, the Offeror learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of Representative:

Michael S. Kitchen

Signature/Date:



1/18/2018

Company Name:

christopher consultants, ltd.

Address:

9900 Main Street, 4th Floor

City/State/Zip:

Fairfax, VA 22031

SSN or TIN No:

54-1208482

RKR Construction Company



KEN REHFUSS, LEED AP

Construction Consultant



Education:

BS Finance (Cum Laude) – University of Kentucky
Graduate of Master Builder Program – University of Kentucky

Professional:

LEED AP Certification – Green Building Institute (2009)
2012 Builder of the Year – Montgomery County Affordable Housing Coalition
Member, Housing Association of Non Profit Developers (HAND)
Member, Circle of Builders, Montgomery Housing Partnership

RKR Construction (RKR) is a full-service Project Development consulting company, formed to provide a comprehensive range of construction services to Non Profit developers. Our areas of expertise range from: conceptual budgets, property condition assessments, product and value engineering analysis, “trouble shooting” specific and/or unique issues at projects, assisting clients with Architectural and General Contracting selections, and comprehensive management of the construction process to represent and protect the Owner’s interests. RKR focuses solely on the affordable housing rental market in the Washington, D.C. metropolitan area.

Prior to providing consulting services, RKR was established as a General Contractor with average revenues of \$20 million per year. Average project size ranged between \$ 500,000 to \$ 24 M. Ken Rehfuss, President and Owner, is responsible for oversight of all office staff, accounting personnel, preconstruction operations, and Director of Construction. RKR staffs projects with: Project Managers, Field Superintendents, Field Engineers, and self-perform carpentry work on specific types of renovation projects (typically resident-in-place). The company provides all required General Contractor contract documents, including: AIA/Owner contract, Qualifications and Assumptions, lender required documents (CDA, VHDA, HUD, etc.), and jurisdictional project documents (CBE, Section 3, etc.)

See attached project listing of the construction of 12,881 units worth \$655 M in revenue in the Washington, D.C. metro area.

PAST EXPERIENCE

Prior to starting RKR Construction in 2006, Ken Rehfuss’s past construction experience included the following:

- **VP of Project Development, Hamel Builders, 2012-2014**
 - Responsible for executive oversight of all construction projects (both renovation and new construction) during conceptual and preconstruction phases. Company annual volume \$170 M/year.
- **VP of Operations and Owner/Partner, RR Renovation and Construction, 2006-2012**
 - Responsible for oversight of daily operations of renovation with annual average volume of \$25 M/year.
- **VP of Renovation Operations, Bozzuto Construction Company, 2003-2006**
 - Responsible for daily oversight of renovation division (predominately new construction with renovation as supplemental profit center) with annual average volume \$175 M/year.
- **Project Executive, Clark Realty Builders, 2002-2003**
 - Responsible for Project Management of 293 unit new construction project in Arlington, VA worth \$38 M.
- **VP of Operations, Ball Homes, Inc., 2000-2002**
 - Responsible for the operations of a residential construction company developing 850 single family units per year in the Lexington and Louisville markets with a revenue volume of \$ 120 M
- **Project Manager, Gray Construction Company, 1996-2000**
 - Responsible for providing daily oversight of field operations; company annual volume \$ 475 M /year
- **President and Owner, Cutter Homes, Ltd., 1979-1996**
 - Home building company based in Lexington, Kentucky; annual volume \$20 M/year (120 units per year)



KEN REHFUSS PROJECT LISTING

Multifamily Apartment Construction in the Washington, D.C. metro area

Property	Location	Work Performed	Units	Construction Cost (Millions)
Clarendon Apartments	Arlington, VA	High Rise Apartments/Commerical Tenant Space	293	\$ 43,250,000
Pembridge Square	Wheaton, MD	Apartment Renovation/Commercial Tenant Space	134	\$ 6,000,000
Sherwood Crossing	Elkridge, MD	Apartment Renovation	634	\$ 6,145,200
Lincoln Woods	White Marsh, MD	Apartment Renovation	204	\$ 2,425,000
Quail Ridge	White Marsh, MD	Apartment Renovation	193	\$ 1,986,000
Parc Reston	Reston, VA (Fairfax County)	Apartment Renovation	336	\$ 13,250,000
North Pointe	Reston, VA (Fairfax County)	Apartment Renovation	104	\$ 6,125,000
Veterans Center Annex	Washington, D.C.	Apartment Renovation/Commercial Tenant Space	24	\$ 3,525,000
Gables	Montgomery Village, MD	Apartment Construction	214	\$ 17,250,000
EOS 21	Alexandria, VA	Apartment Renovation	1500	\$ 24,125,000
Aventine of Alexandria	Alexandria, VA	High Rise Apartment Renovation	574	\$ 24,500,000
Vaughan Place at McLean Gardens	Washington, D.C.	High Rise Apartment Renovation	573	\$ 28,710,000
Amberleigh	Fairfax, VA	Apartment Renovation	752	\$ 16,500,000
Pooks Hill	Bethesda, MD	High Rise Apartment Renovation	184	\$ 5,200,000
Gilbert Highlands	Takoma Park, MD	Leasing Office/Apartment Renovations	25	\$ 2,100,000
Browning Avenue	Takoma Park, MD	Tenant-in-Place Apartment Renovation	16	\$ 295,000
Paddington Square	Silver Spring, MD	Leasing Office/Apartment Renovations	162	\$ 4,450,000
East Falls	Falls Church, VA	Leasing Office/Apartment Renovations	305	\$ 4,200,000
Parkview Towers	Takoma Park, MD	High Rise Apartment Renovation	122	\$ 8,150,000
Elizabeth Ministries	Washington, D.C.	Daycare center/apartment renovations	27	\$ 3,750,000
Halpine Hamlet	Rockville, MD	Apartment Renovation	67	\$ 2,950,000
CH Houston	Washington, D.C.	Apartment Renovation	46	\$ 1,100,000
Edinburgh House	Takoma Park, MD	High Rise Apartment Renovation	45	\$ 3,050,000
Blair Towers	Silver Spring, MD	High Rise Apartment Renovation	30	\$ 1,050,000
Tanglewood	Silver Spring, MD	Apartment Renovation	132	\$ 15,410,510
Forest Oak	Gaithersburg, MD	High Rise Apartment Renovation	175	\$ 2,760,000
Savannah Street	Washington, D.C.	Apartment Renovation	24	\$ 1,200,000
Mica Condominiums	Silver Spring, MD	High Rise Apartment Renovation	151	\$ 12,510,000
Glen Oaks Apartments	Greenbelt, MD	Apartment Renovation	270	\$ 6,290,000
Summerlyn Apartments	Prince Georges, MD	Apartment Renovation	424	\$ 6,150,000
Cypress Creek Apartments	Prince Georges, MD	Apartment Renovation	774	\$ 16,150,000
Strand Apartments	Alexandria, VA	High Rise Apartment Renovation	290	\$ 8,900,000
Crestleigh Apartments	Prince Georges, MD	Apartment Renovation	389	\$ 6,100,000



KEN REHFUSS PROJECT LISTING

Multifamily Apartment Construction in the Washington, D.C. metro area

Property	Location	Work Performed	Units	Construction Cost (Millions)
Cambridge Apartments	Prince Georges, MD	Apartment Renovation	193	\$ 4,221,000
Chase Bethesda Apartments	Bethesda, MD	High Rise Apartment Renovation	71	\$ 2,600,000
Colvin Woods Apartments	Alexandria, VA	Apartment Renovation	259	\$ 5,318,000
Charlestown North Apartments	Greenbelt, MD	Apartment Renovation	178	\$ 5,311,000
Waterford Apartments	Silver Spring, MD	High Rise Apartment Renovation	143	\$ 4,603,000
Remington Apartments	Ft. Washington, MD	High Rise Apartment Renovation	324	\$ 8,597,000
Harbor View	Woodbridge, VA	Condo Renovation	75	\$ 2,100,000
East of the Capitol	Washington, D.C.	Condo Renovation	24	\$ 1,450,000
The Shell	Arlington, VA	Apartment - New Construction	83	\$ 22,450,000
Channel Square	Washington, D.C.	Apartment Renovation	223	\$ 10,250,000
Bass Circle	Washington, D.C.	Piping Replacement Project	118	\$ 9,450,000
Jackson Crossing	Alexandria, VA	Apartment - New Construction	73	\$ 21,500,000
Ken Mil Apartments	Silver Spring, MD	Apartment Renovation	63	\$ 2,600,000
Wexford Manor Apartments	Falls Church, VA	Apartment Renovation	74	\$ 6,950,000
Lewinsville Senior Center	McLean, VA	Apartment - New Construction	82	\$ 13,500,000
Saint James	Alexandria, VA	Apartment - New Construction	93	\$ 22,466,170
Gables TLP	Arlington, VA	Apartment - New Construction	14	\$ 4,950,000
Gables Rolfe A/B	Arlington, VA	Apartment - New Construction	434	\$ 67,150,000
Gables Old Towne North	Alexandria, VA	Apartment - New Construction	232	\$ 45,000,000
Parkview Manor	Hyattsville, MD	Apartment Renovation	53	\$ 3,950,000
Westover Portfolio	Arlington, VA	Apartment Renovation	68	\$ 6,250,000
Mass Place	Washington, D.C.	Apartment Renovation	161	\$ 5,400,000
The Berkeley	Arlington, VA	Apartment - New Construction	262	\$ 42,500,000
Villages of East River	Washington, D.C.	Apartment Renovation	165	\$ 4,500,000
Forest Glen Metro Apartments	Silver Spring, MD	Apartment Renovation	71	\$ 8,875,000
Hillbrook Towers	Silver Spring, MD	Apartment Renovation	56	\$ 6,160,000
Hillwood Manor	Silver Spring, MD	Apartment Renovation	96	\$ 12,000,000
Number of units			12,881	\$ 655,657,880

Bean Kinney & Korman P.C.



Practice Areas, Industries & Attorneys

Practice Areas

Alternative Dispute Resolution
Appellate Practice
Business Organizations & Transactions
Commercial & Civil Litigation
Commercial Leasing
Commercial Lending
Construction Law
Credit Enforcement & Collection
Domestic Relations
Employment Law
 Employee Benefits
Estate Planning, Administration & Wealth Transfer
Government Contracting
Intellectual Property
 Copyright & Trademark
 IP, Data & Software Licensing
 Advertising, Promotions & Sponsorships
 Internet & e-Commerce
Mergers & Acquisitions
Negligence/Personal Injury
Real Estate
Taxation
Zoning & Land Use

Industries

Associations & Nonprofit Organizations
Bank & Lender Services
Construction
Families, Individuals & Estates
Government Contracting
Internet & e-Commerce
Professional & Licensed Occupations
Property Management
Real Estate Development & Investment
Retailers & Restaurateurs
Small, Emerging & Growing Businesses
Title Insurance

Any of our attorneys would be pleased to discuss the capabilities of our firm and our ability to respond to your legal needs.

For over 50 years, Bean, Kinney & Korman has been a leading Northern Virginia law firm that has continuously grown and diversified to meet the needs of its expanding client base and their complex legal needs. While we have grown in size and the depth and breadth of our capabilities, we have remained committed to those fundamental elements of value that are integral to our practice philosophy: experience, versatility, dedication to service, flexibility and efficiency.

We take great pride in our reputation for responsive, professional and outstanding client service coupled with our sensitivity to clients' needs. We are dedicated to achieving exceptional results for our clients in every matter we are entrusted to handle, mindful of each client's resources and unique circumstances. Delivering greater value to our clients day in and day out is how we continue our reputation as one of the most highly-regarded law firms in the Washington, D.C. metropolitan region.

Mark M. Viani

mviani@beankinney.com
ph: 703.525.4000
fx: 703.525.2207



PRACTICE AREAS

Real Estate
Zoning & Land Use

INDUSTRIES

Construction
Government Contracting
Property Management
Real Estate Development & Investment

EDUCATION

University of Maryland School of Law, J.D., 1995
Purdue University, B.A., 1988

BAR & COURT ADMISSIONS

Virginia, 1996
District of Columbia, 1996
Maryland, 1995
U.S. Court of Appeals for the Fourth Circuit
U.S. District Court for the District of Maryland
U.S. District Court for the Eastern District of Virginia

Mark Viani is a shareholder of Bean, Kinney & Korman practicing in the areas of land use, real estate, environmental, municipal and other areas of administrative law in Virginia, Maryland and the District of Columbia. He provides extensive services to clients throughout the region who have encountered growth management and increasingly complex legislative and regulatory issues during all phases of the development process. In Northern Virginia, and Fairfax County particularly, Mark has a well-established record of successful representation of retail, office, residential and mixed-use developments on land use and zoning issues. This experience includes assisting non-profit and for-profit developers and operators of independent and assisted-living as well as memory care facilities throughout Fairfax County. Mark has also on a *pro bono* basis represented numerous houses of worship as they explore redevelopment of their properties with projects that provide housing and shelter for disadvantaged Fairfax County residents.

Mark also represents entities that have successfully pursued and developed projects pursuant to Virginia's laws governing public-private partnerships. In this capacity he has negotiated and worked to amend major concession agreements and ancillary operational agreements on behalf of the operator of a major toll road in Virginia.

Mark participates in various community, civic, charitable, business and professional organizations and services. He is the President of the Southeast Fairfax Development Corporation and Co-Chair of the Mount Vernon Council of Citizens Associations. He is a LEED Accredited Professional with knowledge of the law as it relates to the design, construction and operation of green buildings.

Prior to becoming a lawyer, Mark served as an officer in the 1st Cavalry Division of the U.S. Army in Texas and the Persian Gulf region. He was also previously a partner at the international law firm McGuire Woods LLP.

Professional & Community Affiliations

NAIOP

Urban Land Institute (Leadership Institute 2011-2012)

International Conference of Shopping Centers

Maryland State Bar Association

DC Bar Association

Virginia State Bar

Virginia Water and Wastewater Authorities Association

1st Cavalry Division Association

Southeast Fairfax Development Corporation (Board of Directors)

Mount Vernon Council of Community Associations

Children's Science Center

Virginia Local Government Attorneys Association (former)

Member, Transportation Committee, Economic Development Committee, The Federal City Council (former)

Greater Washington Board of Trade (former)

Northern Virginia Building Industry Association (former)

Maryland-National Capital Park and Planning Commission (former)

Lee-Mount Vernon Soccer Association (former)

Gunston Soccer Association (former)

Fort Hunt Youth Athletic Association (former)

Section 3

Project Characteristics

Section 3

Project Characteristics

- a. Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type and intent of the project, the location, and the communities that may be affected are clearly identified.*

APAH is thrilled to propose a public-private partnership with Fairfax County and structure a transaction that will generate 150 new, independent senior affordable housing units in the Lee District. The creation of affordable housing options to special needs populations, including older adults, is a key goal for the County as articulated in the County's Housing Blueprint.

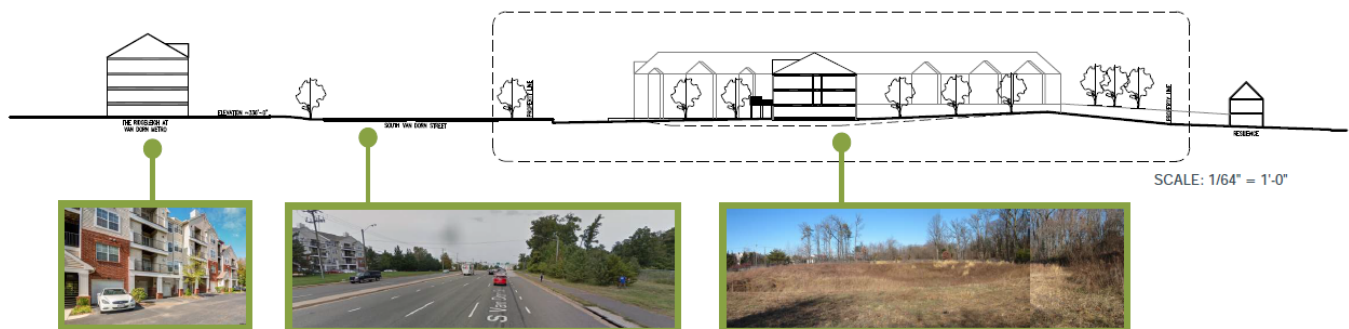
This proposal would leverage approximately 6.21 acres of underutilized public land at the intersection of Oakwood Road and South Van Dorn Street as identified as tax map references 81-2((1)) 17C and 81-4((1)) 32, 33, and 34. In the pages following this narrative, APAH has included concepts designed by Grimm + Parker to analyze this opportunity.



Oakwood Development: 2/3 Story Option. Rendering by G+P

APAH's analysis has generated two potential scenarios for the redevelopment of the site, based on the amount of density that the County may approve during the land approval process. Both scenarios contemplate a single building design which will ensure the senior residents will be able to access the communal amenity areas in a safe, comfortable environment during winter, inclement weather and nighttime hours. Further, the single building design ensures cost efficiencies in both construction and operations, such as with elevator costs. A building scheme analysis of these two options follows the presented concepts.

- Scenario 1 (150 units, 100% affordable senior housing, 2-3 stories) – One building, constructed to a height of two stories adjacent to residential neighbors and rising to three stories along the commercial S. Van Dorn Street frontage.
- Scenario 2 (150 units, 100% affordable senior housing, 2 stories) – One building at a height of two stories and with a larger footprint than Scenario 1.



*Oakwood Development: Scenario 1 Scale across S. Van Dorn Street
Image by G+P*

Other key assumptions in our analysis include the following:

- **Unit sizes and mix consistent with the expertise of our design team.** To meet FCHRA's goals and objectives and maximize funding sources, APAH created a unit mix and unit sizes to reflect an optimal senior, affordable housing mix of one and two-bedrooms. Specifically, APAH proposes approximately 70% of the units be designed as one-bedrooms with the balance as two-bedrooms.
- **APAH proposes to exceed the County targets by reducing the AMI mix to the following:**
 - 10% at 30% AMI
 - 40% at 50% AMI
 - 50% at 60% AMI
- **Affordable, Senior Housing Amenities.** In this concept, APAH will provide open landscaped areas and common spaces, such as a fitness area, arts and crafts room, and a large multi-purpose community room, to support special outreach and

programming for seniors. APAH has designed a wellness suite to support health service providers visits to the property to support residents with chronic disease management or physical therapy. APAH will also provide an indoor/outdoor greenhouse space for residents to remain or become active in urban gardening. We will also explore the opportunity for free wi-fi service to the residents of this proposed project, utilizing best practices and knowledge acquired in a recently launched pilot at Arlington Mill Residences, where APAH raised philanthropic funding to provide free broadband to all 122 households.

- **Resident Services.** APAH is well-known for its commitment to providing service-enriched housing and promoting stability and opportunity for all residents. Our resident programming is designed to enhance the lives of our residents by elevating eviction prevention, family stability, educational enrichment, and health and wellness services. For the proposed Oakwood development, APAH's Resident Services Coordinator(s) will utilize this framework in the implementation of programs that prioritize stability, wellness and social engagement. We will work closely with the County's Department of Family Services – Older Adults and Department of Administration for Health and Human Services (DAHS) to provide access to services and benefits, including classes and meals. Our Volunteer Manager will recruit volunteers in the area to help facilitate localized programs and services.
- **Parking Program.** Consistent with our portfolio experience and surveys of comparable properties, APAH assumed a parking program of 1.0 space per affordable senior unit plus 1 space per employee on the largest shift (3 employees). This significantly exceeds the Fairfax Zoning Ordinance's parking requirements of 1 space per 4 units plus 1 space per employee on the largest shift for independent living facilities (the recommended classification for this project).
- **Permanent Supportive Housing.** APAH is a leader in permanent supportive housing in Virginia. For this project, APAH will bring our mission-focus to working with local, state, and federal contacts and will explore partnerships with service providers to best meet the needs of older adults with disabilities. APAH will also request the allocation of Housing Choice vouchers for 10% of the 9% units (up to 15 units) from Fairfax County. This would help meet the County's Plan to End Homelessness with age-appropriate persons with greater needs.

These statements have been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

b. Identify and fully describe any work to be performed by the County or any other public entity.

APAH will perform all the needed predevelopment and construction work. As the land owner, the County will need to evaluate the proposal, negotiate and approve the



development agreement. Additionally, the County, in its regulatory capacity, will need to monitor and evaluate the proposed development and work with APAH to ensure all applicable land use and construction permits are obtained.

- c. Include a list of all federal, state, and local permits and approvals required for the project and a schedule for obtaining such permits and approvals.**

This response has been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

- d. Identify any anticipated adverse social, economic and environmental impacts of the project. Specify the strategies or actions to mitigate known impacts of the project. Indicate if environmental and archaeological assessments have been completed. Such social and economic impacts should include but are not limited to community benefits, including the economic impact the project will have on the local community in terms of the amount of additional tax revenue to be generated for the County, the number of jobs generated for County residents and level of pay and fringe benefits of such jobs, the training opportunities for apprenticeships and other training programs for County residents generated by the project, and the number and value of subcontracts generated for County subcontractors.**

The proposed affordable senior housing project will have no adverse social, economic or environmental impacts. To the contrary, the project will provide substantial and meaningful long-term benefits to the community. Currently, the site is used for an enhanced, extended detention pond that serves adjacent roadways and surrounding



Oakwood Development: 2/3 Story Option. Rendering by G+P

properties. The new development will provide improved storm water protection with a comprehensive set of new measures that meet modern requirements for on-site quantity and quality controls.

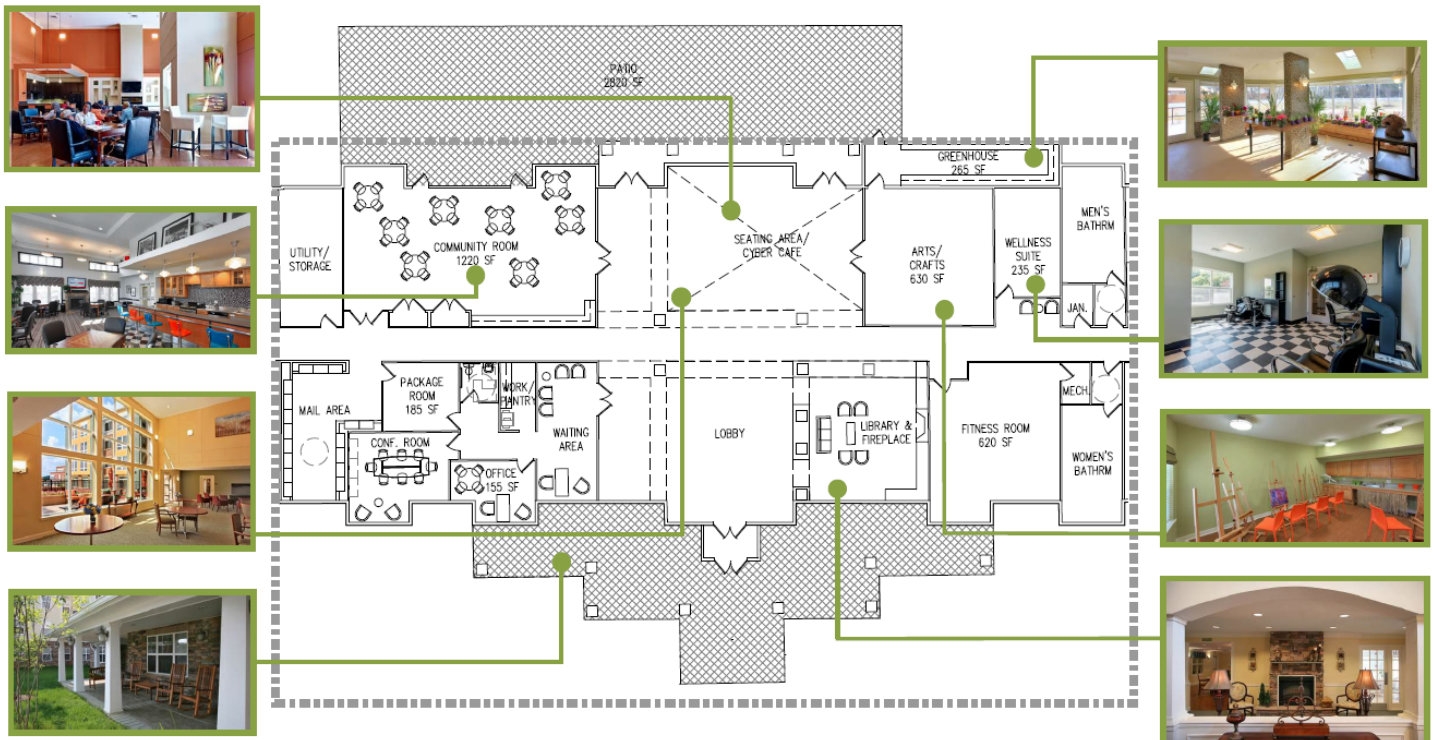
The project will promote economic development and increased taxes through the creation of temporary construction and subcontractor jobs, permanent operational staff positions, service and support contracting opportunities during operation. The County will benefit from the associated increases in business, income and real estate taxes arising from these activities, including ongoing real estate tax revenues.

Finally, the project will provide a critical boost to Fairfax County's supply of high-quality affordable senior housing stock, delivering opportunities for older adults to remain in their communities, age in place, and access to service-enriched housing options.

e. Identify the projected positive social, economic and environmental impacts of the project.

This project will bring several social benefits including:

- Creation of 150 new affordable rental homes for seniors, committed to serve Fairfax County for approximately 99 years.
- Development of approximately 6,000 square feet of community and multi-



Oakwood Development: Common space amenities. Image by G+P

purpose rooms, creating a community activity center for seniors and their families. Provision of on-site resident services for the seniors to address additional needs with access to food, health and wellness, social engagement and education.

- Dedicated area for a contemplated FCDOT pedestrian and bike trail along S. Van Dorn Street.
- Enhanced quantity and quality storm water management controls built onsite to modern standards.
Creation of an estimated 430 new construction and subcontractor jobs (calculated using Housing Virginia's Residential New Construction Economic Impact Calculator).
- Permanent operating staff positions of 3-4 employees.
- Service and supply contracting opportunities in support of operations.
- Over \$200,000 in new property tax revenue once the parcels are removed from tax exempt status.

f. Identify the proposed schedule for the work on the project, including the estimated time for completion.

This response has been requested Proprietary and Confidential in accordance with Virginia Code Virginia Code Section 2.2-3705.6 11.b.

g. Identify contingency plans for addressing public needs in the event that all or some of the project is not completed according to the projected schedule.

This response has been requested Proprietary and Confidential in accordance with Virginia Code Virginia Code Section 2.2-3705.6 11.b.

h. Proposed allocation of risk and liability for work completed beyond the agreement's completion of data, and assurances for timely completion of the project.

APAH will bear all development, financial and schedule risk of this development including construction completion and credit delivery guarantees for our investors.

i. State assumptions related to ownership, legal liability, law enforcement and operation of the project and the existence of any restrictions on the public entity's use of the project.

APAH will form a new Limited Partnership for this transaction with a 99% Limited Partner introduced at the time of construction closing. An APAH-controlled affiliate will be the General Partner of the Limited Partnership. To ensure the long-term affordability of the development, APAH will structure the transaction with a Right of Refusal that is triggered as the tax credit period ends in Year 15.

APAH will operate the development as long-term affordable rental housing subject to the federal, state, and local compliance requirements for the Low-Income Tax Credit Housing program. APAH, as part of its mission, typically commits beyond the required 30 years extended use agreement, in this case envisioned to be to 99 years of affordability.

j. State information relative to phased or partial openings of the proposed project prior to completion of the entire work.

APAH does not foresee a phased or partial opening of the development. However, if there is any concern from a market study perspective on the absorption of 150 units of senior housing in one phase, APAH could work with Fairfax County to explore approaches to phasing the development to address this concern and/or include sufficient time in the schedule for a protracted lease up period.

k. Describe any architectural, building, engineering, or other applicable standards that the proposed project will meet.

The project will comply with Virginia and Fairfax County building standards and will seek energy efficient green building certification as outlined in the 9% LIHTC Qualified Allocation Plan (QAP) for that applicable year. In addition, since the development utilize LIHTC equity, it will need to meet the Virginia Housing and Development Authority's (VHDA) Design and Construction standards. APAH has successfully executed several new construction projects adhering to these same standards.

l. List any other assumptions relied on for the project to be successful.

APAH assumes the following for the viability of this proposal:

- Fairfax County approval of all necessary land use actions including a Comprehensive Plan Amendment, Special Exception, Proffer Condition Amendment with revised proffers and general development plan consistent with special exception plan, new Final Development Plan, site plan and all required construction permits.
- Negotiation of a Long Term Ground Lease with Fairfax County of 99 years structured to include including subordination, if needed, to meet the needs of the senior lender.

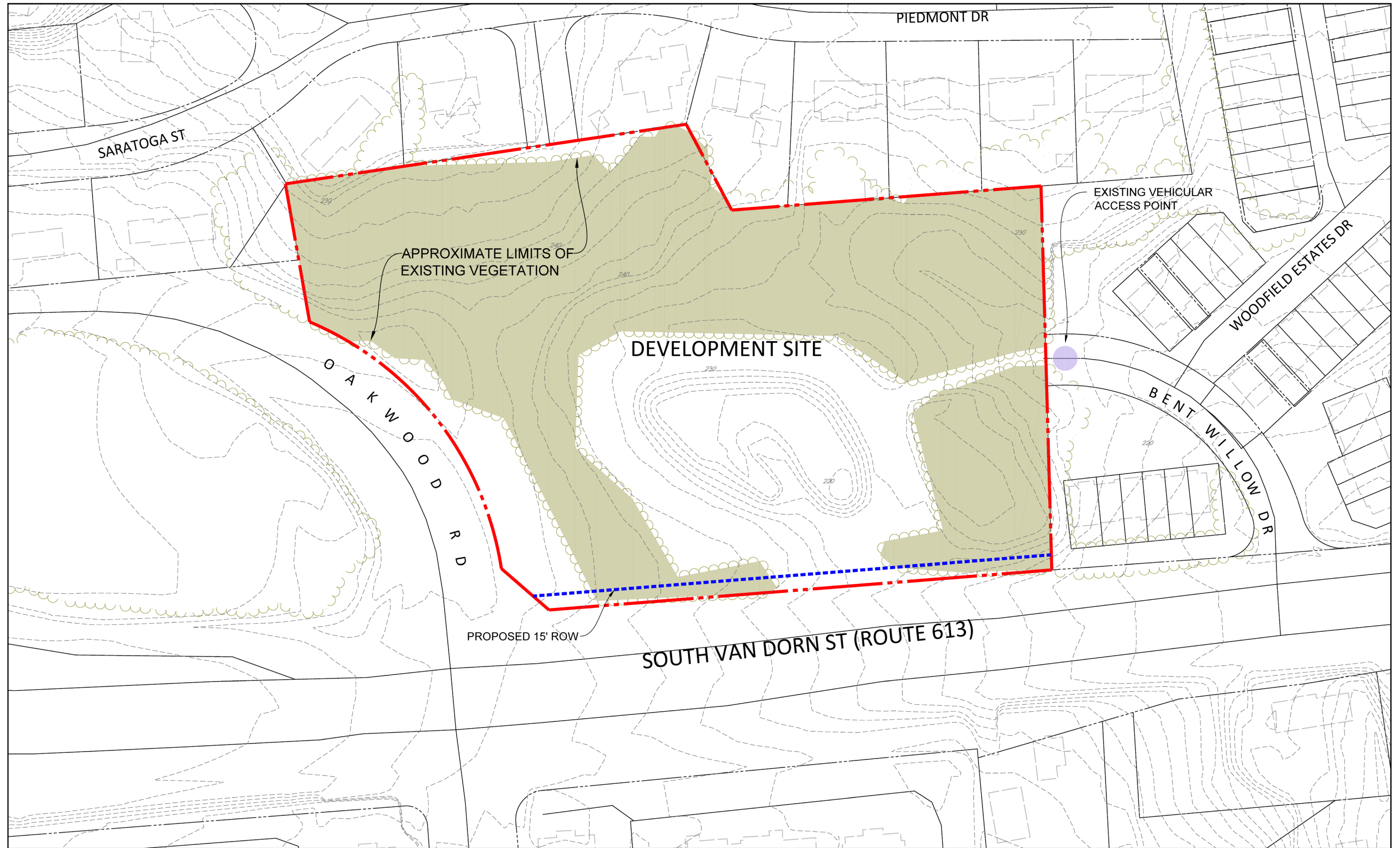
- Award of a 9% LIHTC Award from VHDA.

m. List any contingencies that must occur for the project to be successful.

This response has been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

APAH requests the following pages "Baseline Construction Schedule" deemed Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b





christopher
consultants

OAKWOOD DEVELOPMENT

SITE EXHIBIT: DEVELOPMENT OVERLAY
FAIRFAX COUNTY, VA

02.15.2018



Arlington Partnership
For Affordable Housing



christopher
consultants

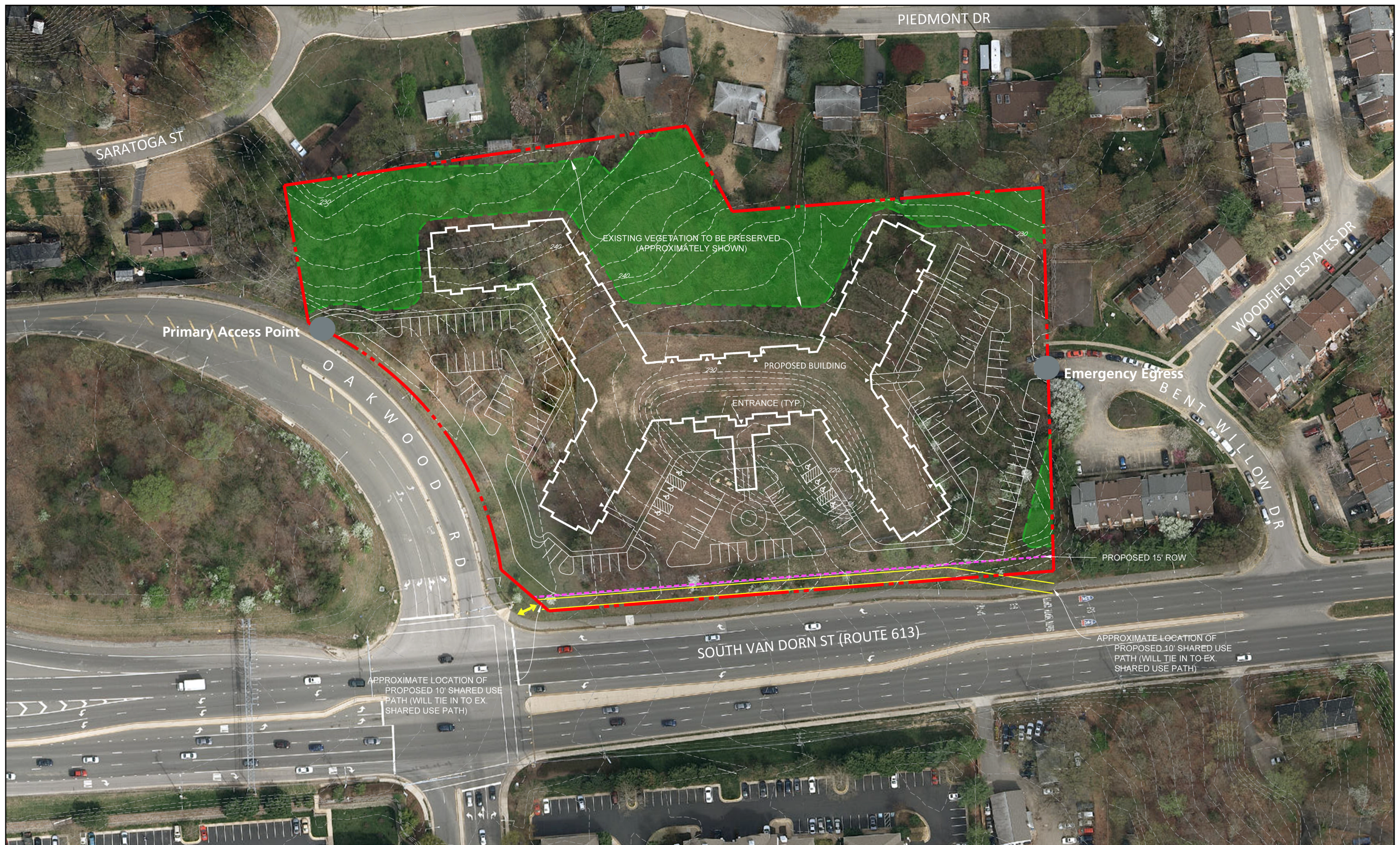
OAKWOOD DEVELOPMENT

AERIAL VIEW
FAIRFAX COUNTY, VA

02.15.2018

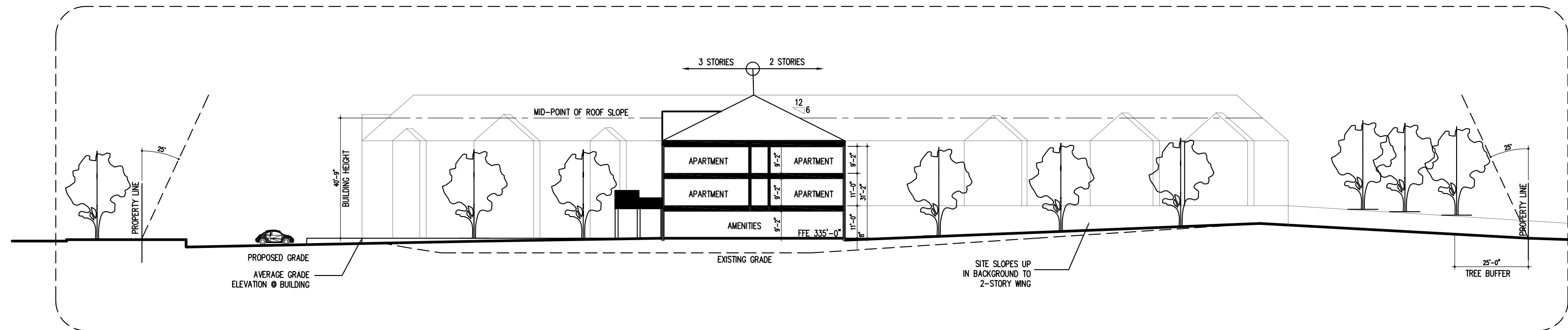


Arlington Partnership
For Affordable Housing

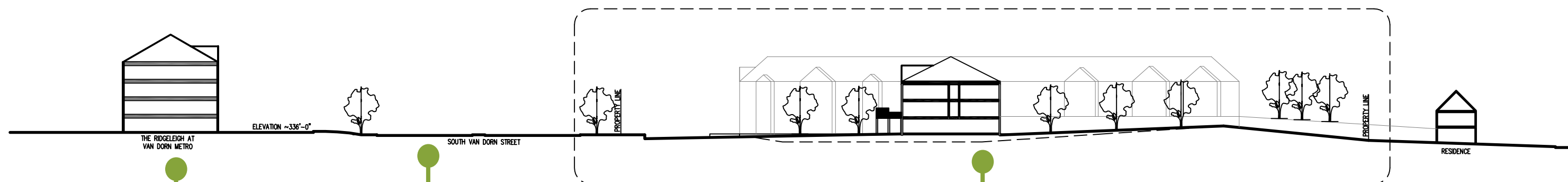




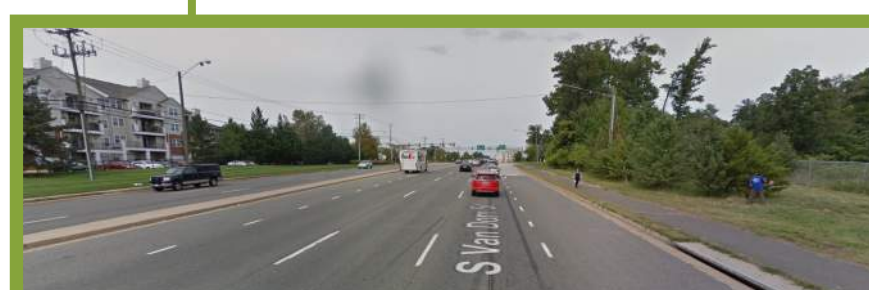




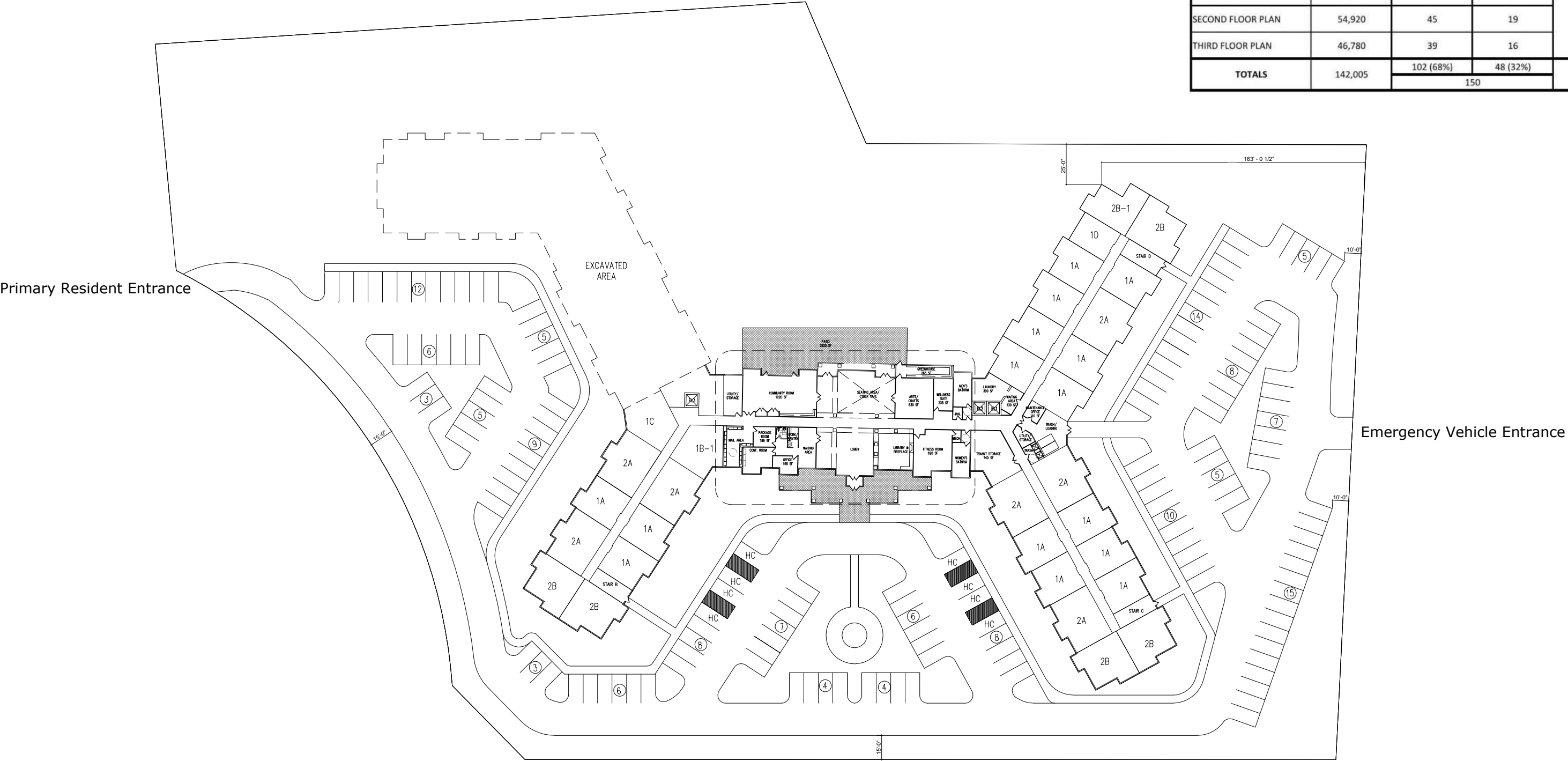
SCALE: 1/32" = 1'-0"

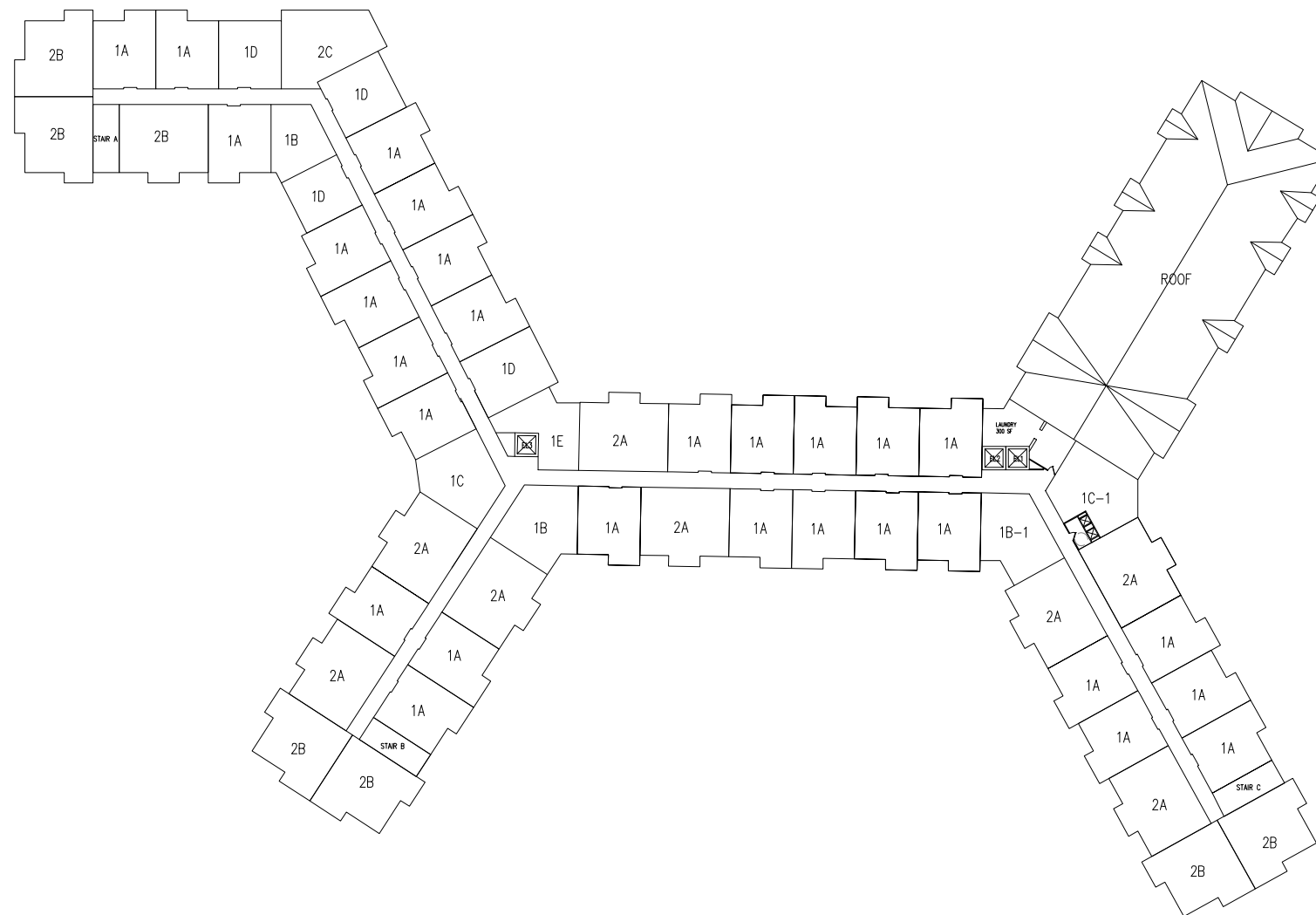


SCALE: 1/64" = 1'-0"



2/3 STORY SCHEME				
	GSF	UNIT #		PARKING #
		1 BEDROOM	2 BEDROOM	
FIRST FLOOR PLAN	40,305	18	13	150
SECOND FLOOR PLAN	54,920	45	19	
THIRD FLOOR PLAN	46,780	39	16	
TOTALS	142,005	102 (68%)	48 (32%)	150
		150		





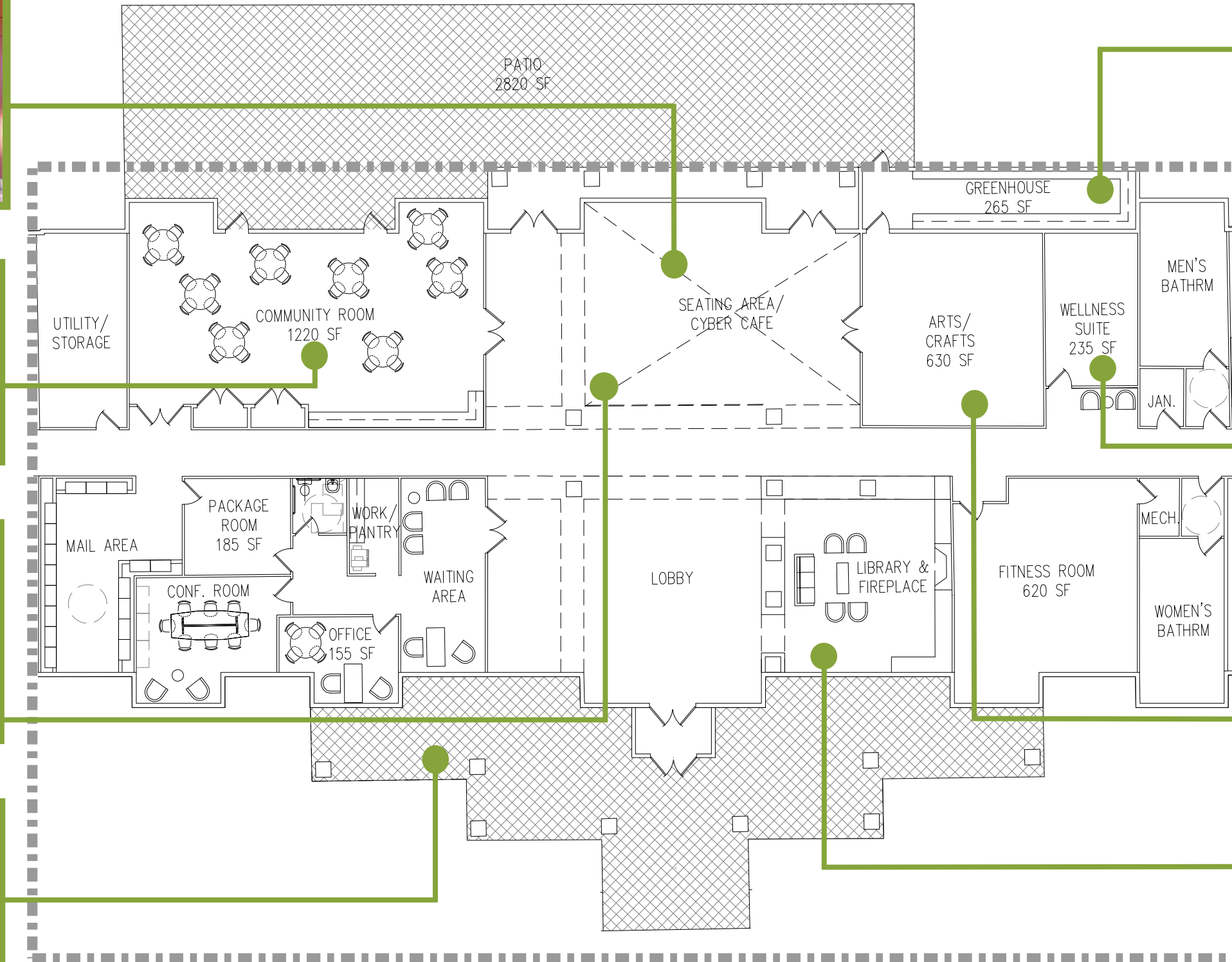
OAKWOOD DEVELOPMENT - 2/3 STORY SCHEME

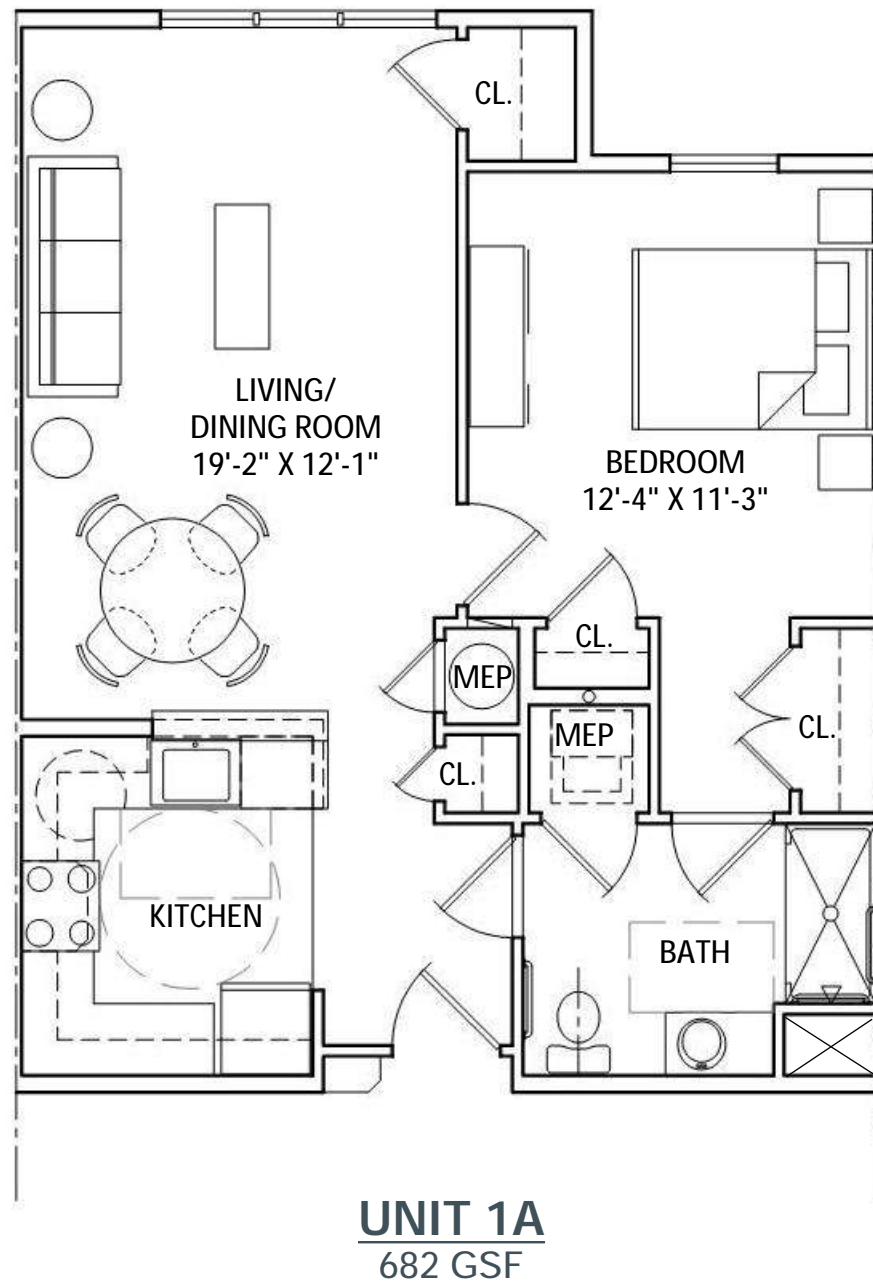
THIRD FLOOR PLAN
FAIRFAX COUNTY, VA

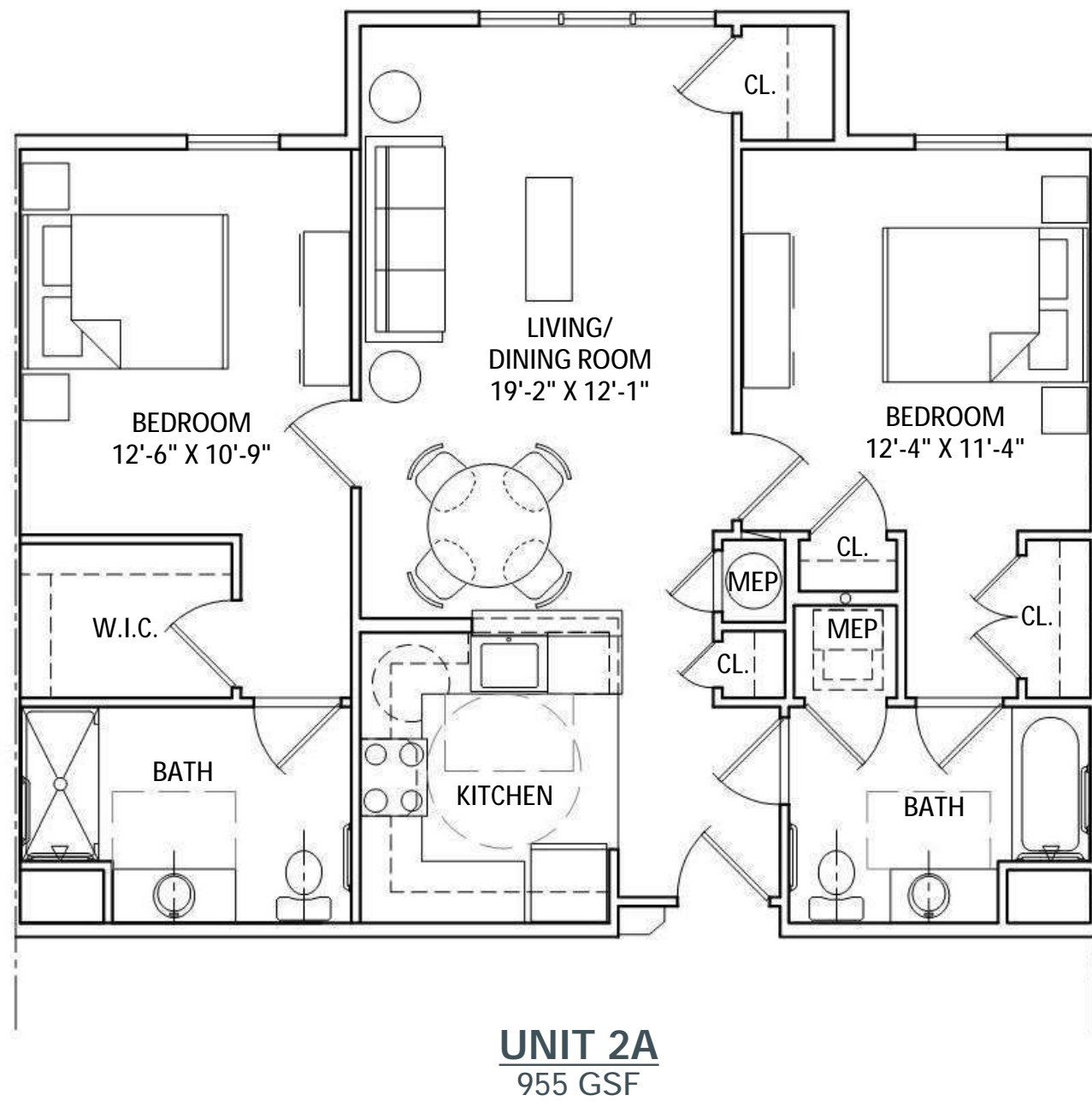
02.15.2018



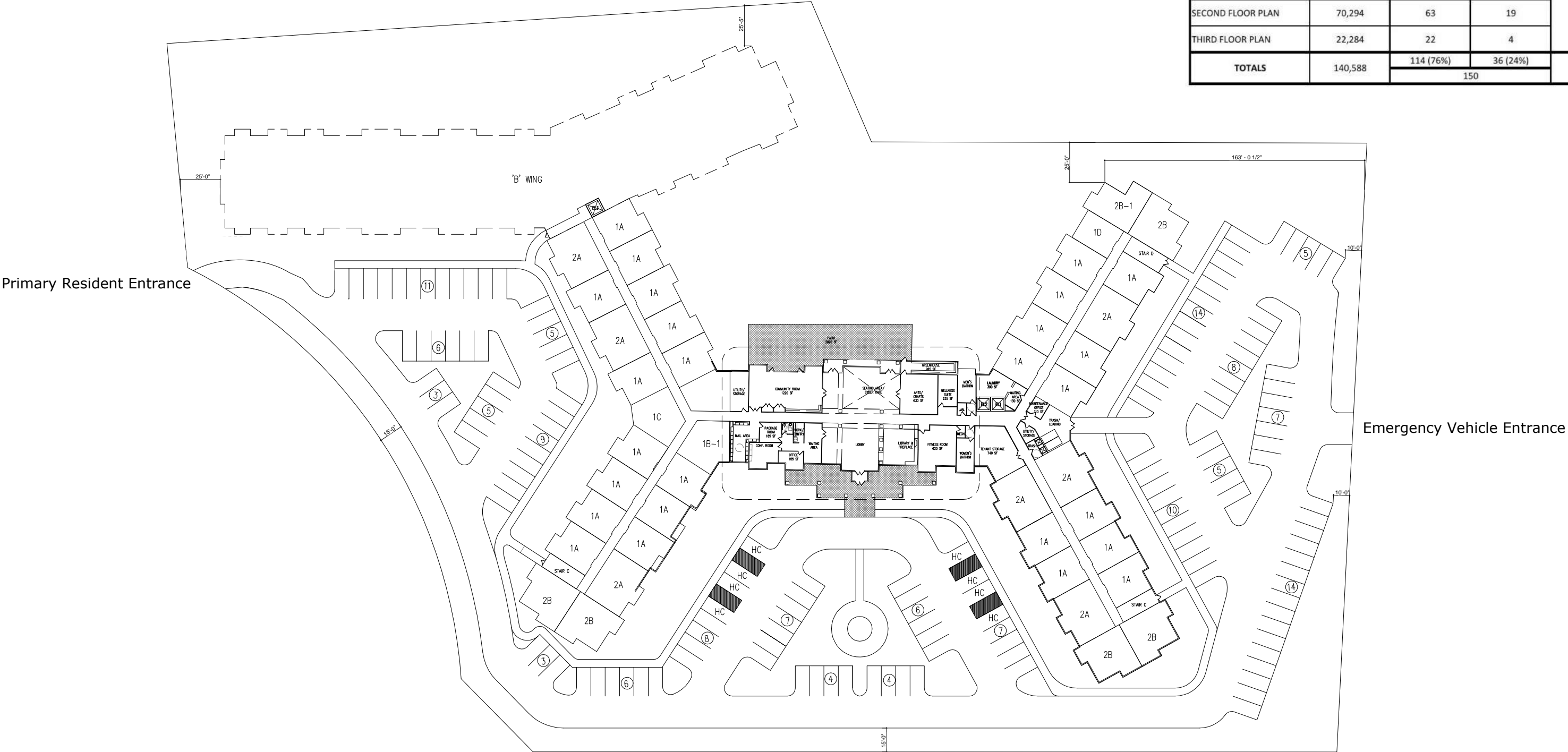
SCALE: 1/64" = 1'-0"

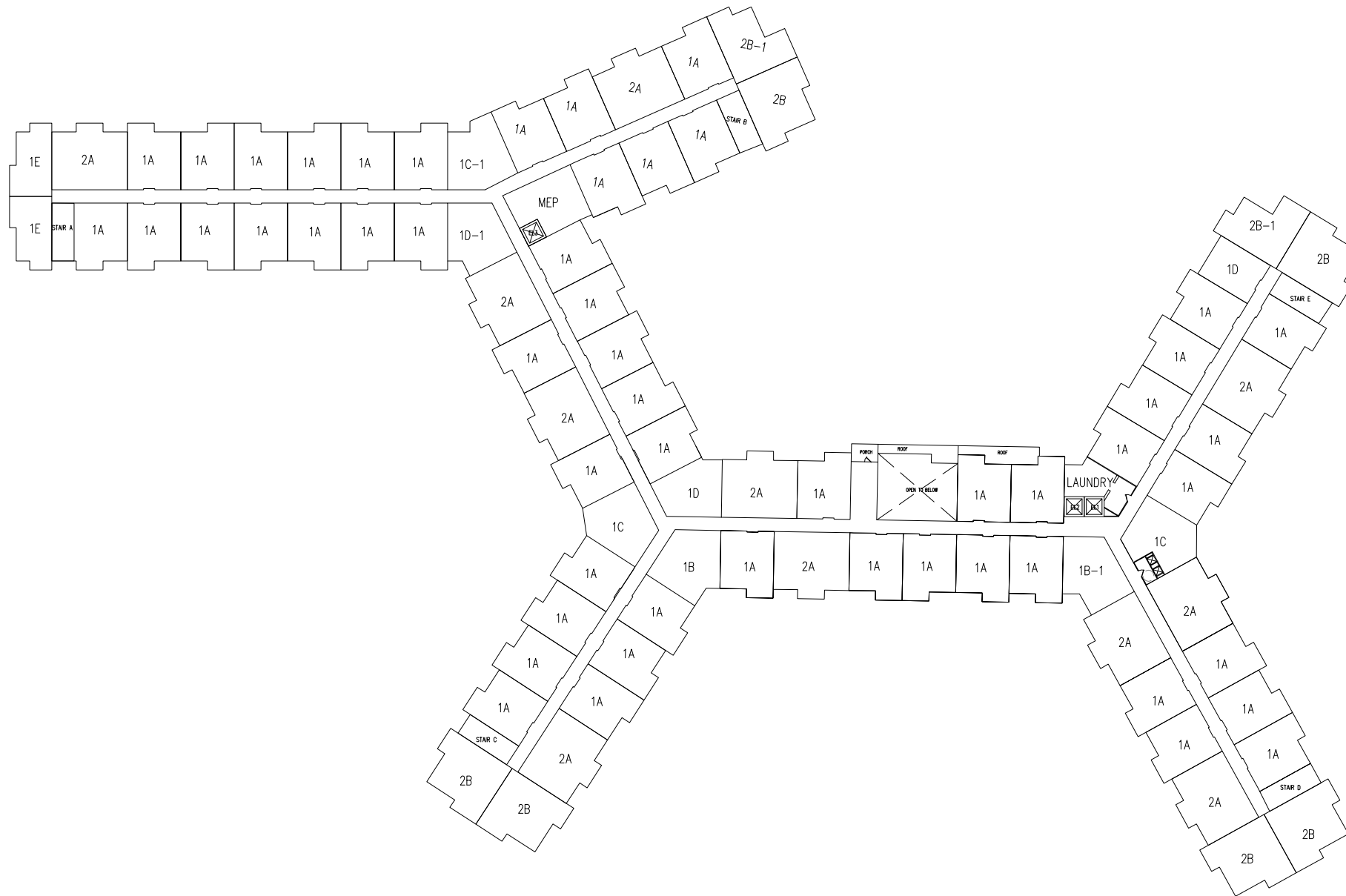






2 STORY SCHEME				
	GSF	UNIT #		PARKING #
		1 BEDROOM	2 BEDROOM	
FIRST FLOOR PLAN	48,010	29	13	150
SECOND FLOOR PLAN	70,294	63	19	
THIRD FLOOR PLAN	22,284	22	4	
TOTALS	140,588	114 (76%)	36 (24%)	150





OAKWOOD DEVELOPMENT - 2 STORY SCHEME

SECOND FLOOR PLAN WING "A" & FIRST FLOOR PLAN WING "B"
FAIRFAX COUNTY, VA

02.15.2018



SCALE: 1/64" = 1'-0"

APAH requests the following page "Building Scheme Analysis" deemed Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b



Section 4

Project Financing

Section 4

Project Financing

- a. Provide a preliminary estimate and estimating methodology of the cost of the work by phase, segment, or both.**

To develop the project hard cost budget, APAH engaged an independent, third-party Construction Manager (CM), RKR Construction Company, to review the conceptual civil and architectural designs and develop a detailed cost estimate. Due to the site's current use as a storm water management facility, the CM paid meticulous attention to the existing site conditions. This process is elaborated upon in Section 4 (b).

APAH used its extensive experience in affordable housing development and study of study comparable Fairfax projects to create the soft cost budget.

- b. Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs. Include any supporting due diligence studies, analyses, or reports.**

This response has been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

- c. Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all fees associated with financing given the recommended financing approach. In addition, complete disclosure of interest rate assumptions should be included. Any ongoing operational fees, if applicable, should also be disclosed as well as any assumptions with regard to increases in such fees.**

This response has been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

- d. Identify all anticipated risk factors and methods for dealing with these factors.**

This response has been requested Proprietary and Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

- e. Identify any local, state, or federal resources that the private entity contemplates requesting for the project. Describe the total commitment, if any, expected from governmental sources**

(and identify each such structure) and the timing of any anticipated commitment. Such disclosure should include any direct or indirect guarantees or pledges of the County's credit or revenue.

APAH will compete for a 9% LIHTC allocation through the VHDA and may also require an allocation of non-competitive 4% tax credits. APAH may also secure permanent financing through VHDA. APAH will need to work with Fairfax County on the terms of the interim and/or comprehensive agreement and Ground Lease to meet the needs of our senior lender and equity provider. Finally, in the event of a combination 4%/9% financing execution, APAH will seek to secure an issuance of tax-exempt bonds through FCRHA. No County guarantee, pledge of credit or revenue will be required.

f. Identify the amounts and the terms and conditions for any revenue sources.

The income from this development will come from 100% affordable housing rents as set by HUD for the Washington MSA. They will not exceed 60% of the Area Median Income (AMI). In addition, APAH will have a number of units at 30% and 50% AMI based on the final Sources and Uses of the transaction.

g. Identify any aspect of the project that could disqualify the project from tax-exempt financing.

The LIHTC program is governed by Section 42 of the IRS Code. In order to receive the full benefit of the 9% LIHTC, the building cannot benefit from the tax exempt bonds that will be used to fund the 9% LIHTC project. If it does benefit from these tax exempt funds – if it is “tainted” by the subsidized funds – the credits will be reduced to 4% LIHTCs, resulting in a substantial loss of equity to the project.

Both Fairfax County and APAH both have experience structuring combination 4%/9% LIHTC transactions whereby a development contains two buildings – one 4% LIHTC transaction and separate 9% transaction. The alternative financing scenario proposed for this development assumes the use of this innovative financial structure. The proposed financing scenario is based on the conceptual drawing for the project, to ensure that the division between 4% and 9% building is appropriate, with all common areas, trash and loading functions located within and owned by the 9% project. APAH currently has two 4%/9% combination projects under construction, with two others in predevelopment, and is very familiar with the nuanced requirements for this type of financing.

h. Identify any third parties that the private entity contemplates will provide financing for the project and describe the nature and timing of each such commitment.

APAH secured needed LIHTC investment from several larger investors in recent years including Bank of America, Capital One and Sun Trust. APAH has existing relationships in the debt markets to secure competitive pricing under several execution paths.

APAH has based its proforma using today's structuring assumption with sufficient contingency to allow for the development timeline assumed in this transaction.



APAH requests the following "Proformas"
deemed Proprietary and Confidential in
accordance with Virginia Code Section
2.2-3705.6 11.b



Section 5

Project Benefit and Compatibility

Section 5

Project Benefit and Compatibility

- a. Describe the anticipated benefits to the community, region or state, including anticipated benefits to the economic condition of the County, and identify who will benefit from the project and how they will benefit. Such social and economic impacts should include but are not limited to community benefits, including the economic impact the project will have on the local community in terms of the amount of additional tax revenue to be generated for the County, the number of jobs generated for County residents and level of pay and fringe benefits of such jobs, the training opportunities for apprenticeships and other training programs for County residents generated by the project, and the number and value of subcontracts generated for County subcontractors.**

The primary community benefit of this proposal is the opportunity to create long-term affordable housing solutions for seniors.

This proposed development will seek to address a national trend that is manifest in Fairfax County. Between 2000 and 2015, suburbs in the country's largest metro areas, including the Washington DC region, saw the number of residents living below the poverty line grow by 57%. The Brookings Institute documents that suburbs accounted for nearly half (48%) of the total national increase in the population of low income households during that same period.

Locally, a new study by the Center on Society and Health documents that Northern Virginia's suburban families living in adjacent census tracts can experience dramatically different conditions – in employment and income, life expectancy, educational access and attainment, and, of course, housing. At the same time, lower income families have great potential to achieve stability and access opportunity in these communities. In most cases, these affluent, relatively insular suburbs have excellent access to jobs and transit, and resources for social services. However, the data demonstrates that lower income people are not getting the same benefits from these community assets.

Simultaneously, the baby boomer generation is aging, and the country is experiencing a significant increase in its older adult population. Of immediate relevance, the American Community Survey shows that almost a quarter of households in Fairfax County include adults over the age of 65. Fairfax County's projections show a 51% increase in the 65+ age group and a 55% increase in the 70+ age group between 2010 and 2030. However, the region's existing housing stock – in terms of options, affordability, and accessibility – is incompatible with the needs of an increasingly older population that overwhelmingly wants to age in place. Older renters are particularly vulnerable to the rising housing prices of our region.

In its Affordable Housing Blueprint for Fiscal Year 2018, Fairfax County identifies a critical shortage of more than 31,000 affordable rental homes needed to meet the needs of its

current residents earning below 80% AMI. The Blueprint also prioritizes affordable housing options for special needs populations, including seniors. Thus, APAH's proposed Oakwood development will help bridge the critical gap of housing options for low income seniors and provide a secure, accessible and affordable option.

With this proposal, APAH seeks to leverage some of the strategies and services outlined in the County's 50+ Community Action Plan 2014 in this proposed development. Particularly, APAH seeks to be a partner in the County's Latitude in Land Use Cases for Affordable Older Adult Housing; since the initiative seeks to promote construction of senior housing near the Van Dorn metro rail and bus transit station, this proposed development could be a strong leader in helping to meet this transit oriented development goal.

Building upon our experience in addressing homelessness through concerted programs, APAH could provide an affordable option for older homeless adults and those at risk of becoming homeless by dedicating 10% of the units for permanent supportive housing, at the County's preference.

In addition to affordable housing, this proposed development will create economic opportunity and growth through an estimated 430 new construction and subcontractor jobs (calculated via Housing Virginia's Residential New Construction Economic Impact Calculator). The 150 units of affordable senior housing will increase local property taxes by over \$200,000 per year.

Finally, the existing approximately 6.21 acre site is currently used as an enhanced extended storm water detention pond for onsite and offsite area. Our design plans call for the replacement and upgrading of the existing surface pond with an underground storm water facility. The replacement facility will be designed to the current state storm water management regulations, as opposed to the existing surface pond, which was designed to dated regulations.

b. Identify any anticipated public support or opposition, as well as any anticipated government support or opposition, for the project.

In every project, APAH collaborates with our neighbors to build community support for the needs of lower-income residents. In December 2017, the Alliance for Housing Solutions honored APAH with the Ellen M. Bozman Award for partnering with a civic association to preserve affordable housing in the Westover neighborhood. APAH worked closely with the civic association leadership and provided clear and accurate information on the need and project characteristics. This empowered the association leadership to advocate for and gain the support of the neighborhood for the 100% affordable development, which included 8 units for permanent supportive housing. The press release about the project and award follows this narrative.

APAH also believes this development will be embraced by the Fairfax County elected leadership and the larger community. This project is consistent with the “One Fairfax” policy’s guiding principles of diversity and inclusion. Specifically, the One Fairfax resolution calls for the County to “move beyond embracing diversity as an asset and implement a new growth model driven by equity — just and fair inclusion into “One Fairfax,” a community in which everyone can participate and prosper.”

This proposed project will support this policy by providing equitable access to affordable homes and creating opportunities for seniors of all incomes and backgrounds to age-in-place in the county where they have worked and/or raised their families.

- c. *Explain the strategy and plans that will be carried out to involve and inform the general public, business community, and governmental agencies in areas affected by the project.***

APAH will conduct the customary communication as part of the Fairfax County land use approval process. APAH will also engage in extensive outreach to the residential communities immediately adjacent to the site and key stakeholders within the community. The project will be presented several times to the Lee District Land Use Committee for review and consultation, as well as to any other citizen groups who may express interest in hearing more about the project. Community outreach is a priority for all APAH projects and will be an important part of this process, as well. APAH is conscious and will be prepared when eventually, the project will be subject to public hearings before the Fairfax County Planning Commission and Board of Supervisors.

- d. *Describe the compatibility of the project with local, regional, and state economic development efforts.***

In November 2016, a statewide report was released titled “Addressing the Impact of Housing for Virginia’s Economy.” Published by the Virginia Coalition of Housing and Economic Development Researchers, the report identifies the challenge that a shortage of affordable housing poses to Virginia’s economy; high housing prices restrict employment growth and the ability to attract and retain talent. Building new senior affordable housing will free up family-sized homes for Millennials and workers who may have otherwise been deterred by rising housing costs in Fairfax County.

In addition, the 2016 report testifies to the detrimental effects of the housing cost burden on all residents, but especially those who are more susceptible to health complications, such as seniors: housing cost-burdened adults are less likely to fill prescriptions, follow healthcare treatments, or purchase/maintain health insurance because of the costs. Thus, 150 new units of senior affordable housing will help relieve the burden from the residents and their families, and from the safety net infrastructure that they may have otherwise needed to help supplement the costs.

e. *Explain the compatibility with the County's comprehensive plan, infrastructure development plans, capital improvements budget, or other government spending plan.*

The proposed Oakwood affordable older adult housing development is completely consistent with the Fairfax County Comprehensive Plan's Housing Policy and the Board of Supervisors' goal that "[o]pportunities should be available to all who live or work in Fairfax to purchase or rent safe, decent, affordable housing within their means." It is consistent with the housing policy objectives below, as detailed:

- Consistent with Housing Policy Objective 1, the proposed development will **contribute to the County's supply of affordable housing, including units for the disabled or handicapped.**
- Consistent with Housing Policy Objective 2, the proposed development will further **distribute affordable housing opportunities throughout the County.**
- Consistent with Housing Policy Objective 3, the proposed development will **contribute to the stabilization and rehabilitation of the surrounding communities** by:
 - Providing opportunities for residents to age in place;
 - Furnishing an improved buffer to the communities from traffic along S. Van Dorn Street, enhancing the environment for the communities to the east; and
 - Enhancing the district gateway with an attractive modern complex, sensitively designed to fit its context and campus.
- Consistent with Housing Policy Objective 4, the proposed development will **leverage the use of federal and state housing assistance programs.**
- Consistent with Housing Policy Objective 5, the proposed development will particularly **focus on serving the low-income elderly.**

This project will be furthered enhanced by the contemplated FCDOT pedestrian and bike trail along S. Van Dorn Street. While in its early planning stages, if realized, this infrastructure development project will further benefit the residents of the Oakwood development and entire community. The proposed trail is immediately adjacent to the development, which will promote walkability and create multimodal transit options for residents. The trail will also help create an attractive and safe frontage to the development. APAH's consultants have reviewed the County's early plans and incorporated them into our site plan and design, which can be found in Section 3.

To facilitate this project and capitalize on opportunities to meet the County's housing policy objectives, the proposed development will require a comprehensive plan amendment to modify the land use recommendations for this property.

- f. Provide a statement setting forth participation efforts to be undertaken in connection with this project with regard to the following types of businesses: (i) minority-owned businesses, (ii) woman-owned businesses, and/or (iii) small businesses.*

APAH has hired Grimm + Parker as the project architect. The firm is certified as a Small, Women-owned, and Minority-owned Business (SWaM) for Virginia. The certification can be found in Section 2: Qualifications and Experience.

APAH has also engaged christopher consultants, to act as its consultant on civil engineering and land use planning. christopher consultants is a registered SWaM business in Virginia. The firm is also a federal small business and MWAA LDBE. Its statement can also be found in Section 2.

Release: October 26, 2017

Contact: Michelle Winters, michelle@allianceforhousingolutions.org, 703-859-0452

2017 Ellen M. Bozman Award Recipients and Celebration: **PARTNERS IN PRESERVATION**

The Board of Directors of the Alliance for Housing Solutions is very pleased to honor

Arlington Partnership for Affordable Housing, A-SPAN, and the Westover Village Civic Association

at the 9th Ellen M. Bozman Affordable Housing Award Celebration to be held on Sunday December 3, 2017, at 6:30 PM at the Unitarian Universalist Church of Arlington. The event is the annual fundraiser for the Alliance for Housing Solutions (AHS) and draws well over 100 community leaders, affordable housing supporters, and elected officials. Former County Board member and Virginia State Senator Mary Margaret Whipple, President of the AHS Board of Directors, will serve as the master of ceremonies.

This year's Bozman award recipients are being honored for their collaboration toward preserving housing affordability in the historic Westover neighborhood. In 2016, the Westover community was stunned by the demolition of several historic garden apartment buildings that had provided a rare pocket of affordability. These market-rate affordable buildings offered some of the most accessible rents in the rapidly escalating North Arlington housing market. It quickly became clear that more buildings were at risk of being replaced by luxury townhome development.

Within months, the Arlington Partnership for Affordable Housing (APAH) had scouted the Westover community for opportunities to purchase other market-rate affordable buildings before they could be put at risk of demolition. Partnering with A-SPAN, they put together a proposal to purchase, renovate and preserve 68 apartments, which together will be known as Fisher House II. The long-term affordability protections put in place will ensure that the apartments will remain affordable for years to come. In addition, eight of the units will be reserved for supportive housing for formerly homeless individuals, with services such as financial literacy training, assistance with budgeting, and other support provided by A-SPAN.

After recognizing concern among neighborhood residents, the Westover Village Civic Association stepped in to provide clear and accurate information about the situation and assess the level of

community support for preserving affordability in the neighborhood. The Association provided valuable backing needed to secure approval of a loan from the County's Affordable Housing Investment Fund (AHIF) to help finance APAH's purchase of the properties.

There is much more work to be done in Westover and other areas of Arlington and nearby communities, and the process of preserving affordable rents with today's tools is far from ideal. Even so, the level of community support and collaboration that took place to preserve critically important affordable housing options in Westover is something AHS is proud to honor and encourage through the Ellen M. Bozman Affordable Housing Awards.

~ ~ ~

Potential sponsors, media, and others can contact **AHS Executive Director Michelle Winters** for additional information at michelle@allianceforhousingolutions.org or 703-859-0452.

About the Ellen M. Bozman Affordable Housing Award

The Ellen M. Bozman Affordable Housing Award is given annually to individuals or organizations who have significantly advanced efforts to increase the supply of and/or to improve the quality of affordable housing in Arlington through leadership, innovation, and effectiveness over time. The award honors the late Ellen M. Bozman, long-time Arlington County Board member and leader on affordable housing issues. She was a co-founder of the Alliance for Housing Solutions and a member of its Board of Directors. Visit our website for [a video with highlights](#) of her life of public service.

About AHS

The Alliance for Housing Solutions (AHS) is a 501(c)(3) non-profit organization that seeks to increase the supply of affordable housing in Arlington County and Northern Virginia through public education, facilitation, and action. AHS was created in 2003 by civic leaders motivated by the belief that Arlington was rapidly becoming a community in which only affluent families could afford to live. Since then, housing costs in our area have continued to escalate for both renters and owners, and the stock of housing affordable to low- and middle-income households has continued to decline. Our work is more important than ever. AHS helps to build greater public understanding of housing challenges and works toward the adoption of public policies that can help reverse the loss of affordable housing in our community. Visit www.allianceforhousingolutions.org for more information, and see our [Market Rate Affordable Housing](#) page to learn more about efforts to preserve housing affordability in Arlington.

About APAH

The mission of the Arlington Partnership for Affordable Housing (APAH) is to develop, preserve, own, and advocate for quality affordable housing in Arlington, and to promote opportunity for its residents through partnerships and programs. APAH was founded in 1989 and has grown into a successful real estate developer and owner, with a portfolio of 15 multifamily rental properties offering 1,361 units and valued at \$300 million. In 2011, APAH was awarded Developer of the Year by the Housing Association of Non-Profit Developers and awarded the Arlington Community Foundation's first-ever Prize for Impact and Innovation. Visit www.apah.org for more information.

About A-SPAN

A-SPAN's mission is to secure permanent housing and provide life-sustaining services for Arlington's most vulnerable individuals through outreach and relationships built on trust and respect. A-SPAN's range of supportive services work together towards one goal: ending homelessness in Arlington through housing. All of the housing programs are "Housing- First," meaning A-SPAN quickly and successfully helps individuals and veterans get into permanent housing without any preconditions or barriers. Their case managers then provide ongoing support, help link clients to resources in the community, rebuild their lives, retain housing, and prevent a return to the streets. A-SPAN and its partner organizations in Arlington's 10-Year Plan to End Homelessness helped Arlington become one of the first counties nationally to end veteran homelessness, reducing chronic homelessness by 64% since 2013. Visit www.a-span.org for more information.

About the Westover Village Civic Association

The Westover Village Civic Association serves the historic Westover neighborhood, located along Washington Boulevard between Ballston and East Falls Church. The neighborhood, which was originally a mix of single-family homes, duplexes, garden apartments, schools and commercial shopping center, was original built between the 1930s and 1950s and was listed on the National Register of Historic Places in 2006. The neighborhood continues to lose individual garden apartment buildings to redevelopment, replaced by luxury townhomes. Visit www.westovervillage.org for more information.

OAKWOOD

DEVELOPMENT



**Arlington Partnership
For Affordable Housing**

4318 N. Carlin Springs Rd
Arlington, VA 22203
apah.org