



OCTOBER 2021

BOWMAN TOWNE COURT REDEVELOPMENT FAIRFAX COUNTY

UNSOLICITED PROPOSAL PER
THE PUBLIC-PRIVATE EDUCATION FACILITIES
AND INFRASTRUCTURE ACT

Foulger-Pratt
WDG Architecture
Joseph Browne Development Associates LLC
McGuireWoods
Bowman Consulting
Nixon Peabody LLP
Motivation, Inc.
Klein Hornig LLP
Comprehensive Relocation and Housing Services

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Per § 56-575.4(G) of the PPEA we request that the design drawing on the cover page and portions of pp4-7 of the proposal which outlines our unique development strategy and plan prepared by Foulger-Pratt, be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

Director
Department of Purchasing and Supply
Management
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

October 29, 2021

Re: Statement of Intent regarding the development of two properties owned by Fairfax County, VA and the Fairfax County Redevelopment and Housing Authority (FCRHA).

Dear Ms. Muse:

Pursuant to the Public-Private Education Facilities and Infrastructure Act of 2002, Va. Code Ann. §§ 56-575.1 to -575.16 (the “PPEA”) as amended, The Foulger-Pratt team is pleased to submit this Unsolicited Proposal for redevelopment of two underutilized properties: Bowman Towne Court (BTC) and a portion of the Reston District Fairfax County Police Department (RD-FCPD).

We look forward to working with Fairfax County Redevelopment and Housing Authority (FCRHA) and exceeding your expectations **to redevelop two well-located County-owned properties to**

offering a variety of educational, workforce development, and civic resources. As your private partner, we intend to achieve this by drawing on our considerable experience developing, building, and managing high quality, amenity-rich, market-rate, affordable, and mixed-income housing, as well as mixed-use development in urban settings. We focus on working in prominent urban locations and delivering signature developments that benefit these environments.

We are attuned to Fairfax County needs – and the value of a new

appropriately complements our proposed affordable housing redevelopment approach. Our redevelopment proposal maximizes the value of the land to **replace 30 units and a**

surface parking lot with

and benefit from the residential Class A market-rate quality architectural and design quality of all Foulger-Pratt developments.

across a broad cross-section of the Fairfax County population, especially for those members otherwise lacking in resources. Our approach to unlocking the value of this property addresses not only housing but also the community infrastructure necessary to grow and thrive in our complex world.

An essential part of our capabilities is our ability to execute complex sophisticated financing, in particular, public/private financing that most efficiently allocates resources across the private and public sectors. This mix of strategies leverages the best aspects of these capabilities to create:

- highly appealing Class A residential (market, affordable, other types) and mixed-use properties that anchor urban communities, complement surrounding properties, and spur further high-quality development
- financial sustainability; and
- economic equity for minority owned, woman owned, small businesses (MBE, WBE, SBE), and Section 3 participants and businesses.

We bring the added advantage of financial strength through our own resources and ability to attract outside capital. You can count on our ingenuity to craft a public/private partnership for market-rate quality affordable homes in a mixed-

use setting, financing the new community with sophisticated public and private resources. We have the experience to draw on national and local talent for this redevelopment, **all of whom have extensive experience in Fairfax County**. Our team features companies we have worked with before on redevelopments with significant affordable housing components. Our design and architecture team member, WDG, offers the full range of architectural, design, and planning disciplines for creating memorable, practical mixed-use, mixed-income spaces, including combined library/apartment buildings. WDG has created numerous projects in Reston. Joseph Browne Development Associates (JBDA) specializes in affordable and subsidized housing creation and financing, in particular, in Virginia.

On the legal side, we come equipped with leading legal practitioners in land use, regulatory compliance, and housing finance. McGuireWoods partner Scott Adams brings his thorough knowledge of the Fairfax County land use process and skill at expediting it. Nixon Peabody's Kathie Soroka brings extensive experience with all types of affordable housing transactions and compliance, including **Rental Assistance Demonstration (RAD)**, particularly HUD approval of the HUD contract. Klein Hornig's Erik Hoffman brings his Fairfax County affordable housing expertise. Civil engineer Bowman Consulting understands and respects the unique priorities of Reston, as well as its physical characteristics, engineering and construction complexities, social history, and resident priorities. Motivation, Inc., is a national expert in economic equity, such as MBE/WBE/SBE and Section 3, including RAD and Section 18 Housing. Comprehensive Relocation and Housing Services (CRHS) has wide ranging expertise in various relocation regulations, including Section 18 and RAD. When we build, we expect more than just floors to rise. We have a responsibility – one we take

very seriously – to intentionally help people rise as well. **We will be guided by the One Fairfax Policy on equity and inclusion and our team's own experience, particularly MBEs Motivation' and CRHS', in providing training, hiring, and contracting opportunities.**

We bring extensive experience and resources to this opportunity. We've already delved into planning these two parcels, knowing that collaboration makes redevelopment happen! We welcome and expect to work closely with you as the redevelopment vision evolves based on FHCRA feedback, community feedback, input from various Fairfax County agencies, and other stakeholders.

We look forward to working with you to create a

Sincerely,

Feras Qumseya

Vice President, Affordable Housing
Email: fqumseya@foulgerpratt.com
Phone: 240-499-9697

Brigg Bunker

Chief Operating Officer, Managing Partner
Email: bbunker@foulgerpratt.com
Phone: 240-499-9600

Foulger Pratt
12435 Park Potomac Avenue, Suite 200,
Potomac, MD 20854
12435 Park Potomac Avenue, Suite 200,
Potomac, MD 20854

Attachment: Initial Proposal Review Fee

EXECUTIVE SUMMARY

When you work with us, you draw on cutting-edge talent for physical development in tandem with a commitment to racial, social, and economic equity. We have assembled a team with almost 100 years of experience in collaborating on a range of urban redevelopment projects with significant mixed-income, affordable, and market-rate housing combined with civic, retail, commercial, and community uses. We expect to maximize your land value to create a new centerpiece for the community that evolves from the priorities and vision of Fairfax County political and community leaders.

Our plan proposes to redevelop two under-utilized county-owned parcels, Bowman Towne Courts (BTC) Parcel and the Reston District Fairfax County Police Department (FCPD) parcel into

For Bowman Towne Courts, we propose to replace the existing 30 affordable rental townhomes with

We will take the lead role on the team. Due to the firm's disciplined culture and vertically integrated platform, we have developed more than 15 million square feet across all aspects of real estate. **The firm has created over 70 development and construction projects comprising distinctive mixed-income multi-family residential, mixed-use developments, retail centers, office buildings, and a prominent mix of healthcare/medical office, laboratory, and institutional buildings.** Many of these projects are for clients and partners who have turned to our expert teams time after time again. In the last five years, we have developed or acquired more than \$1.4 billion in real estate projects and funded or raised in excess of \$350 million of private equity capital.

As a market-rate Class A residential and mixed-use developer, we bring special strengths to redevelopment. Many of our Class A market rate residential projects include affordable housing apartments with the same amenities as the market rate apartments in urban settings. **We bring that same approach to our 100% affordable housing projects, which will have the same amenity rich**

¹ Foulger-Pratt hereby requests that portions of this Executive Summary in the unsolicited proposal be exempted from public disclosure pursuant to subdivision 11 of Section 2.2-3705.6 of the Virginia Freedom of Information Act and Section II.C of the Fairfax County Public-Private Education and Infrastructure Act of 2002 Guidelines and Procedures,

adopted March 30, 2009. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

interior and exterior environments as our market rate and mixed-income apartment complexes.

Sample team projects described below feature mixed-use/affordable or mixed-income apartments using public/private financing. We are currently developing a **project similar to the Bowman Towne Courts proposal- five floors of mixed-income housing, stacked on top of a two-story church anchor. (Venture on I in DC.)**

We are working with the City of Alexandria to develop a building with a fire-station anchored affordable housing project as part of Landmark Mall's redevelopment. Our portfolio also includes four floors of mixed-income housing stacked on top of a major supermarket anchor. (Beckert's Park, DC.) WDG has designed a **library anchored residential building alongside a fire station anchored project (West Light Square in DC),** as well along with numerous projects in Reston and Fairfax County, including Reston Square, Reston Station, and Reston Town Center.

Team members have decades of experience with FCRHA and other county stakeholders. Our team has competed for scarce state and federal subsidies such as Virginia and National Housing Trust Funds, HUD Section 202, Federal Home Loan Bank, HOME, and Community Development Block Grant Funds. **We not only receive the allocations, we creatively leverage all public subsidy with private debt and equity sources.**

Other team members have strong records in Reston and Fairfax County:

- Joseph Browne Development Associates, LLC – affordable housing finance
- McGuireWoods – land use
- Nixon Peabody – HUD approvals and compliance
- Klein Hornig – affordable housing (legal)

- Bowman Consulting – engineering
- Motivation, Inc. – MBE/WBE/SBE and Section 3 economic equity
- Comprehensive Relocation and Housing Services – relocation and related regulations.

We have created an efficient and time-tested **project financing plan** that minimizes the scale of

Team member Motivation, Inc. specializes in **intensive economic equity via MBE/WBE/SBE and Section 3 activities.** Foulger-Pratt has a strong record as well with MBE/WBE/SBE subcontractors. We intend to surpass One Fairfax's principles, uplifting BIPOC personal achievement through housing, education, training, employment, and subcontracting.

Per §56-575.4(G) of the PPEA we request that the Legal and Ownership Structure, Financial Record for Foulger-Pratt, the Project Financing Section and the Financing Exhibit be exempted from FOIA and not shared publicly. Specifically, the information: (1) On portions of p8 contains information that is generally not available to the public regarding Foulger-Pratt ownership and Board composition because it is a privately held limited liability company. (2) On portions of pp29, 47, 59-84, and 88-146, contains Foulger-Pratt confidential and proprietary financial records and trade secrets of Foulger-Pratt that are not generally available to the public through regulatory disclosure or other publicly available methods. (3) On portions of pp29, 47, 59-84, 88-146 contains information that details the proposed financial plan that if made public prior to execution of an interim or comprehensive agreement could harm the financial interest or competitive position of the Foulger-Pratt team during the PPEA procurement process. (4) On portions of 50-51, contains JBDA confidential and proprietary business client lists that are trade secrets that are not generally available to the public through regulatory disclosure or other publicly available methods.

QUALIFICATIONS & 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 development will be led by an affiliate of Foulger-Pratt ("The Developer"), a real estate investment and development firm distinguished by its long-term focus and extensive experience executing successful mixed-use, transit-oriented projects.

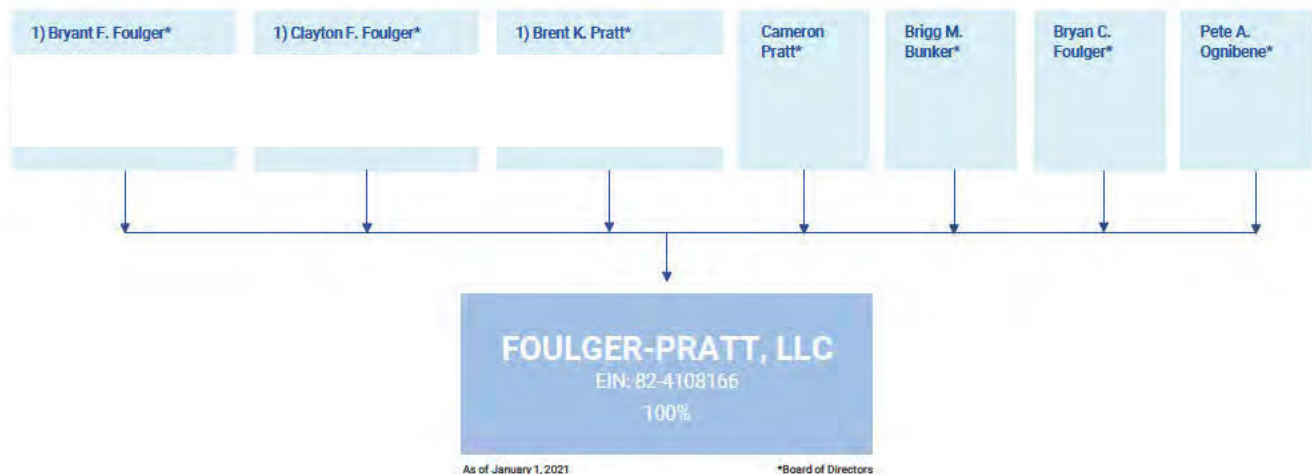
Our Bowman Towne Court team:

- Joseph Browne Development Associates, LLC – affordable housing finance
- McGuireWoods – land use
- Nixon Peabody – affordable housing transactions and compliance
- Klein Hornig – affordable housing (legal)
- Bowman Consulting – engineering
- Motivation, Inc. – MBE/WBE/SBE and Section 3 economic equity
- Comprehensive Relocation and Housing Services – relocation and related regulations.

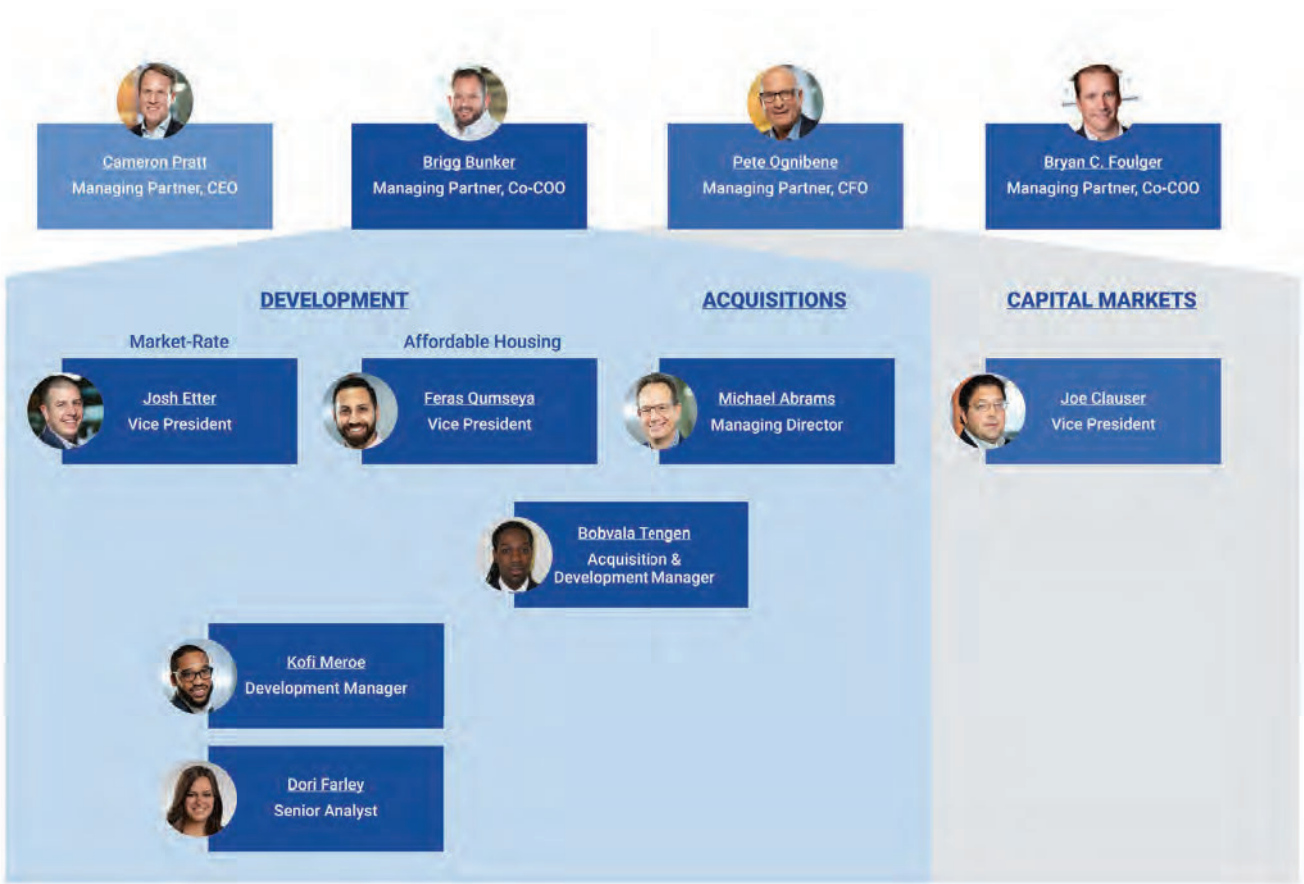
All team members will report to the developer and developer representative, Feras Qumseya, who will serve as the primary point of contact for Fairfax County Redevelopment and Housing Authority and Fairfax County

Foulger-Pratt Legal Structure

Per § 56-575.4(G) of the PPEA we request that portions of the Foulger-Pratt Legal Structure chart be exempted from FOIA and not shared publicly. Information regarding Foulger-Pratt ownership and Board composition is confidential and proprietary business information because it is a privately held limited liability company.



Foulger-Pratt Organizational Structure



Management approach: Our management approach, honed by many similar and complex projects, is simple. We understand the past and present. Here's our approach to a strong future.

Complex development is our forte. We craft innovative structures. More importantly, we close on them. We have proven experience accessing private financial debt and equity to support affordable housing opportunities. **We will work hand in hand with you on the Bowman Towne Court and the adjacent County Police sites,**

that anchor a strong community.

Foulger-Pratt will head up the redevelopment. We have fully integrated capacity for developments of this scale and larger. Other team members have similar capacity,

capabilities, and experience to work constructively on a mixed-use project of this high caliber.

We and our affiliates will take these roles:

- Lead for the pre-development financing and execution, including entitlement, design, outreach, and communications
- Oversight of construction activities and predevelopment collaboration (Foulger-Pratt Construction)
- Oversight of asset management (Foulger-Pratt Residential); and
- In partnership with FCRHA, lead day to day execution and oversight of all redevelopment activities.

We will oversee and coordinate with:

- JBDA on financing and development activities for all financing related aspects of

the project and LIHTC structuring and financing

- WDG for design and architecture activities
- McGuireWoods, Nixon Peabody, and Klein Horning on legal, compliance aspects, HUD approvals, and land use law
- Bowman for civil engineering
- Motivation, Inc., for economic equity; and
- Comprehensive Relocation and Housing Services for economic equity and relocation activities.

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.

Affordable Housing Development:

The Foulger Pratt team is experienced in developing all types of rental housing at all price points, in urban settings in particular. Our affordable housing experience stems back to 2003, where we **combined market rate with LIHTC financing for the urban amenity-rich Bennington development in Silver Spring**. This was just the start of our **nesting affordable housing within our market-rate rental properties**, with no distinction between market rate and affordable units.

Bennington is part of our overall affordable housing unit portfolio and pipeline - 384 operational units, with 857 units to start construction in the next one to three years. For the public/private financing needed for Bowman Towne Court's success, we have brought in team member JBDA, our partner in other affordable and mixed-income housing development. JBDA is steeped in Virginia affordable housing finance and has deep

experience working with nonprofits, public housing authorities, and housing finance agencies at a programmatic and project level, as do our legal, compliance aspects, HUD approvals, and land use counsel. In particular, team members have decades of experience with FCRHA and other county stakeholders.

Our team has competed for scarce state and federal subsidies such as Virginia and National Housing Trust Funds, HUD Section 202, Federal Home Loan Bank, HOME, and Community Development Block Grant Funds. We not only receive the allocations, we creatively leverage all public subsidies with private debt and equity sources. **In the last five years, we have developed or acquired more than \$1.4 billion in real estate projects and funded or raised in excess of \$350 million of private capital.**

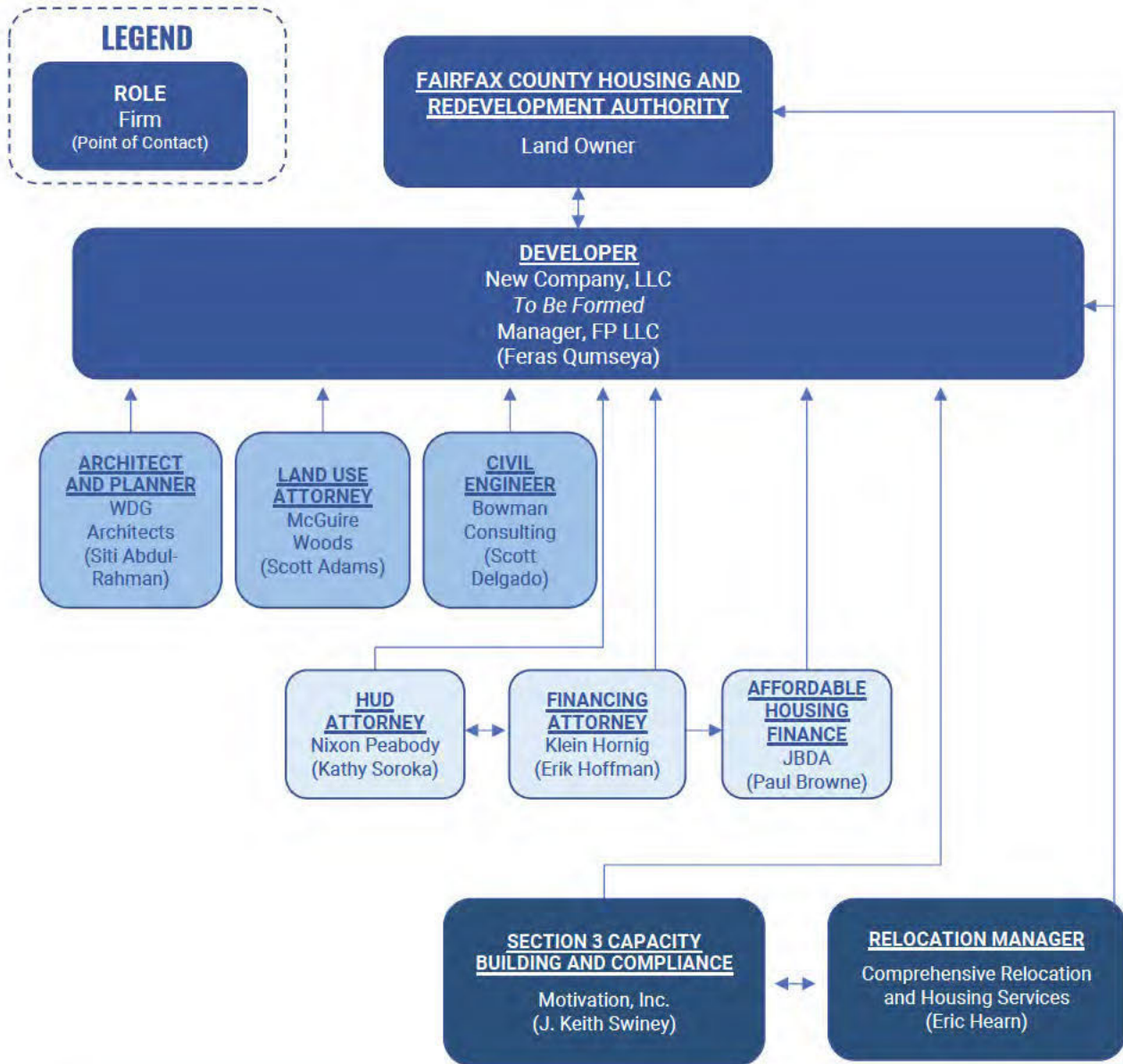
Civic Use Development: We have several civic buildings in the pipeline, including a church and fire station. WDG has designed libraries and numerous projects in Reston and Fairfax County, including Reston Square, Reston Station, and Reston Town Center.

Co-Location Development: We believe that co-locating community resources in one building maximizes density to produce complementary uses

We are preparing to build affordable housing stacked on top of a fire station in the redeveloping Landmark Mall. Our portfolio also includes four floors of mixed-income housing stacked on top of a major supermarket anchor. WDG has designed a library anchored residential building alongside a fire station anchored project.

Foulger-Pratt will provide completion and budget guarantees for the project. These guarantees will coincide with the ultimate financial structure. Our performance history makes us best in class.

Project Org Structure



Per§56-575.4(G) of the PPEA we request the design drawing on this p11 be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

Meet the Team

Our team has worked on numerous public-private partnerships for projects in Fairfax County, Northern Virginia and across the DC Metro area. Each team member stands out for its innovation, sophisticated technical expertise, creative problem solving, and commitment to high quality, cost-effective urban development. We have all worked with public housing authorities and welcome the opportunity to again collaborate with a wide range of public agencies, residents, community stakeholders, and private stakeholders, understanding that this redevelopment does not operate separately from its surrounding context, including goals of One Fairfax.

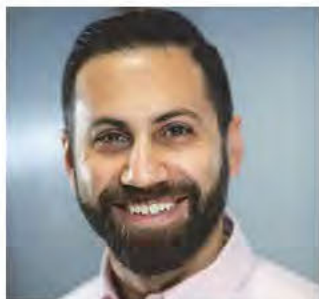
We will provide you with leading legal practitioners with extensive experience.

- **McGuireWoods' Scott Adams:** Fairfax County land use process
- **Nixon Peabody's Kathie Soroka:** affordable housing transactions and compliance, such as RAD, particularly HUD approval processes
- **Klein Horning's Erik Hoffman:** Affordable Housing Legal and Financial Structuring
- **JBDA principal Paul Browne:** affordable housing financing
- **WDG's Siti Abdul Rahman:** design of memorable buildings and communities, including affordable housing and libraries
- **Bowman Consulting's Scott Delgado:** civil engineering
- **Keith Swiney, of Motivation, Inc.:** MBE, WBE, SBE, and Section 3; and
- **Eric Hearne of Comprehensive Relocation and Housing Services:** relocation regulations, including Section 18 and RAD

Resumes of Key Individuals

Feras Qumseya, Vice President, Development, Foulger-Pratt Companies

Company Experience



Feras Qumseya serves as Vice President for Development at Foulger-Pratt Companies, one of our nation's largest, most experienced real estate development, construction, property

management, and maintenance enterprises in the greater District of Columbia (DC) Metro area and West Coast. Feras' strategic acumen and execution of thriving large-scale developments spur his leadership of Foulger-Pratt's expansion into critically need affordable housing. Foulger-Pratt's deep commitment to affordable housing also draws on Feras' record of helping nonprofit community organizations grow in capacity, including fundraising and leadership development.

Feras has 18 years of economic development experience, much of it focused on landmark urban revitalization master planning in DC and Baltimore, Maryland. He has directed the feasibility, planning, and development of lauded large-scale mixed-use communities that feature homes and retail, recreational public, community, and commercial space. He is particularly proud of helping transform deteriorated public housing into attractive new mixed-income communities that blend replacement public, affordable, and market rate homes. These developments prioritized economic equity for public housing residents and local minority owned subcontractors. To achieve these transformations, Feras' repertoire of financing vehicles includes complex transactions combining private financing with highly competitive local and federal government financing resources, including US Department of Housing and Urban Development HOPE VI and New Communities Initiative funding.

Feras served as the Mayor's Founding Director for DC's Saint Elizabeth's Redevelopment initiative, the largest real estate urban redevelopment in the country since the Pentagon, totaling 350 acres and a public investment of \$4 billion. During his term, he represented the DC Deputy Mayor for Planning and Economic Development on two working groups,

Regional Innovation Cluster and Neighborhood Revitalization, centered on revitalizing underserved communities east of the Anacostia River. The goal was to ensure that the Saint Elizabeth's Redevelopment achieved President Obama's Sustainable Communities initiative.

After leaving public service, and prior to joining Foulger-Pratt, Feras served as Vice President of Development at A&R Development, where he oversaw the firm's development portfolio of mixed-income, mixed-use transit-oriented developments of primarily ground-up construction of low, moderate, and market rate units, including both rental and homeownership. The firm has also developed senior housing, recreational, and community centers and Class A & B office, retail, and hotel properties.

Education and Qualifications

BELOIT COLLEGE

Bachelor of Arts, Economics and Management and International Relations

THE GEORGE WASHINGTON UNIVERSITY

School of Business and Public Management Master of Science

Affiliations and Memberships

ULI Washington Housing Initiatives Council – Incoming Co-Chair
2020-Present

The HOPE Multiplied Association – Board of Directors, Washington DC
2016-Present

Holy Land Christians Society – Co-Founder and Vice President; Board of Directors
2003-Present

Blueline – Advisory Board Member
2019-Present

Housing Opportunity for all Work Group for PG County – Member
2021-Present

Fairfax County Affordable Housing Task Force – Member
2020-2021

Company Experience



As Director of Development, Josh Etter oversees the management of project teams advancing multi-faceted projects through the entitlement,

design, financing, and construction life cycle. In addition, Mr. Etter works closely with Asset Management to execute marketing and leasing plans to maximize value for our investors.

Affiliations And Memberships

Washington DC Economic Partnership Board of Directors

LEED AP

Awards and Recognition

2018 – Sid Foulger Pursuit of Excellence Award

2017 NAIOP Award of Merit Best Transaction

2016 NAIOP Award of Merit Best Interior Space

2015 NAIOP Foulger-Pratt Values in Practice Award

Mr. Etter joined Foulger-Pratt in 2013 after 8 years of experience delivering high-rise multi-family and trophy office developments in Denver, CO and Washington, D.C.

He holds a Bachelor of Science in Civil Engineering from the University of Maryland and a MBA from the George Washington School of Business. He currently serves on the Washington DC Economic Partnership Board of Directors.

Relevant Projects

- Press House - Washington, DC
- The Rae – Bethesda, MD
- Eckington Park –Washington, DC
- Core –Silver Spring, MD
- East Village –North Bethesda, MD
- Park Potomac Master Development – Potomac, MD
- The Exchange – Wheaton, MD

Company Experience



Kofi Meroe will serve as the Project Manager for the ARHA development project. In this capacity, Mr. Meroe is responsible for the day-to-day project implementation

according to the project timeline as well as providing ongoing management and detailed tracking of the project timeline and milestones. Mr. Meroe will be the point of contact with project vendors, contractors, and service providers and will report directly to the Project Director.

Prior to joining Foulger-Pratt, Mr. Meroe was a Development Manager at Dantes Partners where he managed multiple affordable housing transactions and was vital to closing Low Income Housing Tax Credit deals totaling \$29 Million. During his time at Dantes Partners, he frequently collaborated with the District of Columbia's government and federal agencies on affordable housing projects and initiatives, in order to fulfill the District's affordable housing objectives.

Relevant Experience

- Harwood Flats – North Bethesda, MD – Mixed Use Development (335 units – 12.5% affordable (42 units))
- Benning Road - Washington, DC – Kingman Park (100% affordable

rentals (148 units))

- Beckert's Park - Washington, DC - Capitol Hill Safeway mixed-use redevelopment (325 units -13% (42) affordable)
- Park Potomac - Montgomery County, MD - Mixed-use Development and future development for additional residential, office and retail
- Metropolitan Overlook Condos - Washington DC - 100% affordable (35 units) for sale condo. Partnership with DHCD and district low-income home buyer program
- Justice Park Apartments - Washington DC 100% affordable rental apartment (28 Units)
- Girard Street Apartments - Washington DC - 100% affordable senior rental apartment (30 units)
- Phyllis Wheatley YWCA - Washington DC (75 units) 100% affordable permanent supportive housing - (75 units)

Education and Qualifications

UNIVERSITY OF MASSACHUSETTS, AMHERST
Bachelor of Science in Hospitality and Tourism Management, Cum Laude, Dean's List

Affiliation and Memberships

Housing Association of Non-Profit Developers, Member

Participated in Wise Young Builders Program



KATHIE SOROKA

Kathie served as Senior Counsel to the General Counsel at the U.S. Department of Housing and Urban Development (HUD) during the Obama Administration before becoming counsel in Nixon Peabody's Affordable Housing practice group. Through her years at HUD and in the private sector, Kathie has extensive experience navigating regulatory requirements in all types of affordable housing transactions and is one of the nation's foremost professionals in public housing repositioning, including the Rental Assistance Demonstration (RAD), Section 18 demolition/disposition and Section 22 conversion.

CONTACT

Kathie Soroka
Counsel

New York

55 West 46th Street
New York, NY 10036-4120
Phone: 212-940-3736

Fax: 844-728-8044
ksoroka@nixonpeabody.com

EDUCATION

Harvard Law School, J.D.
Washington and Lee
University, B.A., *summa cum
laude*

ADMISSIONS

Illinois
New Jersey
New York

What do you focus on?

Regulatory advice

From the outside, government agencies can often feel like black boxes, where it's unclear whom to talk to, what to do or how to even get your request heard. Because of my experience with HUD, I can help clients navigate the regulatory landscape. Together we can assess issues and think strategically about paths forward. I help resolve clients' concerns, whether they involve interpreting and reconciling program requirements, negotiating a resolution to open investigations and enforcement actions or structuring the next opportunity.

Affordable housing transactions

I handle all types of affordable housing transactions. During my time at HUD, I helped develop the RAD program, harmonize LIHTC and FHA multifamily requirements, update the Section 232 health care documents and rewrite the 2530 regulations. In private practice, I have represented developers, housing authorities and public entities, syndicators and other players in LIHTC and other affordable housing transactions. I am able to advise clients on issues raised by HUD and to navigate the complex requirements of multi-layered transactions.

Advising the industry

I am passionate about affordable housing and community development and eager to keep our industry growing and moving forward. Speaking at industry



Matthew J. Tauscher, PLA

Principal, Landscape Architecture & Planning

Education

Bachelor of Landscape Architecture
(BLA), Michigan State University, 1986

Registrations

Licensed Landscape Architect:
Virginia (#0406000832) Maryland
(#1084)

Certifications

Council of Landscape Architectural
Registration Boards (CLARB)

Associations

American Society of Landscape
Architects

With more than 33 years of experience in the Land Planning field, Matt's responsibilities include direct management of all project phases including inception, implementation and construction. His design and project management experience encompasses a multitude of land development projects including residential, multi-family residential, commercial, institutional, and recreational as well as feasibility studies throughout the Washington metropolitan region. Many of these projects included preparation of re-zoning, special exception and variance applications.

Experience

Open Term Contract, Fairfax County Park Authority | Fairfax County, VA

Serving as Contract and Project Manager for this task order contract for the Fairfax County Park Authority. Contract consists of multiple task orders with an annual value of approximately \$1M and an average project value of approximately \$60,000. Consisted of various design projects on multiple facilities for the Park Authority and quickly responding, preparing proposals, negotiating fees, and executing improvement projects to site facilities.

Arbor Row | Tyson, VA

Project Manager and Principal-In-Charge leading the land planning, engineering, and survey consultation for the preparation and approval for one of the largest land area rezoning applications within the Tyson Corner Westpark neighborhood, to include the development of approximately 2.6 million square feet of mixed-use office, residential (1200 residential units), retail and hotel space, synthetic athletic fields and stream valley park facilities.

Warriors in Transition Barracks | Fort Belvoir, VA

Provided landscape architectural services for the development of two barracks, a battalion headquarters building, and a family services building located on a 14-acre campus to house the Warriors in Transition (WIT) program at Fort Belvoir. The landscape plan features upper and lower quad areas with traditional spaces of varying scale and activity levels that provide character and sense of place to the WIT campus. The quad areas feature logical pedestrian connections between building entry and exit points, focal points, seating areas.

Hanover Tysons | Tysons, VA

Provided Land Use and entitlement zoning services for proposed 455,000 GSF mixed-use residential/retail redevelopment in Tysons, VA located on Westbranch Drive. Project included approximately 420 dwelling units and 6,000 sf retail.

Broad and Washington Mixed-Use Development | Falls Church, VA

Project Manager for 265-unit, mixed-use development located at the intersection of Washington and Broad Streets in downtown Falls Church. Responsibilities included zoning entitlement design, landscape architecture and associated services, and incorporation of Falls Church streetscape design guidelines for West Broad Street.

bowman.com

Bowman

Matthew Koirtyohann, PE, LEED AP

Principal, Civil Engineering

Education

B.S., Civil and Environmental Engineering, Virginia Polytechnic Institute and State University (Virginia Tech), 1999

Registrations

Professional Engineer: Virginia (#039021)

Designated Plans Examiner (#250)

United States Green Building Council, LEED Accredited Professional

Matt has more than 21 years of extensive experience in the local jurisdictions and focuses on the management and design of complex and environmentally-sensitive civil engineering projects. His project experience ranges from multiple phase transit oriented developments to single home infill grading plans and includes all aspects thereof such as preliminary land planning, zoning plan processes, proffer negotiation, storm water management (SWM), best management practices (BMP), floodplain studies, site grading, erosion and sediment control, utility design, highway design, and construction management. Matt is also well versed in low impact and sustainable design techniques, including training and registration through the Engineers and Surveyors Institute of Northern Virginia. Matt brings a technical focus to the initial land planning and zoning processes to help identify challenges and avoid conflicts between entitlements and the construction phases.

Experience

Reston Station | *Fairfax County, VA*

Zoning Approval for the public-private partnership endeavor at the Wiehle-Reston East Metro Station including a 2,300 space commuter parking garage; transit facilities; infrastructure improvements; and up to 1.3 million square feet of residential, office, hotel and retail uses. Construction Approvals for the first phases of development including over 1 mile of new public roads and roadway improvements, a 2,300 space commuter parking garage with bus station and kiss & ride facilities, a 448 unit multiple family residential tower, a 365,000 square foot office tower and offsite sanitary sewer capacity improvements.

Roland Clarke Place | *Reston, VA*

Lead Engineer. Zoning and Construction Document Approvals for this 306 multiple family dwelling unit transit oriented redevelopment in Reston, Virginia. The project included Workforce Dwelling Units consistent with the proffers and Fairfax County policies. Redeveloping an existing office building with the multiple family residential use, the project included detailed sanitary sewer outfall analyses to assess downstream sanitary sewer capacity.

The Spectrum at Reston Town Center | *Fairfax County, VA*

Zoning Approval for a multiple phase redevelopment of a 24-acre retail center with 1,400 multiple family dwelling units, 530,000 sf of commercial office and hotel uses, and 246,000 sf of retail uses.

Carlton House | *Fairfax County, VA*

Zoning and Construction Approvals for a 296 multi-family dwelling unit, 12-story tower with structured parking and regional stormwater management near the Reston Town Center.

John R. Lutostanski, PLA

Principal/Vice President

Education

Bachelor of Landscape Architecture (BLA), State University of New York: College of Environmental Science and Forestry at Syracuse University, 1983

Registrations

Professional Landscape Architect: Virginia (#0406000502)

Associations

NAIOP (Northern Virginia)

John has over 38 years of experience in the Washington, D.C. metropolitan area with all aspects of land development. His experience includes municipal, public and private sector projects. He facilitates the approval of the entitlement process by coordinating the efforts of the design team and building consensus between the various disciplines and agencies. John is responsible for the initial phases of public approval that projects must obtain from local government planning and zoning agencies.

Experience

Gables Old Town North | Alexandria, VA

Principal and City Liaison. Located in the "Old Town North" area of Alexandria, this 2.0 acre site has been sought after for redevelopment for many years. Known as the "ABC-Giant site"; for the long standing tenant, Giant Foods (recently relocated) and an ABC Liquor store (still operational), this site comprises one entire City block, bounded by First Street, N. Pitt Street, N. St. Asaph Street, and Montgomery Street. The site was redeveloped by EDENS and contains retail uses on the ground floor and residential units above. Bowman worked with the Client and Design Team to negotiate locations for underground DVP vaults. Additionally, creative use of elevated "private" open spaces had to be developed to meet City regulations. Bowman led this effort and coordinated these design activities with the Client, Landscape Architect, and others.

2901 Eisenhower Avenue | Alexandria, VA

Principal and city liaison for the development of this mixed-income residential community consisting of 67 townhomes, two multi-family buildings with 533 residential units, and 9,000 square feet of retail on 8.97 acres. The majority of the site was re-graded in order to modify the elevations so that no building sits below a 25 foot elevation.

Braddock Gateway | Alexandria, VA

Project manager for this residential/hotel redevelopment project, located at the entrance to the City of Alexandria, which consists of residential and retail units. It is part of a newly developed CDD plan for the City for a mixed-use area and includes a neighborhood park.

Buckingham Village | Arlington, VA

Team Leader/County Liaison. Bowman provided planning, civil engineering, arboriculture, and geothermal services for the Buckingham Village project which also has historic significance to Arlington County because of its proximity to the Buckingham Historic District. As part of the Use Permit process, Bowman worked closely with the Fire Marshal, Department of Inspection Services, and the Department of Environmental Services. Bowman's coordination with DES resulted in improvements to public sidewalks, curbs, gutters, street drainage, and lighting. Project won a 2011 Virginia Housing Award for the Best Housing Preservation/Revitalization Effort, Arlington County, CPHD, Housing Division.

McGUIREWOODS



Scott E. Adams

Partner

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Tysons, VA 22102-4215

PRACTICES

Real Estate & Land Use

Environmental

Energy Law

Land Use

Real Estate Development

Construction

Affordable Housing

INDUSTRIES

Real Estate Capital Markets

Transportation

Development and Economic Policy

Scott heads McGuireWoods' Land Use Practice Group and is a leader in the Northern Virginia land use and development field. Scott's practice focuses on land use and development issues in Northern Virginia, where he assists developers and landowners in navigating the land use entitlement process, including obtaining rezonings, special exceptions, special permits, variances, and comprehensive plan amendments.

Scott's creative and entrepreneurial approach to land use helps add value to client's development projects. Throughout the land use entitlement process, Scott works to maximize development potential for his clients in a cost-effective and timely manner. In addition to new development, he also assists clients in amending existing development approvals to more closely align with changing market conditions. Additionally, Scott has experience navigating the approval process for repurposing of existing buildings and historic structures.

Prior to obtaining his law degree and joining McGuireWoods LLP, he was an urban planner assisting developers and advising local governments on a wide range of land use and development issues.

Scott also volunteers for a variety of community organizations and serves as a volunteer Cub Scout leader.

EXPERIENCE

- Representation of a regional developer in a rezoning effort in Fairfax County, Virginia resulting in approval of a 2,000 unit multifamily development.
- Representation of a national developer in redevelopment and repositioning a 700+ unit mixed-use residential/office/retail development in Fairfax County, Virginia through the innovative use of County zoning regulations to achieve additional density.
- Representation of a regional developer to innovatively use Fairfax County density bonus provisions to triple the density of an existing office building site.
- Representation of various regional developers on infill housing development in Northern Virginia.

EDUCATION

- The George Washington University Law School, JD, with Honors, Deans Fellow, Senior Managing Editor, *The Public Contract Law Journal*, 2008
- University of Cincinnati, BUP, 2004

McGUIREWOODS



Tracy M. Baynard
SVP Infrastructure&Economic
Development

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PRACTICES

Public Affairs
Data Centers
Construction
Affordable Housing
Environmental Justice

INDUSTRIES

Education
Transportation
Infrastructure
Real Estate Capital Markets
Development and Economic Policy

Tracy joined McGuireWoods Consulting in 1998. She successfully represents private sector clients in the areas of transportation planning, funding and policy; public-private partnership and innovative procurement; education policy; technology policy; and, land use and economic development and procurement before state and local governments.

She is an integral part of the McGuireWoods Consulting team that has established industry coalitions that worked alongside members of the Virginia General Assembly and the Executive Branch to create the current legal structure for public-private partnerships and innovative financing in the Commonwealth of Virginia. She has worked on a number of Public-Private Transportation Act and Public-Private Education Facilities and Infrastructure Act projects and proposals throughout Virginia and continues to advise clients on proposal preparation and project identification. Her clients have successfully competed to provide parking decks; public education facilities; higher education facilities; regional jails; public safety centers; an agreement to re-engineer enterprise IT applications for state government; and several transportation projects throughout the Commonwealth.

In addition, Tracy works with private equity investors and portfolio companies to help them understand the implications of state-level economic development policy decisions and market trends for their investment and business decisions. Prior to joining McGuireWoods Consulting, Tracy served at the Greater Washington Board of Trade, ending her service as director of the Board's lobbying efforts at the Virginia General Assembly. Over her 12-year tenure at the Board of Trade, she managed policy development and implementation strategies on transportation, tax, technology, land use, workforce development and economic development matters. Her work included advocacy before state and local elected officials and agencies and management of the Board of Trade's Virginia Political Action Committee.

EDUCATION

- The College of William & Mary, BA, 1983

PUBLICATIONS

- Author, "White House Announces Steps to Increase Affordable Housing Supply," September 2, 2021
- Author, "Fairfax County Announces Funding for Affordable Housing, Sets Aug. 12 Pre-Application Conference," July 23, 2021
- Author, "10 Takeaways from Virginia Housing Commission's April 2021 Meeting," *McGuireWoods Consulting LLC*, May 4, 2021

Siti Abdul Rahman, AIA, Managing Principal, WDG



EDUCATION

Masters of Architecture
University of Nebraska-Lincoln, 1989

Bachelor of Architecture Studies,
University of Nebraska-Lincoln, 1987

YEARS IN PRACTICE / YEARS AT WDG
31 / 14

REGISTRATION
DC

PROFESSIONAL AFFILIATIONS
American Institute of Architects (AIA);
Tysons Partnership, Board Member

ACCOLADES
NAIOP DC|MD Award of Excellence, Best Multi-Family, Montgomery County, 2019;
DESIGNArlington, Honorable Mention Award, 2017;
NAIOP DC|MD Award of Excellence, Best Hospitality Project, 2017;
NAIOP DC|MD Award of Excellence, Best Mixed-Use Project, 2016;
Best of NAIOP NoVA Awards, Best Mixed-Use Project, 2015;
Delta Associates, Best Washington/Baltimore Green Apartment Community, 2014;
AIA|DC Unbuilt Washington Awards, Design Award, 2014;
Best of NAIOP NoVA Awards, Best Master Plan, 2014;
AIA MD Excellence in Design Awards, Citation Award, 2014

Siti Abdul-Rahman is a Managing Principal of WDG Architecture, focusing her efforts in the Hospitality, Commercial, Master Planning, and Multifamily Residential Sectors of the firm. She has 30 years of experience designing projects nationally and internationally and leads design teams from Conceptual Design through Construction. She serves as the Principal Designer for her projects and enjoys working with clients to develop, craft and design highly compelling building experiences. Ms. Abdul-Rahman strives to create unique projects that promote lifestyle environments with a balanced blend of efficiency, wellness, sustainability, art and great aesthetics.

SELECTED EXPERIENCE

Piazza at Tysons, Tysons, VA

A master plan for a prominent corner in Tysons, a mixed-use, transit oriented development with a main focus on pedestrian experience and connectivity to adjacent development. 1.9M sf of residential, hotel, retail and headquarters office building.

Taylor Plaza at McLean Station, Tysons, VA

Three buildings totaling 1,078,872-sf consisting of 301 apartments in Building A, a 130-key hotel, 125 condo units, 203,960-sf office space in Building B, and 317 apartments in Building C. Site includes 15,000 -sf retail and parking for 1,365 cars.

Insignia on M, Washington, DC

310,304-sf, 324-unit residential building with 13 stories plus penthouse. 3.5 levels of below grade parking for 213 cars. Includes 11,039-sf of ground floor retail, a club room, fitness center, and rooftop pool.

2001 Clarendon, Arlington, VA

227,000-sf, 7-story, 154-unit high-rise residential building with 32,840-sf of first floor retail space, LEED-NC certified.

The Ascent, Tysons, VA

416,834-sf, 26 story, 404-unit apartment building with 507 parking spaces on 9 levels of structured parking.

Park Central at North Hills, Raleigh, NC

989,884-sf, 24-story-mixed-use tower with 454,480-sf office space in 18 floors, 115,114-sf ground-level retail, and parking for 1,219 cars in 6 above-and 3 below-grade levels.

Imminent Bloom, Willets Point, NY

440,000-sf, 40-story residential tower with 96 340-sf micro units, 108 1290-sf expandable loft units, four community spaces spanning the building's width, and a water treatment and filtration system at the base.

14 & Corcoran Condominium, Washington, DC

Unique luxury condominium at the 14th Street Art District in Washington, D.C. Scope included submissions to Historic Preservation Review Board.

8008 Wisconsin Avenue, Bethesda, MD

101,365-sf, 90 unit mixed use with 5,800-sf of amenity spaces, 4,000-sf of ground floor retail, and ± 44,000-sf of parking for 84 cars.

Gallery Bethesda I & II, Bethesda, MD

Two 15- to 17-story apartment towers with 455 units totaling 453,109-sf. Includes 18,000-sf of ground floor retail and four levels of underground parking for 385 vehicles. Amenities include: rooftop pools, clubrooms and outdoor landscaped terraces.

Siti Abdul-Rahman, AIA
Managing Principal

*“Good design
accelerates the
adoption of good
ideas.”*

1050 Ripley Street South, Silver Spring, MD

A 306,000-sf, 17-story, 305-unit apartment building, with 3 ½ levels of below grade parking. Site includes ground-floor retail and residential amenities. Scope includes a bicycle park located on the west side of the building for public use.

1801 Old Reston Avenue, Reston, VA

18-story, 197,098-sf, 124-unit condominium; includes 98,290-sf, two-story below-grade parking for 239 vehicles.

The Witmer (Pentagon Centre Building A), Arlington, VA

446,400-sf, 25-story, 440-unit residential tower with 6-story parking garage and 11,400-sf of retail.

The Milton (Pentagon Centre Building C), Arlington, VA

287,500-sf, 10-story, 253-unit residential with 15,800-sf of retail and 2 levels of parking for 253 cars.

Pentagon Centre, Arlington, VA

3-phase master planning site totaling 1,829,600-sf with 775,000-sf office, 348,500-sf retail, 755 units and 2,500 parking spaces. Phase 1 will be 736,700-sf mixed-use with 755 residential units, 30,600-sf of retail and 1,000 parking spaces.

925 5th Street NW, Washington, DC

54,000-gsf, 10-story, 47-unit high-end residential building with ground floor retail.

Fifth and Eye Street Hotel & Residences, Washington, DC

173,000-sf, 12-story mixed use development featuring four floors of residential with 48 units, and eight floors dedicated to a 150-key hotel, 13,000-sf ground level retail and restaurant space with two levels of below-grade parking for 80 vehicles.

2nd and H Street NW, Washington, DC

Mixed-used building with 165 hotel keys and 320 residential units with 15,000 GSF active retail offerings along Massachusetts Avenue and H Street corridor.

Silver Spring Transit Center, Silver Spring, MD

5.67 acre mixed use including a 147,684-sf hotel, a 461,053-sf office building, a 200,700-sf residential building, and a 34,500-sf urban park.

Spring Hill Station Master Plan, Tysons, VA

32-acre, mixed-use, master plan providing for 7.5 million-sf of uses. Site includes 2 to 3.5 million-sf of office space, 2.1 to 5.1 million-sf of multifamily residential, over 180,000-gsf of ground level retail, and as much as 770,000-gsf of hospitality uses.

North and West Spring Hill Station, Tysons, VA

Master Plan for 1,050,00-sf mixed-use development with office, residential, hospitality, and retail.

Dominion Square Master Plan, Tysons, VA

15-acre, 4.5 million-sf new mixed-use transit-oriented master plan located at the Tysons Spring Hill Metro Station. Scope includes the development of a new master plan that is responsive to existing land use with a new Metro station and recreational facility.

1200 Rolfe Street, Arlington VA

165,000-sf, 6-story loft condominiums with 65 units.

Hoffman Block 11 & 12, Alexandria, VA

Two 250-ft, 21 to 23-story residential towers with ground floor retail (Harris Teeter), and parking garage.

Turnberry Tower, Rosslyn, VA

27-story luxury condominium clad in a glass curtain system.

|



Joseph Browne Development Associates LLC
– Washington, DC and Arlington, VA
Principal – 2018 - present

Joseph Browne Development Associates is a real estate

development and consulting company based in Washington DC that specializes in the development of affordable rental and for sale-housing. The principals of the company, Gerry Joseph and Paul Browne, have over 50 years of experience in the affordable housing and community development industry. Each has worked as a developer, senior manager and director for non-profit development organizations at the neighborhood and regional level. They have developed all types of multifamily housing using all kinds of financing tools.

Wesley Housing Development Corporation - Alexandria, Virginia (2011-2018) Vice President for Real Estate Development

In this capacity, Mr. Browne oversaw all of the real estate development activity for the Company, supervising three project managers and multiple consultants. He was responsible for the successful execution of all of WHDC's developments during that period, including an innovative mixed-income community in Arlington, Virginia and an affordable senior housing project built on public land in McLean,

Virginia, as well as multiple acquisition and renovation projects.

Community Preservation & Development Corporation – Washington, D.C. (2001 – 2011) Real Estate Development Officer

Vice President for Real Estate Development
While a development officer at CPDC, Mr. Browne personally oversaw a multiple transactions and development projects with value exceeding \$100 million, including projects in Maryland, Virginia and the District of Columbia. As the Vice President for Real Estate Development, Mr. Browne oversaw all of the company's development efforts.

Civic Activities

Arlington County Housing Commission (appointed by the County Board) - Member
Leadership Greater Washington, Washington, DC – Member, Class of 2011
Old Presbyterian Meeting House, Alexandria, VA – Deacon and Ruling Elder
National Capital Presbytery – Administrative Commission on Congregational Property - Member
Views at Clarendon Corporation, Arlington, VA – Board of Directors – 2008 – present

Education

University of Virginia - Charlottesville, Virginia
Master of Urban and Environmental Planning - 2001
University of North Carolina - Chapel Hill, North Carolina
Juris Doctor - 1992
Bachelor of Arts – 1988



Role in the project:
Relocation Consultant

Mr. Hearn is an expert at providing guidance for URA governed redevelopment projects. He has worked

with a diverse client base that includes housing authorities, developers and property management companies. Mr. Hearn has a history of completing projects on time and in full compliance with federal state and local requirements.

As President of CRHS, Mr. Hearn provides oversight of all relocation programs including site-based operations, program implementation and contract compliance. His planning and implementation expertise provide the pathway for all CRHS projects. Mr. Hearn holds a Master of Social Work degree from the University of Pittsburgh.

Comprehensive Relocation and Housing Services (CRHS) has wide ranging expertise in various relocation regulations including: the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (URA) as amended, 49 CFR Part 24, the Connecticut Uniform Relocation Assistance Act, Section 104(d) of the Housing and Community

Development Act, Section 18 of the United States Housing Act of 1937 and all Rental Assistance Demonstration (RAD) relocation requirements. Our services include:

- Relocation Planning, Implementation and Consulting
- Relocation Due to Natural Disasters
- CHOICE Neighborhoods Case Management and Relocation Services
- Resident Services Planning, Implementation and Training
- Section 3 Compliance
- Housing Placement Services for the Homeless

CRHS has a diverse client base that includes housing authorities, developers, and property management companies. We work in conjunction with our clients to plan and facilitate the relocation of residents who must move to accommodate community redevelopment and renovation projects. Our goal is to minimize resident displacement.

The CRHS relocation approach emphasizes resident engagement and collaboration. Affected residents receive individualized counseling and support before, during and after relocation. A CRHS representative meets with each household to thoroughly explain the relocation process and develop a plan that accommodates their relocation needs and preferences. We work closely with the development team, property management and moving contractors to ensure all moves are completed according to schedule.



**Economic Equity:
MBE, WBE, SBE,
Section 3**

Keith is considered the nation's leading authority on HUD Section 3 Compliance. Since 1997, he has trained 84% of the nation's public housing, housing,

and community development associations, conducted hundreds of client specific technical assistance and regulatory trainings, over 100 resident employment soft, and hard skills trainings, and created and/or supported about 22 resident owned businesses internationally. Federally, Keith has conducted Section 3 Regulatory Training for HUD and for the Department of Interior (National Parks Service).

Motivation has perfected the service delivery model under RAD and Section 18 Housing Redevelopment Contracts to achieve maximum resident participation and success from every Section 3 dollar the project can provide.

Keith has set the industry standard for Section 3 policy/procedures/forms and implementation for all recipients, contractors and developers. Motivation, Inc. created the nation's only Section 3 Compliance software database capable of managing national compliance for every HUD recipient, sub-recipient, contractor, and sub-contractor including all employment, hours worked, gross pay, MBE/WBE percentages, and much more. It understands the many needs of owner clients, having worked with a variety of non-profit and for-profit owner entities from individual investors, CDCs, private corporations, REITs, and partnerships to institutional owners such as insurance companies, pension funds and banks.

Motivation has also managed public housing assets portfolios and converted a housing

authority to 100% privatization. Keith also has 28 years of working with low and very-low income residents of HUD programs, including Resident Associations, Resident Advisory Boards, and Resident Management Corporations; and real estate consulting, management, development and training services across the country, including Maryland.

The company's experience includes Section 3 training for the Fairfax County Redevelopment and Housing Authority and the Charlottesville Redevelopment and Housing Authority. It has provided services in 37 other states.

Education And Qualifications

NEBRASKA COLLEGE OF BUSINESS, Bachelor of Science, Business Administration

Affiliations And Memberships

Member- Florida Association of Housing and Redevelopment Officials (FAHRO) Technology Committee

Chairperson- Florida Association of Housing and Redevelopment Officials (FAHRO) Associate Member Advisory Council

Since 1997, Mr. Swiney's firm has led the nation in HUD Section 3 compliance services. He has provided technical assistance training to 84% of the nation's state housing and community development associations. Motivation, Inc. represents all types of Section 3 recipients and beneficiaries including resident councils, city, county, state, and public housing recipients. His firm has the nation's only HUD Section 3 compliance management cloud-based software by which they manage compliance for recipients, developers, and contractors nationally.

ERIK T. HOFFMAN

✉ ehoffman@kleinhornig.com

☎ 202.926.3404

PRACTICE AREAS

- Affordable Housing Finance
- Mixed-Use Development
- Tax-Exempt Bond Financing
- Housing Tax Credits

EDUCATION

Georgetown University Law Center, JD, 1998

Virginia Polytechnic Institute and State University, BA (Political Science), BS (Economics), BS (Finance and Business Law), 1993



EXPERIENCE

Erik Hoffman's practice is focused exclusively on financing affordable multifamily housing. Erik represents for-profit and nonprofit developers in the acquisition-rehabilitation and new construction of projects financed with multiple layers of funding, including tax exempt bonds, mezzanine and subordinate debt from a variety of sources, such as National Housing Trust Funds, private lenders, HOME and Community Development Block Grants, Section 108 securitizations, State and local housing trust funds, and tax increment financing. Erik has pioneered the development of the "9-4 Twinned" structure to increase the production of affordable units and to minimize wasted tax credit basis.

Before joining the firm, Erik was Counsel with the firm Bingham McCutchen. Previously, Erik served as the Director of Real Estate Finance and Grants for Fairfax County's affordable housing and economic development programs and was an Associate General Counsel to the District of Columbia Housing Finance Agency. In addition, he was an associate with the firm of Hunton & Williams, where he served as outside counsel to the District of Columbia Revenue Bond Program on their 501(c)(3) financings, Enterprise Zone and Qualified Zone Academy Bond transactions.

Erik currently serves on the Board and Executive Committee of the Housing Association of Nonprofit Developers (HAND), the Board of the Virginia Housing Alliance, and the Virginia Tech Real Estate Advisory Board, and has served as the Chair of the Board of New Hope Housing and on the governance and advisory boards for other advocacy organizations as well as nonprofit housing and service providers.

Foulger-Pratt Companies – Developer/Team Leader

Foulger-Pratt Vice President Feras Qumseya will be the senior point of contact for this team, project partners, consultants, service providers, and local stakeholders. He will provide ongoing oversight and management of the project development program and report directly to the Development Partners, Foulger-Pratt, JBDA.

Feras may be reached at:

Feras Qumseya
Vice President, Affordable Housing, Foulger Pratt
12435 Park Potomac Avenue, Suite 200
Potomac, MD 20854
fqumseya@foulgerpratt.com
240-499-9697
www.foulger-pratt.com

We create inspired places – one building, one relationship, one person at a time - each recognized for integrity, professionalism, and stellar real estate expertise.

Background

National real estate company Foulger-Pratt Companies (Foulger-Pratt) represents one of the largest, most experienced real estate development, construction, property management, and maintenance enterprises in the greater DC Metro area. We expanded in 2017 into the West Coast, with projects located in California, Utah, and Hawaii. Since its founding in 1964, people recognize the Foulger-Pratt brand for its stunning successful development.

Due to our firm's disciplined culture and vertically integrated platform, we have developed more than 15 million square feet across all aspects of real estate. The firm has created over 70 development and construction projects comprising distinctive mixed-income multi-family residential, mixed-use developments, retail centers, office buildings, and a prominent mix of healthcare/medical office, laboratory, and institutional buildings. Many of these projects are for clients and partners who have turned to our expert teams time after time again.

We offer the advantage of vertical integration with Foulger-Pratt's in-house Foulger-Pratt Construction Company and Foulger-Pratt Residential Company, giving the firm real time information to more efficiently create better budgets and sustainable plans. The divisions only serve Foulger-Pratt projects, focusing our full attention on client, partner, and our own projects.

We do more than develop real estate. We collaborate with public and community stakeholders in public/private redevelopments. Please see DC Metro/Northern Virginia area, below.

For this endeavor, Foulger-Pratt and its affiliates will take these roles:

- Leading, coordinating, and overseeing all project consultants
- In partnership with Fairfax County, lead day to day execution and oversight of all redevelopment activities
- Leading pre-development financing and execution, including entitlement, design, outreach, and communications
- Securing the necessary local, state, and federal approvals; structuring the financing; providing the financial backing to ensure the project's success; and
- Constructing the redevelopment and predevelopment collaboration. (Foulger-Pratt Construction)
- Managing the new community (Foulger-Pratt Residential).

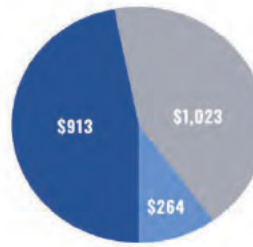
PORTFOLIO

Current owned, stabilized portfolio of 7 million SF valued at approximately \$2.2B

PLATFORM

Vertical integration of execution expertise with +250 employees performing the following functions:

- Acquisition
- Development
- Construction
- Asset Management
- Property Management



STABILIZED PORTFOLIO BY
PROPERTY VALUE
IN \$M

MULTIFAMILY OFFICE RETAIL

Currently our robust in-house portfolio includes:

- 1,241 Affordable housing units – 384 operational and 857 affordable units to start construction in the next 1-3 years
- 15 Class-A commercial office and medical office buildings
- 300,000 square feet of retail
- Over 4,000 mixed-income multi-family residential units
- Substantial development pipeline of residential, retail, commercial and medical office, and mixed-use properties -1,100 units recently delivered in DC alone.

Corporate Leadership Team

The Foulger-Pratt corporate leadership team includes:

- **Cameron Pratt** – Chief Executive Officer/ Managing Partner
- **Pete Ognibene** – Chief Financial Officer/ Managing Partner
- **Brigg Bunker** – Chief Operating Officer/ Managing Partner
- **Bryan C. Foulger** – Chief Operating Officer/ Managing Partner
- **Feras Qumseya** – Vice President, Affordable Housing

Combined, our corporate leadership team represents 100+ years of real estate expertise and offers a tremendous depth of knowledge and professionalism.

Per § 56-575.4(G) of the PPEA we request that portions of this pg 29 (pertaining to Foulger-Pratt pipeline), be exempt from FOIA and not shared publicly; portions of the information contains Foulger-Pratt confidential and proprietary trade secret business information that are not generally available to the public through regulatory disclosure or other publicly available methods.

Mission And Core Values

Our company motto is “We Build to Last,” which emphasizes our mission to build buildings, communities, relationships, and people that will endure. We believe in building and maintaining long-lasting client relationships, as well as rewarding careers that will help provide a vital, sustaining quality of life for those whom we support through our professional endeavors.

Our mission is supported by our core values which represent our guiding principles for all operations, and are regularly referred to as integral aspects of daily business dealings, meeting agendas, personnel reviews, and operational decisions:

- We treat people the way we want to be treated
- We plan thoroughly and execute effectively to deliver a quality product
- We are accountable for our actions and behaviors and hold others accountable as well
- We constantly strive to learn and improve
- We maximize our resources to manage risk and create profit for the benefit of our stakeholders; and
- We strive to have fun!

DC Metro Area/North Virginia

We are an active and highly successful real estate developer within the dynamic DC Metro area, creating distinctive office buildings,

creatively financed attractive mixed-income properties, affordable housing, standard-setting apartments and condominiums, energetic retail environments, and state-of-the-art healthcare facilities. **We are strong reliable partners with the financial strength and ability to deliver award winning properties with strong cash flow.**

As long-term property owners and managers, we understand the critical importance of generating outstanding building performance and investment value. This applies to all aspects of real estate development for both in-house projects and with third-party partners, and includes:

- Partnership management and investor relations
- Project team management
- Land evaluation and analysis
- Creating/analyzing a development master plan that is logical, sustainable, and profitable
- Coordinating architecture, engineering, and other consultants to evolve the master plan design
- Coordinating real estate zoning and permitting applications as required by city, county and state officials
- Obtaining financing for the project to move forward
- Stakeholder and community engagement
- Economic equity initiatives
- Managing the construction phase; and
- Managing/maintaining the property for the long-term.

Every project we undertake reflects the Foulger-Pratt commitment to meticulous development standards, including superior design, construction, and sustainability. The company's strategic approach is based on unparalleled market knowledge and a clear commitment to projects that enhance and enliven communities.

Clients and the people who live, shop, and work in our projects know that Foulger Pratt's award-winning expertise consistently leads to a singular result: **We build value.** Value that lasts in bricks and mortar and, more importantly, value from nourishing our buildings' surroundings for years to come.

We bring in-house construction and residential expertise to its projects.

Foulger-Pratt Construction focuses solely on executing construction of our in-house development deals. The company leverages the owner/builder model to produce timely and profitable projects for all stakeholders. Foulger-Pratt Construction is constantly looking to reinforce its existing relationships and forge new ones with its subcontractor and trade partners. It is committed to perfecting a culture of safety, operating with effective efficiency, and producing a quality product.



Foulger-Pratt Residential began in 2007 to provide on-site property management for Foulger-Pratt's rapidly expanding residential portfolio. On the property level, following the main tenets of the company's business becomes even more important, as the employees interact with the customers daily, impacting the way that the customers perceive the company and their apartment community. This is how Foulger-Pratt Residential gains customer loyalty. The firm has expertise managing Class A market rate communities, affordable LIHTC and Class C properties in both high-rise and garden communities. It currently has a portfolio of approximately 4,000 units in the DC Metro area.



Foulger-Pratt Affordable Housing. We have embarked on a nationwide mission to play an integral role in the production and preservation of high-quality affordable housing. Honoring our civic responsibility and leadership's personal values, we have formed a national affordable housing division, with projects focused on Maryland, DC Metro area, Virginia, North Carolina, and Hawaii. We are not new to affordable housing. We were an early adopter of mixed-financed/mixed-income developments that create affordable housing. In 2003, the company combined market rate with LIHTC financing for the urban amenity-rich Bennington mixed use development in Silver Spring, putting Foulger-Pratt well ahead of other affordable and market rate developers for complex public-private mixed-financing structures. Thirty percent – 68 of the total 223 apartments – are affordable to households at or below 50% of the Area Median Income. This was just the start of the firm's nesting affordable housing within its amenity-rich market-rate rental properties, avoiding all distinction between market rate and affordable units. Now, Foulger-Pratt brings national public/private financing best practices to their underwriting and development techniques for mixed market-rate/affordable housing. Our pipeline for current and 1-3 year out projects includes mixed-income and affordable housing projects throughout the country.

Bennington is part of our overall affordable housing unit portfolio and pipeline - 384 operational units, with 857 units to start construction in the next two to four years. In Alexandria, the City Council has approved our redevelopment plans for the massive undertaking of redeveloping the failed Landmark Mall. The project was named by the Washington

Business Journal as the 2020 Real Estate Deal of the Year. The redeveloped 4 million square feet will, among other uses, generate 2,500 new housing units, including 200 affordable housing units stacked on top of a new fire station.

As part of our growing affordable housing portfolio, we and JBDA are currently working together on the **transit-oriented development Benning Road, a 100% affordable housing community in DC**. This joint-venture development is a 5-story multifamily project at the intersection of 16th Street and Benning Road in Northeast DC. The 159,617 square foot building will have 148 100% affordable units contributing to the production of much-needed affordable housing in Ward 6. The 5,300 sf of amenity space provided will be an asset to the property manager in collaboration with the resident services provider to engage and nurture a healthy and active community. Along with these active spaces, the design of the building accommodates dedicated program space for the Permanent Supportive Housing (PSH) provider and Community of Hope to facilitate its on-going support of the families residing in the units set aside for PSH. The project provides an opportunity to extend the rapid development of the H Street Corridor eastward along Benning Road. The location provides immediate access to the dynamic retail amenities of H Street and the recently completed streetcar providing access to Metro via Union Station.

Per§56-575.4(G) of the PPEA we request the design drawing on the following p32 be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

SELECTED PROJECTS

We bring market-rate quality to affordable housing.

All Foulger Pratt projects – including affordable housing – feature industry-leading amenities, well-appointed finishes, and sustainable design.

Selected Foulger-Pratt Metro DC Projects

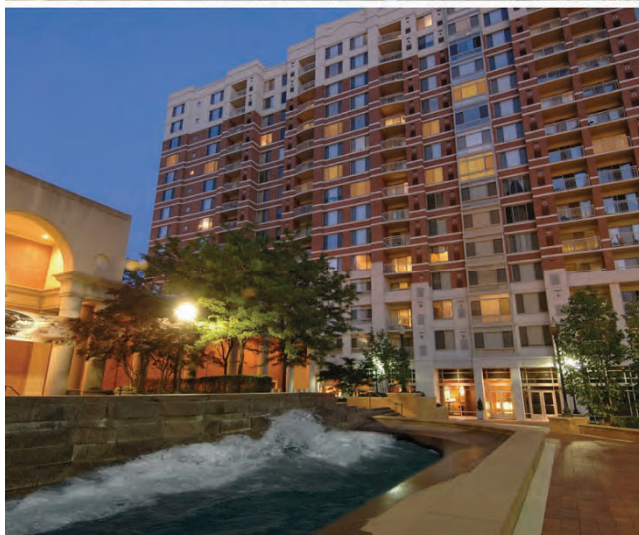
Building	Location	Use(s)	Status
Bennington	Silver Spring, MD	Mixed-Use/Mixed-Income	<i>Complete</i>
Benning Road	Washington, DC	Transit-Oriented Development/Affordable Housing/Supportive Services	<i>In Progress</i>
60 I	Washington, DC	Residential/Ground Floor Church	<i>In Progress</i>
Beckert's Park	Washington, DC	Mixed-Income Residential/Ground Floor Safeway Supermarket	<i>Complete</i>
Landmark Mall Redevelopment	Alexandria, VA	Mixed-Use/Mixed-Income/Fire Station	<i>In Progress</i>
Press House	Washington, DC	Mixed-Income/Mixed-Use/Hotel	<i>Complete</i>
The Rae at Westlake	Montgomery County, MD	Mixed-Income	<i>In Progress</i>
Eckington Park	Washington, DC	Mixed-Use/Mixed-Income	<i>Complete</i>
Harwood Flats	North Bethesda, MD	Mixed-Use	<i>In Progress</i>
The Thornton	Alexandria, VA	Mixed Income Community	<i>Complete</i>
Silver Spring Downtown Center	Silver Spring, MD	Mixed-Use/Mixed-Income/Public-Private Partnership	<i>Complete</i>
Park Potomac	Potomac, MD	Mixed-Use/Mixed-Income	<i>Complete</i>

Completed

Bennington

Our robust mixed-income background reflects our ever-growing commitment to affordable housing as part of our national portfolio of first-rate luxury housing properties. We were early adopters. **In 2003, we used LIHTC financing for the urban Bennington mixed-income/mixed use development in Silver Spring. Thirty percent – 68 of the total 223 apartments – are affordable to households at or below 50% AMI.**

The Bennington is laden with amenities, including private balconies, high end finishes for the kitchen and bath, a state-of-the-art fitness center, a 24-hour attended front desk, business center, a club room with catering kitchen, and other features. We developed, built, own, and manage The Bennington.



Beckert's Park

Beckert's Park is a 325 amenity-rich, mixed-income apartment building in DC's highly desirable Capitol Hill neighborhood. Located on the corner of 14th and D Streets, Beckert's Park is only two blocks from the Potomac Avenue Metro Station and minutes to Eastern Market. Starting with a 2.75-acre urban infill site, this 40,923 gross square foot complex features a **5-story luxury apartment building with a 60,000 square foot ground floor Safeway supermarket** and other newly developed retail options. The previous Safeway was a **neighborhood anchor**. The newly built enhanced Safeway will be an even bigger draw. 13% of Beckert's Park apartments - 42 - are affordable to households who earn up to 60% area median income.

The community features one, two, and three-bedroom homes. Most units enjoy superior views of the Capitol Hill neighborhood, including

the US Capitol building. The high-end unit package includes: designer kitchen with quartz countertops; moveable islands; wood-look flooring; stainless steel Whirlpool appliances; customizable closets; double sinks in select bathrooms; oversized showers in select units; terraces and balconies in select units; keyless entry; and in-unit laundry. Penthouse units are available with upgraded features. Residents will enjoy state of the art building amenities, featuring: pool with outdoor dining area; expansive lobby with ample seating for coworking and socializing; state of the art fitness center; multifunction sport court; innovative golf simulator room; Sophisticated game room; private, rentable clubroom with catering kitchen; two rentable guest suites; on site storage; private on site bike storage; reserved garage parking; and on Site dog wash and dog park.



The Thornton

Our recent projects include the award winning The Thornton Apartments in Alexandria, an amenity rich 439-unit mixed-income community housing.

The Thornton is a two building, 439-unit luxury mid-rise community located on South Washington Street in Alexandria, Virginia. Of the 439 units, 34 are studios, 224 are one bedroom and 181 are two bedrooms. There is a total of 24 moderately priced units (ADU). These Affordable Dwelling Units are income restricted apartment homes based on the Virginia State Guidelines.

Unit interiors offer stylish gourmet kitchens with quartz countertops, tile backsplash and rich, wood-look flooring. There is a full-size washer/dryer in every apartment home. Select units feature private balconies. Amazing views of the Potomac River and Hunting Creek are also

available in select units. The high-end elegant amenities offer luxury lounges with fireplace, library and game room with billiards table and big screen TV. Entertaining options include private rentable entertainment kitchen and dining room. Thornton also features a beautiful pool surrounded by outdoor space featuring dining and grilling areas.

The Thornton offers a tribute to Northern Virginia's outdoor beauty with lush greenery, a beautiful pool, and graceful courtyards. Fitness and recreation include a 24- hour operating fitness center featuring a yoga mezzanine level and personal training room with WELLBEATS fitness classes. Adjacent is a cool down lounge with towel service and vending area. Convenient bicycle storage and bike repair area are also included in the amenities offered



Press House

Press House is located at the epicenter of several successful, high-density, amenity-rich neighborhoods, including Union Market, NOMA, Shaw, and the H Street corridor. The project is a mixed-use, mixed-income community with 356 residences and retail. 13% of Press House - 46 apartments - are affordable to households who earn up to 60% area median income. The rehabilitated historical structure will serve as creative office and authentic retail uses. The complex also includes a 175-room hotel.

Amenities include:

- Luxurious lobby filled with custom art installations
- Outdoor courtyard
- Rooftop lounge pool with city views and cabanas
- Rooftop gathering space with grills, and outdoor seating
- Penthouse party rooms with kitchen, fireplace, and big-screen TV
- Multi-level fitness center with monkey bar and squat rack, fitness-on-demand, and yoga room
- Library with access to a serene outdoor terrace
- Retro game room outfitted with pool table, arcade games and screening room
- Creative workspace
- Dog run and pet amenities
- Concierge attended lobby
- Package Lockers
- Bicycle storage and repair station
- Dedicated electric car charging stations
- Resident storage available
- On-Site Management
- High Speed Internet



Eckington Park

This 328 rental unit mixed income (market rate, affordable, artist work/live) building includes a donated 22,000 square foot park on the site as part of the NoMa Foundation's objective to realign the Metropolitan Branch Trail and improve safety. The apartment building contains ground floor retail as well. This community is a short walk to the NoMa/Gallaudet Metro and Union Market and adjacent to the new Althea Tanner Park. 18 apartments are affordable to households who earn up to 60% area median income and 5 are for artist live-work units.

Amenities include:

- Resort-style lap pool with large sundeck featuring cabana style trellis'
- Cozy rooftop terrace with outdoor grilling areas overlooking Alethia Tanner Park
- Rooftop clubroom with luxe catering kitchen for entertaining
- Indoor/outdoor Fitness Center with cardio and weight equipment plus a separate turf area for strength training
- Game room with billiards table and ample room for lounging
- Quiet library for reading and working
- Expansive first floor lobby with ample seating and coworking spaces
- Located on Alethia Tanner Park and the Metropolitan Branch Trail
- Close proximity to Eckington Dog Park
- Private on-site bike storage
- Reserved garage parking
- Dog Grooming Spa
- Artist Studio
- On site storage



Downtown Silver Spring Town Center

Downtown Silver Spring is a national model for public/private partnerships. Foulger-Pratt developed the Downtown Silver Spring retail/residential complex, the National Oceanic and Atmospheric Administration headquarters, and three multifamily buildings in the area. The revitalized Downtown Silver Spring has raised the bar for flourishing mixed-use communities that respect and revitalize existing neighborhood resources. Located in a highly developed neighborhood, this project is an award winning inspiring multi-phased, mixed-income, and mixed-use redevelopment including new Class A office, retail, and multi-family residential (including affordable) at a variety of price points (including affordable housing), restaurants, public plaza, theaters, streetscape

improvements, hospitality spaces, and two structured parking garages. This vibrant transit-oriented master plan development is widely recognized as the catalyst redevelopment of downtown Silver Spring, Maryland. We initiated a collaboration among a broad range of public and private constituents to re-envision this twenty+ acre parcel as a dynamic environment for a diverse community. In 2018 the firm acquired the 535,000 square foot former Discovery Communications Headquarters and within the first year brought occupancy to over 40% including a significant lease with Children's National Medical Center. A bold but calculated bet on a community to which it has shown deep commitment. We also added mixed-income amenity-rich housing in the Citron.



Park Potomac

This Montgomery County mixed-use, mixed-income master-planned development is a pedestrian-oriented environment of mid- and high-rise commercial and residential development. It centers on an amenity core anchored by a Harris Teeter supermarket and dynamic restaurants and shops which provide a unique pedestrian experience. With direct I-270 highway accessibility, just one exit outside the Capital Beltway, the project is already 60% developed and will reach over 2 million square feet at full build-out. The occupied phases include 150 townhomes, 153 mixed income amenity rich high-rise condominium units, two Class A LEED office buildings totaling 256,000

square feet, and approximately 125,000 square feet of retail. Developed in phases, Park Potomac shows Foulger-Pratt's long-term perspective and ability to react to evolving market conditions. Planned condominiums were converted to an amenity-rich apartment complex called The Perry, which includes affordable housing units. The fully leased apartment community won the 2016 PACE Award for Lease-Up, 2016 GALA for Interior Merchandising, Multifamily New Construction, Amenity Space and/or Common Areas – Mid-Rise and received an Honorable Mention at the 2016 PMA Award for the brochure.



In Progress

Venture on I

This project is a 7-story, 181,938 GSF multifamily / mixed-use project located a half-mile from both Navy Yard-Ballpark and Waterfront Metro Stations in Southwest DC. The community will contain 197 residential units plus a 17,000 square foot space for a two-story ground floor church use. The property abuts Lansburgh Park, a DC park that contains picnic pavilions, basketball courts, a dog park, and community garden. **Similar to our proposed concept design for Bowman Towne Court, we plan to build a Class A apartment building comprised of approximately 200 market rate and affordable studio, 1- and 2-bedroom rental apartments over a brand new 2-story assembly space for the Bethel Pentecostal Tabernacle Church and one level of underground parking.** This ground and first floor assembly space and underground parking will replace the church's existing church on this site, providing its own identity and access, while still making it fit in with the rest of the building and the context of the neighborhood. The Church will also have ~2400 square feet of space in the garage level, which will include a commercial kitchen and meeting rooms. The above grade portion of the church will include a double height sanctuary, a lobby/reception area, offices, conference rooms, a chapel, classrooms, a nursery, a library, and music practice rooms. The residential component has a separate street entrance and lobby from the church component. While there are residential units starting on the 1st floor, the exclusively residential floors do not begin until the 3rd floor.

We are creating a boutique Class-A amenity-rich multifamily development focused on functionality, outdoor accessibility, and ultimate convenience for our target demographic of singles and adults with young children, at pricing below comparable nearby apartments. Amenities will be anchored by a bright two-story lobby experience showcasing light wood finishes (channeling mid-century design cues of the exterior) and framed vistas through to party and game rooms as well as the lush south courtyard beyond.

60 I will provide 195 homes with luxury finishes that are on average roughly 150 square feet smaller than comparable area offerings. Unit interiors will include thoughtful design elements like space efficient kitchens, built-in modular closet systems, and other storage devices. These design elements will create spaces that are highly livable and feel larger than comparable units of the same square footage.

The Project will feature the following Class-A quality community amenities:

- Fitness center
- Party room
- Game room
- Rooftop club room and terrace
- Private office pods
- Dog washroom
- Private outdoor courtyard and garden.



Harwood Flats

This project sits adjacent to the White Flint Mall redevelopment in North Bethesda, MD and reflects the evolution of the area from a low density auto-oriented suburban plan to an urban

mixed-use environment with 355 rental units, driven by robust mass transit and a 24/7 live/work/play concept.



Benning Road

Benning Road Residences, is a 148-unit, 5-story, all affordable housing (4% Low Income Housing Tax credit) community at the intersection of 16th Street and Benning Road in Northeast DC. The project provides an opportunity to extend H Street Corridor rapid development eastward along Benning Road. The location provides immediate access to the dynamic retail amenities of H Street and the recently completed streetcar providing access to Metro via Union Station. the transit-oriented development Benning Road, a 100% affordable housing community in DC. This joint-venture development is a 5-story multifamily project

The property is designed to provide a variety of functional spaces, with a design approach catering to families. The unit mix includes 38-units (25%) three-bedroom units, 17-units (11%) two-bedroom units and 94-units

(64%) one-bedroom units. The 5,300 sf of amenity space provided will be an asset to the property manager in collaboration with the resident services provider to engage and nurture a healthy and active community. Along with these active spaces, the buildings design accommodates dedicated program space for the Permanent Supportive Housing (PSH) provider, Community of Hope, to facilitate its on-going support of the families residing in the 15-units (10% of unit mix) set-aside for PSH. The PSH unit rent will be supported by the 15 project based Local Rent Supplement Program vouchers being requested. The rest of the units will serve households up to 50% and 60% of the Area Median Income (AMI).

The project is received a funding award from the DC Department of Housing and Community Development in March of 2021 and is expected to begin construction in June of 2022.



The Rae at Westlake

This Class-A mixed-income, publicly/privately financed 5-story apartment complex is located directly across Westlake Terrace from the Montgomery Mall Transit Center, which offers access to seven bus routes. The under construction complex has already won attention from *The Washington Post* for affordability and sustainability. Designed to be a highly livable community, The Rae will seamlessly connect residential living to the urban setting in a highly commercialized area. The dynamic triangular wedge reflects the design's urban aesthetic, visually expanding and connecting the corner public open space towards the east. The amenity and residential massing are rotated in opposite directions to contrast and create visual interest. Residential bars projecting lightly from the building base increase geometric folds toward the corner to take advantage of the site geometry and carry the triangular-shaped motif. The light and dark color compositions alternate

on top of a warm tone wood-like base to create a distinguished look for the building's façade, with large glass positioned uniquely on the angled amenity corner. Sustainable elements of the design include more than 7,000 square feet of green roof and 5,000 square feet of bioretention around the building's perimeter. The Rae offers a mix of studio, one-bedroom, one-bedroom plus den and two-bedroom floorplans ranging from 486 to 1,157 square feet.

Amenities include:

- Fitness center
- Coworking lounge
- Pet spa
- Club room
- Swimming pool
- Spacious courtyard complete with barbeque grills, hammocks, and an outdoor fireplace



Landmark Mall Redevelopment

December 2020, a joint venture including Foulger-Pratt, The Howard Hughes Corporation (NYSE: HHC) and Seritage Growth Properties (NYSE: SRG) announced an agreement with the City of Alexandria and Inova Health System to advance the development of the much-anticipated, four-million-square-foot community to include a new hospital at the site of the former Landmark Mall. The development plans include residential, retail, commercial, and entertainment offerings integrated into a

cohesive neighborhood with a central plaza and a network of parks and public spaces. The development of the site will be in partnership with the City of Alexandria, who will provide public bond financing for the project. The master-planned redevelopment will be the home of a new 1 million SF INOVA Health Systems medical campus. INOVA is the leading non-profit health care provider in Northern Virginia and will play a significant role in the success of the project.



Completed Projects

	Name of Property, Address	Capacity of Applicant/Developer	Type of Project	City, State	Number of Units		Financing/Subsidy Program Utilized	Status of Project	Project Start/Completion
					Affordable	Market			
1	Bennington	Developer/General Partner	Family/Mixed-Use Mixed Income	Silver Spring, MD	68 @ 50%	155	HUD, LIHTC	Operating for 16 years	2003-2004
2	Citron	Developer/General Partner	Family/Mixed-Use Mixed Income	Silver Spring, MD	31 @ 60%	191	Montgomery County, Maryland Moderately Priced Dwelling Unit (MPDU) Program	Operating for 7 years	2011-2013
3	CORE	Developer/General Partner	Family/Mixed-Use Mixed Income	Silver Spring, MD	35 MPDU @ 60% 17 WF @ 70%	240	Montgomery County, Maryland Moderately Priced Dwelling Unit (MPDU) Program / Workforce Housing	Operating for 3 years	2015-2017
4	Exchange	Developer/General Partner	Family/Mixed-Use Mixed Income	Wheaton, MD	61 @ 60%	425	Montgomery County, Maryland Moderately Priced Dwelling Unit (MPDU) Program	Operating for 7 years	2011-2013
5	Perry	Developer/General Partner	Family/Mixed-Use Mixed Income	Potomac, MD	30 @ 60%	267	Montgomery County, Maryland Moderately Priced Dwelling Unit (MPDU) Program	Operating for 5 years	2013-2015
6	Thornton	Developer/Property Manager	Family/Mixed-Use Mixed Income	Alexandria, VA	24 @ 60%	415	Alexandria Affordable Dwelling Unit	Operating for 2 years	2016-2018
7	Beckert's Park	Developer/General Partner	Family/Mixed-Use Mixed Income	Washington, DC	42 @ 60%	292	DC Inclusionary Zone Program	Started operating 2021	2018-2020
8	One 501	Developer/General Partner	Family/Mixed-Use Mixed Income	Washington, DC	18 @ 60%	305	DC Inclusionary Zone Program	Started operating 2021	2019-2021
9	Press House	Developer/General Partner	Family/Mixed-Use Mixed Income	Washington, DC	28 @ 60%	325	DC Inclusionary Zone Program	Started operating 2021	2019-2021
TOTAL					354	2615			

In-Progress

	Name of Property, Address	Capacity of Applicant/Developer	Type of Project	City, State	Number of Units		Financing/Subsidy Program Utilized	Status of Project	Project Start/Completion
					Affordable	Market			
1	Conifer Village	Developer/General Partner	Family/Mixed-Use Mixed Income	Baldwinsville, NY	199	0	LIHTC, Project Based Vouchers	Upcoming	2019-2021
2	Benning Road	Developer/General Partner	Family/Mixed-Use Mixed Income	Washington, DC	148	0	LIHTC, DC Housing Production Tax Fund	Upcoming	2019-2022
3	60 Eye Street, SW	Developer/General Partner	Family/Mixed-Use Mixed Income	Washington, DC	14	150	DC Inclusionary Zone Program	Upcoming	2019-2022
4	NOBE East Village Phase 1	Developer/General Partner	Family/Mixed-Use Mixed Income	Kensington, MD	42	293	Montgomery County, Maryland Moderately Priced Dwelling Unit (MPDU) Program	Under Construction	2020-2022
5	North Park	Developer/General Partner	Family/Mixed-Use Mixed Income	San Diego, CA	10	115	California's Density Bonus Law	Upcoming	2021-2023
6	The Rae	Developer/General Partner	Family/Mixed-Use Mixed Income	Bethesda, MD	44	299	Montgomery County, Maryland Moderately Priced Dwelling Unit (MPDU) Program	Upcoming	2021-2023

Per § 56-575.4(G) of the PPEA we request that lines 7 through 11 of the above chart on this pg 47 (pertaining to Foulger-Pratt Future pipeline), be exempt from FOIA and not shared publicly; portions of the information contains Foulger-Pratt confidential and proprietary trade secret business information that are not generally available to the public through regulatory disclosure or other publicly available methods.

Key Personnel

Feras Qumseya, Vice President, Affordable Housing

Feras has 19 years of economic development and affordable housing experience, much of it focused on large-scale urban revitalization in DC and Baltimore. Feras has directed the feasibility, planning, and development of several large-scale, mixed-income, mixed-use, and mixed-financing programs ranging from federal HUD's HOPE VI funding to DC's New Communities Initiative projects. His DC projects include: Barry Farm Redevelopment (District of Columbia Housing Authority [DCHA]) and Saint Elizabeths East in Ward 8, Capitol Gateway and Glenncrest in Ward 7 (DCHA), Beckett's Park and Hill East in Ward 6, Rhode Island Row in Ward 5, and Park Morton in Ward 1. Feras' expertise includes a wide range of mixed public/private financing vehicles, including complex mixed-finance structuring ranging from HUD Section 18 Demolition and Disposition approvals, LIHTC, taxable and tax-exempt bonds, conventional mortgages, Tax Increment Financing (TIF), Payment in Lieu of Taxes (PILOT), HOME Investment Partnerships Program (HOME), and Historic Tax Credits.

Feras served as the DC Mayor's Founding Director for the Saint Elizabeths Redevelopment initiative, the largest real estate urban redevelopment in the country since the Pentagon, totaling 350 acres and a public investment of \$4 billion. During his term, he represented the DC Deputy Mayor for Planning and Economic Development on two federal working groups, Regional Innovation Cluster and Neighborhood Revitalization, centered on revitalizing underserved communities east of the Anacostia River. The goal was to ensure that the Saint Elizabeths Redevelopment achieved President Obama's Sustainable Communities initiative.

Prior to joining Foulger-Pratt, Feras served as Vice President of Development at A&R Development, where he oversaw the firm's development portfolio of mixed-use, mixed-income transit-oriented developments of primarily ground-up construction of Low Income Housing Tax Credit (LIHTC), and market rate

units, including both rental and homeownership. In addition to LIHTC and mixed-income housing, the firm has also developed recreational, community centers, and Class A & B office, retail, and hotel properties.

Feras co-chairs the Urban Land Institute Housing Initiative Council. He served on the Fairfax County Affordable Housing Preservation Task Force per appointment by Fairfax County BOS Chairman Jeff McKay. Feras was appointed by Prince George's County Board of Supervisors (BOS) Chairman Calvin S. Hawkins to serve on the Housing Opportunities for All Workgroup. He also sits on the board of HOPE Multiplied, a purpose-driven nonprofit that seeks to joyfully meet the physical, emotional, social, and spiritual needs of the local community in the DC Metro area.

Kofi Meroe, Development Manager

Kofi Meroe will serve as the Project Manager for the Bowman Towne Court project. In this capacity, Kofi will be responsible for the day-to-day project implementation according to the project timeline as well as providing ongoing management and detailed tracking of the project timeline and milestones. Kofi will be the point of contact with project vendors, contractors, and service providers and will report directly to Feras Qumseya.

Prior to joining Foulger-Pratt, Mr. Meroe was a Development Manager at Dantes Partners where he managed multiple affordable housing transactions and was vital to closing LIHTC deals totaling \$29 Million. During his time at Dantes Partners, he frequently collaborated with DC's government and federal agencies on affordable housing projects and initiatives to fulfill DC's affordable housing objectives.

We play well with others. Foulger-Pratt has well-established collaborative processes with many of our team members. As a developer of large-scale projects, we have built on our core values and learned experience to forge effective methods for managing teams of all sizes and disciplines. Our time-tested strategies include plenty of room to accommodate each client's and each team's approaches while taking into account unique attributes.

Joseph Browne Development Associates LLC – Affordable Housing Financing

Joseph Browne Development Associates (JBDA) is an up-and-coming real estate development and consulting company **that specializes in developing affordable rental and for sale housing**. Principals Gerry Joseph and Paul Browne formed JBDA in 2018, bringing together over 50 years of experience in the affordable housing and community development industry. Each has worked as a developer, senior manager, and director for non-profit development organizations at the neighborhood, regional and, in the case of Gerry, national level.

JBDA has developed all types of multifamily housing using all kinds of financing tools. JBDA is an outgrowth of Joseph Development Inc., a development consulting firm led by Gerry that has served clients in the Mid-Atlantic since 2010.

Joseph Browne's principals have significant experience in financing affordable housing in Virginia. **Since 2019, JBDA acted as a development consultant on three projects seeking 9% tax credits (Southwood Apartments and Friendship Court in Charlottesville, and Senseny Place in Winchester) and won tax credit allocations for all of them, representing more than \$40 million in equity.** JBDA is also a VHDA-authorized mortgage broker and has helped its clients close on loans totaling more than \$50 million in the past 18 months.

Gerry served as Vice President and Director of Real Estate Development for Community Preservation and Development Corporation (CPDC) from 2004-2010. In that capacity, he managed and oversaw CPDC's real estate department, which consisted of six full time personnel and was responsible for all aspects of the company's real estate development activity from project conception through construction completion and rent-up. This included responsibility for all site assessment and acquisition decisions. Prior to that, Gerry worked for The Community Builders Inc. (TCB) for over 13 years in a number of capacities, including Vice President/Director of Massachusetts Operations, where he managed all TCB's real estate development activity in Massachusetts (MA). Gerry also served as Executive Director of

the Franklin County Community Development Corporation (CDC) of Greenfield, MA and Director of Development for Brightwood Development Corporation in Springfield, MA. He was a founder and the first President of the Western Massachusetts Enterprise Fund, a regional micro business investment fund. Gerry served as a member of the Federal Home Loan Bank of Boston Advisory Council from 1999-2005 including a term as chairperson of that body and has served on the Board of Directors of the Association of Nonprofit Developers (HAND).

Paul Browne, one of the JBDA principals, has worked on affordable housing in Fairfax County for more 18 years. Paul began his career in affordable housing at DC-based non-profit Community Preservation and Development Corporation and then served as vice president of real estate at Wesley Housing Development Corporation (WHDC). For CPDC, he spearheaded the redevelopment of Island Walk in Reston and Stoney Brook apartments in Alexandria. Paul served as the Vice President for Real Estate Development for Wesley Housing in Alexandria until May 2018. He oversaw all of its real estate development activity, supervising three project managers and multiple consultants. Under his leadership, WHDC dramatically increased its portfolio and development pipeline, including the development of Union On Queen, an innovative 193-unit mixed-income community in Arlington, Virginia, development of the Fallstead at Lewinsville Center, an affordable senior housing project in McLean, Virginia, in partnership with Fairfax County. He is a County Board-appointed member of the Arlington County Housing Commission and of Leadership Greater Washington. In Fairfax, he has previously served on the Preservation Task Force, as President of AHOME (Affordable Housing Opportunities Means Everyone) in Fairfax and as Chair of the Housing Committee of the Long-Term Care Coordinating Council.

Over the past 10 years, Paul has led the development of more than 15 projects, including the Fallstead at Lewinsville Center, which set the standard for developing affordable independent living projects on County-owned land, and the Arden, which employed a twinning structure to develop 126 units of affordable family housing in transit-oriented development. Through this work, Paul has developed strong and trusting relationships with Virginia Housing and the staff of the Fairfax County Department of Housing and Community Development.

Gerry Joseph and Paul Browne Project Experience										
Project Name	Location	Description	Status	Role	Total Units	Assisted Units	Program	9%	4%	Total Development Costs
Sensory Place*	Winchester, VA	Mixed-finance new construction of 63-unit affordable senior housing project financed with 9% LIHTC, Section 202 Capital Grant, and subordinate loans	Construction	Development Consultant to Owner – Wesley Housing Development Corporation (WHDC)	63	11	Section 202	X		
Cedar Street**	Washington, DC	Acquisition and Substantial Renovation of 30-unit historic apartment building in Takoma, DC using 9% LIHTC, Historic Tax Credits and Housing Production Trust Funds	Construction	Developer	30	3	DC Local Rental Assistance	X		
The Arden * and ***	Alexandria, VA	New construction of 126-unit affordable rental project in partnership with Fairfax County, using 4% and 9% tax credits, VHDA mortgage loans, and Fairfax County Blueprint loan	Construction	VHDA Mortgage Broker (JBDA) Principal - WHDC	126	8	FCRHA Project-Based Vouchers	X		
1621 Flats**	Washington, DC	Redevelopment of 9-unit apartment building on Capitol Hill into Work force/market-rate condominium	Complete	Developer	9					
N Street Village**	Washington, DC	Recapitalization and Renovation of N Street Village following expiration of initial 15 year LIHTC Compliance Period using tax exempt bonds, Housing Production Trust Funds, and LIHTC.	Complete	Development Consultant to Owner, N Street Village Inc.	95	44	DC Local Rental Assistance		X	
Miriam's House**	Washington DC	Renovation and recapitalization of facility providing permanent housing for person	Complete	Development Consultant to Owner, N Street Village Inc.	25	20	DC Local Rental Assistance			
Arnold Gardens**	Suitland, MD	Acquisition and Renovation of project based Section 8 development utilizing Tax Exempt Bonds, LIHTC and HOME funds from Prince George's County	Complete	Development Consultant to Owner, Gragg Cardona Partners	68	55	Section 8		X	
Apartments at Northpoint**	Reston, VA	Acquisition and recapitalization of LIHTC project at the expiration of initial 15-year compliance period by non-profit General Partner/Sponsor	Complete	Development Consultant to Owner, Cornerstones Housing Corp.	48					
Culpepper Garden I ****	Arlington, VA	Development of recapitalization plan for HUD-assisted elderly housing project, preservation and substantial renovation using 4% tax credits with VHDA tax-exempt debt, and local subordinate debt	complete	Development Consultant to Owner, Arlington Retirement Housing Corp. (G.J.), Principal WHDC (PB)	204	200	Section 236, RAD, Tenant Protection Vouchers		X	
Brookland Place ***	Washington, DC	Preservation and substantial rehabilitation of 80-unit tax-credit project using 4% tax credits with DCHFA tax-exempt debt, and local subordinate debt	Under Construction	Principal - WHDC	80				X	
The Fallstead ***	McLean, VA	New construction of senior independent living facility in partnership with Fairfax County, using 9% tax credits, FHA 221d4 mortgage loan, Virginia Housing Trust Fund, and below-market ground lease	Complete	Principal - WHDC	82	21	FCRHA Project-Based Vouchers	X		
Wexford Manor ***	Falls Church, VA	Resyndication and substantial rehabilitation of 74-unit tax-credit project using both 9% and 4% tax credit in twinning structure, taxable and tax-exempt debt, and local subordinate debt	Complete	Principal - WHDC	74	21	Section 8	X		
Memorial Square Apts.**	Springfield, MA	LIHTC redevelopment of 3 for S. 8 Mod/Rehab properties on behalf of non-profit sponsor utilizing 9% LIHTC, Historic Tax Credits, and subordinate financing from the Commonwealth of Massachusetts	Complete	Development Consultant to Owner, New England Farm Workers Council	56	56	RAD	X		
E Henry Twiggs Estates Phase 1**	Springfield, MA	Acquisition and rehab of 34 Scattered Site properties, including a project based Section 8 community, utilizing tax-exempt bond financing LIHTC, and subordinate financing from the Commonwealth of Massachusetts	Complete	Development Consultant to Owner, Home City Development Inc..	75	75	Section 8 and Mass. MRVP		X	
E Henry Twiggs Estates Phase 2**	Springfield, MA	Acquisition and rehab of 26 Scattered Site properties utilizing tax-exempt bond financing LIHTC, and subordinate financing from the Commonwealth of Massachusetts	Complete	Development Consultant to Owner, Home City Development Inc..	61	29	Mass MRVP		X	
Union on Queen ***	Arlington, VA	Redevelopment of obsolete 50-unit garden apt. project into 193-unit mixed-income community using 9% tax credits, Freddie Mac perm loan, and local subordinate debt	Complete	Principal - WHDC	193			X		
Lynhaven Apts.***	Alexandria, VA	Preservation and substantial rehabilitation of two garden apartment communities in neighboring jurisdictions using tax exempt bond financing, 4% tax credits and local subordinate debt	Complete	Principal - WHDC	49				X	
Bond 2 LP**	Various Locations, PA	Multi-Site (4) Tax Exempt Bond/LIHTC Transaction on behalf of Non-Profit Sponsor	Complete	Development Consultant to Owner, Housing Development Corporation Mid Atlantic	137				X	

Bond 3 LP** Various Locations, PA	Multi-Site (5) Tax Exempt Bond/LIHTC Transaction on behalf of Non-Profit Sponsor	Complete	Development Consultant to Owner, Housing Development Corporation Mid Atlantic	208					X
Harwell Homes Cooperative** Cambridge, MA	Recapitalization of HUD 236 Cooperative following loan maturity utilizing conventional debt financing and Mark Up to Budget Rent Increase through HUD	Complete	Development Consultant	56	17	Section 236, Section 8			
Borinquen Apartments** Springfield, MA	Redevelopment of highly distressed historic property originally renovated under S. 8 Mod rehab program. Financing included HOME, Federal and State Historic Tax Credits	Complete	Development Consultant	41	36	Section 8		X	
Colonial Village*** Arlington, VA	Preservation and historic rehabilitation of aging garden apartments, using historic and 9% LIHTC	Complete	Principal - WHDC	162				X	
Westwood Oaks*** Fairfax, VA	Preservation and green rehabilitation of HUD 236 and LIHPRA restricted property, using de-coupling and competitive 9% tax credit	Complete	Principal - Community Preservation Development Corporation (CPDC)	42	10	Section 236, Section 8		X	
The Larkspur*** Arlington, VA	Acquisition of market affordable garden apartments in anticipation of tax credit syndication	Complete	Principal - CPDC	74					X
Stony Brook*** Alexandria, VA	Preservation and green rehabilitation of HUD 236 and LIHPRA restricted property, using IRP de-coupling and competitive 9% tax credits	Complete	Project Manager / Principal - CPDC	204	40	Section 236, Section 8		X	
Mayfair Mansions**** Washington, DC	Acquisition preservation and Redevelopment of Historic HUD 236 property NE Washington DC utilizing tax exempt bonds, 4% LIHTC, Historic tax credits and local subordinate debt.	Complete	Principal - CPDC	410	320	Section 236, Section 8			X
Parkside Terrace**** Washington, DC	Redevelopment of vacant 12-story tower in SE Washington DC that had failed as a section 8 family building. Converted to 181 units of Senior housing and 135 units of workforce housing utilizing Tax-exempt bonds, 4% LIHTC and local subordinate debt.	Complete	Principal - CPDC (G.J.), Project Manager & Principal - CPDC (PB)	316	181	DCHA Project-Based Vouchers			X
Wheeler Terrace**** Washington, DC	Acquisition, preservation and redevelopment of distressed 113 unit Section 8 property in SE DC utilizing Tax exempt bonds, 4% LIHTC and local subordinate debt. First LEED Gold certified affordable housing property in the District	Complete	Principal - CPDC	116	116	Section 8			X
Residences at Wiley H. Bates Heritage Park**** Reston, VA	Adaptive re-use of historic school building into independent living senior housing	Complete	Principal - CPDC (G.J.), Project Manager - CPDC (PB)	81	81	HCAAC Project-Based Vouchers		X	
Island Walk**** Reston, VA	Acquisition and conversion of Section 8 limited equity cooperative using tax exempt bonds, 4% LIHTC and local subordinate debt.	Complete	Principal - CPDC (G.J.), Project Manager - CPDC (PB)	102	101	Section 8			X
1330 Seventh St. Apts** Washington, DC	Acquisition and Substantial Renovation of 136-unit high-rise in gentrifying neighborhood of Washington, using Tax Exempt bonds, 4% tax credits and subordinate debt	Complete	Principal - CPDC	136	50	Section 236, Section 8		X	
Oxford Manor Apts. ** Washington, DC	Acquisition and preservation of conventional apartment community using 9% tax credits and Public Housing Replacement Funds	Complete	Principal - CPDC	227	12	Public Housing			X
Windsor Valley III Townhomes*** Mary's Meadow at Providence Place** Village at Hospital Hill** Northampton, MA	Acquisition and Preservation of 283-unit townhome community using Tax Exempt bonds and 4% LIHTC	Complete	Project Manager - CPDC	283	164	Section 236, Section 8		X	
Holyoke HOPE VI** Holyoke, MA	"Small House" skilled nursing facility developed on behalf of Sisters of Providence, Holyoke, MA	Complete	Developer - TCB	40					
Parkwood Apts. ** Indianapolis, IN	Land development & Master Plan for 124-acre urban village with 207 residential units and 476,000 sf of commercial space	Complete	Project Manager / Principal - TCB						
Churchill Homes** Holyoke, MA	Master Plan for revitalization of distressed public housing site, including 176 home-ownership units and 100 rental units	Complete	Principal - TCB	276		HOPE VI			
Plumley Village** Worcester, MA	Acquisition and redevelopment of distressed HUD-assisted property	Complete	Principal - TCB	329	329	Section 8			
Osprey Lane** Sandwich, MA	Mixed-income, mixed finance rental housing component of HOPE VI redevelopment	Complete	Principal - TCB	100	34	HOPE VI			X
Odd Fellows Lofts** Worcester, MA	Recapitalization and refinancing of corporate asset	Complete	Principal - TCB	430					X
Dickson Meadows** Weston, MA	New Construction of 40-unit project financed with 9% LIHTC and conventional debt	Complete	Principal - TCB	36				X	
Allen Park Apts** Springfield, MA	Adaptive re-use of Odd Fellows Lodge into mixed-use development of 24 units and 10,000 sf of commercial space	Complete	Principal - TCB	24					
Upsala School Apts. ** Worcester, MA	New construction mixed-income homeownership project	Complete	Principal - TCB	18					
Leyden Woods Greenfield, MA	Acquisition and preservation of 264-unit Section 236 project under ELIPRA, financed with Tax-Exempt Bonds and 4% LIHTC	Complete	Principal - TCB	264	208	Section 236, Section 8			X
Providence Place** Holyoke, MA	Adaptive re-use of historic school building into independent living senior housing, using Section 202	Complete	Project Manager - TCB	50	50	Section 202			
	Acquisition and preservation of former HUD 236 development using Tax-Exempt Bonds and 4% LIHTC	Complete	Project Manager - TCB	199		Section 8			X
	Adaptive re-use of historic convent into affordable independent living	Complete	Project Manager - TCB	120					
Totals				6,703	2,423				

* - Joseph Browne Development Associates

** - Gerry Joseph

*** - Paul Browne

**** - Gerry Joseph and Paul Browne

Per § 56-575.4(G) of the PPEA we request that this chart on pp50-51 be exempted from FOIA and not shared publicly. The information contains confidential client list of JBDA, which is trade secrets and proprietary financial information of JBDA.

WDG – Design and Architecture

WDG provides architecture, master planning and interior design from its offices in Washington, DC and Dallas, TX. Its award-winning work can be found in major metropolitan areas around the United States as well as overseas. WDG has a staff of more than 150 and have produced more than 500 major buildings, including commercial office, multifamily residential, higher education, institutional, hospitality, and mixed-use projects since its inception in 1938. During these eight decades, great commercial architecture has been the hallmark of WDG's portfolio. WDG's mission is to create buildings that reflect each client's unique identity and aspirations. By balancing the art and science of architecture, challenges like market economics and zoning limitations become a chance to pioneer design solutions that can create truly inspiring spaces.

WDG's firm-wide culture fosters and demands both aesthetic excellence, as well as new standards in technical innovation and building efficiency, including the application of advanced materials, high-performance systems and sustainable

design. WDG has emerged as a leader in sustainability and green building practices. LEED accredited professionals are found at all levels within the firm—in design leadership, project management and professional personnel.

WDG's qualifications, attached at the end of this proposal, include details of its many Fairfax County and elsewhere in DC Metro area projects. We point you in particular to **Westlight** in DC, a redeveloped 11-story mixed-use including 93 rental units totaling 120,300 square feet, 71 luxury condos totaling 126,600 square feet, 7,600 gross square foot retail, and a new 20,100 square foot West End Library. The scope of work included a 96,400



square foot parking garage with 249 spaces.

The complex also includes a fire station with rental units stacked above. The prominent West End neighborhood is adjacent to Georgetown, Dupont Circle, and the National Mall.

Momentum at Shadyside, WDG's most recent affordable housing development, is located on Redland Road between Gaithersburg and Rockville, MD, in one of Montgomery County's most transit-oriented communities and provides convenient access to the Shady Grove Metro, I-270 and I-495. This 119,931 square foot, 4-story, 106-unit condominium building with 64,000 square feet of parking. This Type V-A four-story wood-frame design condominium complements the neighboring 36-unit townhome community. The building's facades feature modern metal vertical panels alternating horizontally with the warmth of brick, which was selected over traditional vinyl. This approach creates an inviting contemporary exterior. Shorter metal panels were strategically placed alongside the single paned windows, giving the illusion of an expanded width while keeping with the design scheme.

Momentum at Shady Grove offers studio, one- and two-bedroom unit mixes. The main entrance on Redland Road leads residents to a 1,000 square foot community room with kitchen. The building's shape allows residents occupying inward facing units to enjoy balconies overlooking the landscaped courtyard. Additional views of the courtyard and the neighborhood can be seen from the expansive rooftop deck. The site's sloping topography allows for the inclusion of a two-story podium secured parking garage accommodating 145 vehicles.

WDG was commissioned to design its first Fairfax County project in Tysons Corner in 1972. As a testament to its capabilities, WDG has continued to grow its presence in Fairfax County with numerous office and residential buildings designed and developed over the past four decades. Sparked by the new Metro stations in Fairfax County, the need to create new urban environments has allowed it to continue its practice in Fairfax County, especially along the Transportation Oriented Development corridor.

WDG played a significant role in ratifying the Tysons comprehensive plan by working hand-in-hand with multiple agencies in Fairfax County and client, The Georgelas Group, on the Spring Hill Station Master Plan, which was the demonstration project. This project was the case study and the model of development for Tysons that we are witnessing today. Since then, WDG's involvement includes over 31 million square feet of entitlement work and master planning in Tysons alone.

In addition, **WDG has also completed many market-rate-, mixed-income, and mixed-use projects in Fairfax County including Plaza America, Reston Executive Center, Reston Square, The Ascent at Spring Hill Station, Nouvelle at Arbor Row, Haden, Monarch at Arbor Row, and Wiehle Station Parking Garage.** WDG is continuing its relationship with Fairfax County on current projects at multiple residential buildings including **Association Drive in Reston (with Foulger-Pratt), mixed-use development at Reston Station Promenade, multiple residential buildings at The Riverside Development, Springfield Transportation Center, and a residential building at 1801 Old Reston Parkway.** Please see the attached WDG supplemental qualifications for profiles.

As a Tysons Partnership Board Member and with numerous staff members living as a part of the community in Fairfax County, WDG is continuing its commitment and investment in working with Fairfax County to achieve its vision of transforming Fairfax County into a dynamic urban destination.

Siti Abdul-Rahman is a Managing Principal of WDG Architecture, focusing her efforts in the Hospitality, Commercial, Master Planning, and Multifamily Residential Sectors of the firm. She has 30 years of experience designing projects nationally and internationally and leads design teams from Conceptual Design through Construction. She serves as the Principal Designer for her projects and enjoys working with clients to develop, craft and design highly compelling building experiences. Siti strives to create unique projects that promote lifestyle environments with a balanced blend of efficiency, wellness, sustainability, art, and great aesthetics.

Bowman Consulting - Civil Engineering

Bowman is a trusted, multi-faceted consulting firm offering a broad range of real estate, energy, infrastructure, and environmental management solutions to both public and private clients across the country since 1995. Its mission: Delivering success to clients with a sense of urgency. Bowman treats clients and their projects as its top priority.

The company understands that success is built on ability to respond correctly and quickly to their needs. From large commercial developments, to master planned communities, to local transportation projects, Bowman delivers outstanding project results, builds long-lasting relationships, and leverages the growth of the organization to serve a constantly changing marketplace. With 37 offices and \$110 Million in gross revenue (2019), Bowman is amply prepared to deliver on-demand technical genius and industry leading talent that, when combined, produces innovative and solution-driven results. Clients benefit from a balance of deep national resources often associated with large firms, and the flexibility and quick response associated with smaller boutique firms, to effectively navigate their projects through intricate approval processes.

Its 750 (approx.) employees include: 70+ Fully Equipped Field Survey Crews; 115 Professional Engineers; 33 Professional Surveyors; 5 Environmental Specialists; 58 Planners and Designers; and 11 Registered Landscape Architects.

Bowman operates in these markets:

- Multi-Family/Mixed-Use
- Residential
- Commercial
- Education
- Government
- Mining and Exploration
- Mission Critical
- Power & Energy
- Retail and Transportation

Bowman provides these services:

- Civil Engineering
- Surveying/Geospatial
- Right-of-Way and Land Services
- Construction Engineering
- Landscape Architecture & Planning
- Structural Engineering
- Water/Wastewater
- Transportation Engineering
- Environmental Consulting

McGuireWoods – Legal Counsel, Land Use

McGuireWoods' real estate and consulting team is deeply committed to the Northern Virginia region and has in-depth knowledge covering many areas, such as real estate, land use, zoning, project development, finance, as well as public-private partnerships, affordable housing, and governmental relations matters.

- **Tailored Real Estate Solutions:** McGuireWoods is a leader in the areas of real estate and land use, infrastructure and public finance, corporate matters, and consulting services.
- **McGuireWoods Consulting Significance:** Its full-service public affairs subsidiary, McGuireWoods Consulting LLC, complements our legal services with advice on federal, state and local government relations; strategic communications; grassroots advocacy; and infrastructure and economic development.
- **Affordable Housing: McGuireWoods' multidisciplinary Affordable Housing team counsels clients ranging from closely held, community-based businesses to Fortune 100 companies. Its lawyers, alongside our McGuireWoods Consulting team, have the knowledge, experience, and policy insights to help clients navigate the challenging and broad areas of housing policy that clients face across this sector.**
- **Northern Virginia Focus:** McGuireWoods'

Tyson's office helps shape Northern Virginia through its commitment to exemplary client work, pro bono efforts, and community service. The office is a leader in this region and is complemented by the firm's wider capabilities in Virginia, Maryland and the Greater DC Metro area. It maintains four offices throughout the Commonwealth of Virginia, including Charlottesville, Norfolk, Richmond, and Tyson's.

McGuireWoods' in-depth qualifications and relevant projects follow at the end of this proposal.

Nixon Peabody LLP – Legal Counsel, Affordable Housing Transactions & Regulatory Compliance

NP has a deep bench of talent making it well-suited to complete assignments in a timely fashion, to engage in multiple projects simultaneously, to respond to emergencies when needed, and to otherwise provide competent, efficient representation.

NP's Affordable Housing team works regularly with HUD on **affordable housing development, financing, HUD approvals**, and preservation transactions. **A number of the group's members formerly held legal and policy positions at HUD and maintain strong relationships within the regional field offices and Headquarters.**

PHA Repositioning & HUD Approvals

Representative examples of its experience in RAD & PHA repositioning matters, as well as examples of NP's work in Virginia and the DC Metropolitan area are:

- Representing Richmond Redevelopment and Housing Authority (RRHA) in the redevelopment of two bundles of public housing development: one bundle of family developments and one bundle of senior developments. **Redevelopment is expected to utilize RAD, Section 18, tax-exempt bonds, LIHTCs, and state subsidy. NP is advising RRHA on their strategic planning as they structure their redevelopment and assisting RRHA as they negotiate with third**

parties, including development partners, lenders and investors.

- Representing the Bloomington Housing Authority (Indiana) in the conversion of their entire portfolio through RAD. NP is assisting with the strategic planning, structuring transactions, negotiating terms with the third-parties, including the developer team, lenders, and investors. The firm is preparing and reviewing development, organizational, and transactional documents. The redevelopment is expected to utilize RAD-Section 8 blend, tax-exempt bonds, LIHTCs, HOME, and Indiana state subsidy.

Representing the developer team's joint venturing with New York City Housing Authority (NYCHA) in all of the project bundles closed to date and all of the bundles that are moving forward with RAD/Section 18 conversions, which total almost 10,900 units. NP also represented the developer team joint venturing with NYCHA on the first NYC RAD conversion of 1,395 units. That transaction included a funding loan from Citibank to the New York State Housing Finance Agency (HFA); a forward purchase of HFA tax-exempt bonds; a permanent loan using the FHA Risk-sharing Program; LIHTC equity; multiple subordinate loans; and significant FEMA funds necessitating a complicated ownership structure involving a capital lease and a land lease of the existing property.

NP lead counsel Kathie Soroka is advising our team. Kathie served as Senior Counsel to the General Counsel at HUD during the Obama Administration (where she helped create the RAD program) before becoming counsel in NP's Affordable Housing practice group. Through her years at HUD and in the private sector, **Kathie has extensive experience navigating regulatory requirements in all types of affordable housing transactions and the HUD approval process and is one of the nation's foremost experts in RAD.**

Klein Hornig LLP – Affordable Housing Law

Klein Hornig has a single mission – to provide uncompromising service and unparalleled legal expertise to the affordable housing community. The firm's 40+ lawyers focus exclusively on structuring, managing, closing and advising

affordable housing and community development projects across the nation. The attorneys at Klein Hornig work extensively with a wide variety of HUD programs and activities, including the RAD program, the Section 18 demolition/disposition program with Project Based Voucher (PBV) replacement units, Choice Neighborhoods Initiative (CNI) grant program, the public housing mixed-finance process, HOME and CDBG funding, HUD Section 202/811 developments (both traditional and mixed finance, with RAD-for-PRAC), FHA-insured loans, Mark to Market restructurings, and Section 236 IRP decouplings, as well as the broader affordable housing spectrum of LIHTC, financing provided by Government Sponsored Entities such as Fannie Mae or Freddie Mac, tax-exempt mortgage revenue bonds, state programs, and Federal Home Loan Bank AHP loans.

In addition to affordable housing, the firm is active in other community development activities, including commercial and mixed-use development using creative financing vehicles such as the New Markets Tax Credit program, historic tax credits, and renewable energy credits. We supplement our housing and community development practice with expertise in partnership and business associations, condominiums and cooperatives, nonprofit organizations and real estate law. More information about Klein Hornig is available on its website, www.kleinhornig.com.

Klein Hornig works with nonprofit, for-profit, and public agency developers to build and rehabilitate affordable housing across the country. Clients range from public housing authorities to nationally recognized developers building entire neighborhoods to community-based organizations building a dozen scattered-site homes at a time. Klein Hornig structures and close transactions using a full range of funding sources, creating financing strategies that match programs, minimize conflicts between sources, and close expeditiously. Its projects use funding from housing tax credits, Section 8 rental assistance, tax-exempt bonds, state and local programs, local and national private lenders, and more.

Each year, Klein Hornig is engaged to assist with approximately 10-15 tax credit applications in Virginia, and annually closes 10-20 transactions in Virginia that are financed

with 9% credits or with tax exempt bonds and 4% credits. That experience yields legal counsel that is both efficient and knowledgeable of the Virginia process, Qualities Allocation Plan QAP) and Manual (both the written and unwritten rules), and the application and exhibits. It often assists with structuring the project to maximize the opportunities for funding—for example, recommending ownership structures to access distinct credit pools or proposing phased redevelopments to access multiple years of allocations. As Virginia has become a ‘focus’ market for investors (driven by CRA demands on regional banks), out-of-state developers have also flooded the Commonwealth and have contributed to a highly competitive QAP process. That competition means developers need legal counsel that can do more than just review the legal aspects of the application and render the necessary opinions. The firm’s ‘value add’ is assisting the sponsor (1) to maximize their scoring and their chance of winning the credits, (2) to remove technical flaws from applications and reduce lost points, and (3) to be prepared to challenge other applications for their flaws to ensure that the most meritorious applications win. For one major point category and financing structure—9/4 “twinning” of projects—**Klein Hornig has pioneered many of the structures used throughout the region and expanding nationally, having closed or is currently structuring over 54 “twinned” projects (over 100 separate project financings), including 26 “twinned” projects in Virginia.**

Erik Hoffman’s practice is focused exclusively on financing affordable multifamily housing. Erik represents for-profit and nonprofit developers in the acquisition-rehabilitation and new construction of projects financed with multiple layers of funding, including tax exempt bonds, mezzanine and subordinate debt from a variety of sources, such as National Housing Trust Funds, private lenders, HOME and Community Development Block Grants, Section 108 securitizations, State and local housing trust funds, and tax increment financing. Erik has pioneered the development of the “9-4 Twinned” structure to increase the production of affordable units and to minimize wasted tax credit basis.

Before joining the firm, Erik was Counsel with the firm Bingham McCutchen. Previously, Erik served as the Director of Real Estate Finance and Grants for Fairfax County’s affordable

housing and economic development programs and was an Associate General Counsel to the DC Housing Finance Agency. Erik currently serves on the Board and Executive Committee of the Housing Association of Nonprofit Developers (HAND), the Board of the Virginia Housing Alliance, and the Virginia Tech Real Estate Advisory Board.

Motivation, Inc. - Economic Equity: MBE, WBE, SBE, Section 3

Motivation will guide and implement our team's commitment to MBE/WBE/SBE and Section 3 economic opportunities. Our starting point will be One Fairfax Policy's focus on intentional eroding of barriers to BIPOC personal and communal achievement, leading to the future while repairing the past. Motivation uses its strategies to overcome age-old systemic opposition to BIPOC economic progress through listening, community partnerships, aggressive pursuit of resources and opportunities, well-honed systems (described below), time-tested training of businesses and individuals, and rigorous attention to detail.

Motivation is currently managing compliance on roughly \$1 billion worth of MBE/WBE/SBE/VDBE and Section 3 covered projects. The company is qualified to perform requested tasks and more, based on its 29+ years of rich history supporting other clients in similar assignments. Its corporate and leadership experience includes developing programs, contracting, organizing, training, creating, and supporting **Section 3 training and employment programs for public housing authorities and other entities throughout the country, including Northern Virginia;** developing socio-economic supportive family programs geared toward self-sufficiency and transitioning to affordable housing; and developing Affirmative Action and Marketing Plans for affordable, public, and conventional housing developments; and Davis-Bacon wage compliance. **Motivation has provided trainings for Fairfax County and has written the County's new Rule Section 3 Policy. At present, Motivation is providing support services in Norfolk, Loudon County, and Arlington.** Keith also has 28 years of working with low and very-

low-income residents of HUD programs, including Resident Associations, Resident Advisory Boards, and Resident Management Corporations; and real estate consulting, management, development and training services across the country, including Northern Virginia.

Comprehensive Relocation and Housing Services – Relocation

Comprehensive Relocation and Housing Services (CRHS) has wide ranging expertise in various relocation regulations including: the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (URA) as amended, Section 104(d) of the Housing and Community Development Act of 1974, Section 18 of the United States Housing Act of 1937 as amended by the Quality Housing Work Responsibility Act of 1998 (QHWRA) **and all RAD relocation requirements.**

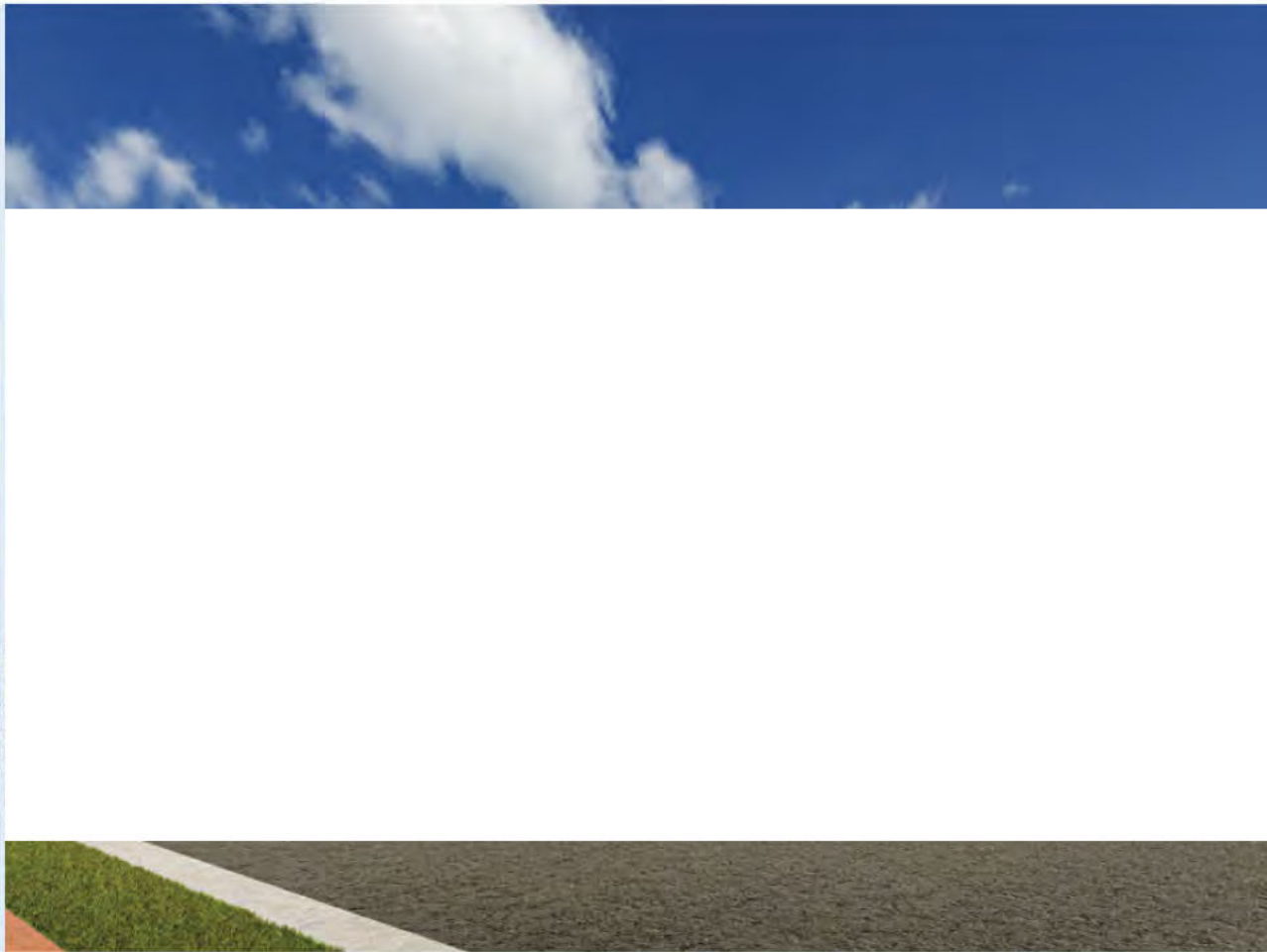
CHRS' motto "Opening Doors, Creating Opportunities" informs all of its services, including:

- Relocation Planning, Implementation and Consulting
- Relocation Due to Natural Disasters
- CHOICE Neighborhoods Case Management and Relocation Services
- Resident Services Planning, Implementation, and Training
- Section 3 Compliance; and
- Housing Placement Services for the Dislocated and Homeless.

We strive to minimize displacement during redevelopment. Affected residents receive individualized counseling and support before, during and after relocation. A CRHS representative meets with each household to thoroughly explain the relocation process and develop a plan that accommodates their relocation needs and preferences. CHRS works closely with the development team, property management and moving contractors to ensure moves are completed according to schedule. CRHS staff have managed the successful relocation of over 17,000 households nationwide.

CRHS facilitates the temporary relocation of households affected by RAD renovations. This includes developing and distributing all required notices, conducting individual assessments with each affected household and developing and executing a relocation strategy that is aligned with the construction schedule.

CRHS' detailed qualifications, including public housing authority experience, follows at the end of this proposal.



Per§56-575.4(G) of the PPEA we request the design drawing on this p58 be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

Past Safety Performance Record and Current Safety Capabilities of The Firm

Our team utilizes our in-house contracting group, Foulger Pratt Contracting (FPC). FPC's record and capabilities demonstrate our commitment to safety.

Foulger-Pratt Construction 5 Year Safety Performance:

FPC	2020	2019	2018	2017	2016
Total Hours Worked	90,246	67,122	62,995	90,450	111,503
Annual # of Employees	41	32	35	42	50
EMR	0.63	0.67	0.66	0.73	0.70
Incidence Rate (I.R.)	2.21	0	0	0	0
DAW Case Rate	57.62	0	0	0	0
Days Away From Work	26	0	0	0	0
Medical Only Cases	0	0	0	0	0
DAW Cases	1	0	0	0	0
Fatalities	0	0	0	0	0
Total Recordable Injuries	1	0	0	0	0

Technology

FPC utilizes a custom-built global construction management software platform called Procore to manage the entire project lifecycle. Safety and quality control tools are built into the system and make it easy for field teams to contribute to and comply with the construction safety team. In addition, the system allows the team to record and track toolbox talks, Activity Hazard Analyses, safety meetings, safety pre-planning, and safety goal setting. The system includes an analytics module that is utilized to identify trends and track safety and quality control data.

Project Safety Management

Each construction project has a project safety team comprised of a Safety Director, Safety Supervisor (FPC Competent Person), and Superintendent responsible for the conduct of the Project Safety Plan. Additional competent persons are designated from each

subcontractor. This team frequently walks the job and has regular project safety management meetings to go over pre task planning issues, multi-employer work site issues, safety violations and observed hazards.

Project Hazard Recognition and Training – FPC understands that before a hazard can be corrected, it must be recognized. We allocate a tremendous amount of training and development resources to ensure that our project management teams can recognize construction safety hazards. Project management teams complete OSHA 10- and 30-hour certification training (primarily 30 Hour Certification). Resources are allocated for both internal and external management safety training development each year. This further enhances the project teams' recognition of physical and work method safety hazards. We also have one Full-time Safety Director and four Project Safety Supervisors to assist project teams with focused safety training on recognizing hazards. The Superintendents conduct a detailed site-specific safety

orientation that is required to be completed by every individual before they are permitted to begin work on a jobsite.

Project Hazard Inspection – FPC has a performance expectation that each project completes a written, structured, safety inspection of their job site. Superintendents, along with the Safety Director, make frequent unannounced site safety visits/inspections. They employ a daily job preplanning routine. This safety preplanning process is covered daily with every worker on every project. It allows FPC to reinforce the day's construction activities and what the project teams need to recognize hazards and control them.

Project Hazard Correction – After each site inspection the project team must provide a written response to any recommendations or observations noted during the inspection. The project teams are also required to provide a written response for any recommendations made by insurance carriers or other outside safety and health inspectors.

Safety Training for Project Workers – All workers on each individual construction project must go through safety orientation training along with focused on-going training as deemed necessary. Every employee receives an individually numbered sticker to be affixed to their hard hat evidencing they have completed safety orientation.

Weekly ongoing training is also conducted on pertinent construction phase subjects to all workers on our projects. This training is documented and measured by senior FPC management. All workers whether employed by FPC or a subcontractor must attend ongoing safety training either individually based on needed skills or in small group meetings.

Accident Investigation

All accidents including subcontractor accidents are investigated to determine the root cause for the accident and to outline what needs to be done to prevent reoccurrence. Accident investigation reports are circulated to all project teams so they can also learn from each accident to prevent re-occurrence.

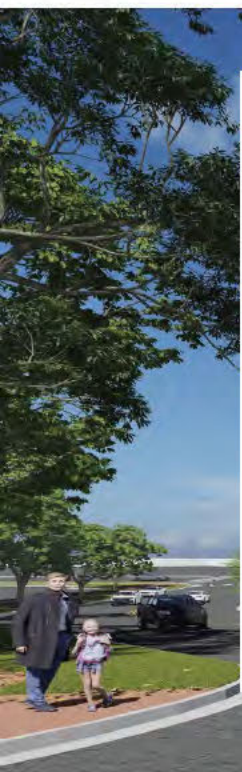
Past technical performance history on recent projects of comparable size and complexity, including disclosure of any legal claims of the firm

Per § 56-575.4(G) of the PPEA we request that portions of pp60-61 (Accident Investigation) be exempt from FOIA and not shared publicly; the information on page 60-61 contains Foulger-Pratt confidential and proprietary financial records and trade secrets that are not generally available to the public through regulatory disclosure or other publicly available methods.

c. For each firm or major contractor (\$1 million or more) that will be utilized in the project, 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.

Foulger-Pratt has assembled a qualified team to lead the design and construction of the proposed project. We are joined by WDG architects, a nationally recognized award-winning firm that provides architecture, master planning and interior design with offices in Washington, DC and Dallas, TX and have produced more than 500 major buildings, including commercial office, multifamily residential, higher education, institutional, hospitality, and mixed-use projects since our inception in 1938.



Per § 56-575.4(G) of the PPEA we request the design drawing on this p61 be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

Below is a list of Foulger-Pratt's projects for the last five years.

Foulger-Pratt Development Projects Completed (2015-2021)							Project Start	Project Completed	Project On	Project On
#	Project Name	Location	Owner	Project Type	Project Size (SF)	Role	Units			
1	ONE 501 Eckington Park	Washington, DC	Foulger-Pratt	Residential / Retail	312,855	Developer/Owner/Operator	327	2019	2021	Yes
2	Inventa	Silver Spring, MD	Foulger-Pratt + ACORE	Commercial	550,000	Redevelopment/Owner/Operator	N/A	2019	2020	Yes
2	Beckett's Park Capitol Hill Safeway	Washington, DC	Foulger-Pratt	Residential/Retail	412,735	Developer/Owner/Operator	325	2018	2020	No
3	Press House 331 N Street NE	Washington, DC	Foulger-Pratt + JustClear	Residential / Retail	349,862	Developer/Owner/Operator	356	2019	2021	Yes
4	72 Florida Self Storage	Washington, DC	Foulger-Pratt + Weis Fargo	Self Storage	153,856	Developer/Owner	1750	2018	2020	No
5	The Thornton Apartments	Alexandria, VA	Foulger-Pratt + BLT (sold in 2019 to Starwood)	Residential	442,971	Developer/Operator	439	2016	2018	Yes
6	Research Row	Rockville, MD	Foulger-Pratt + Alexandria Real Estate Equities (ARE)	Retail	112,000	Developer/Operator	N/A	2017	2018	Yes
7	Core Apartments	Silver Spring, MD	Foulger-Pratt + Willco	Residential / Retail	251,439	Developer/Operator	292	2015	2017	Yes
8	The Perry	Potomac, MD	Foulger-Pratt + Guardian	Residential	327,122	Developer/Owner/Operator	297	2013	2015	Yes
9	12435 Park Potomac Ave.	Potomac, MD	Foulger-Pratt + Truland Group	Office/Retail	130,868	Developer/Owner/Operator	N/A	2014	2016	Yes
10	7704 Matapeake Business Drive	Brandywine, MD	Foulger-Pratt	Medical Office	157,670	Developer/Owner/Operator	N/A	2014	2016	Yes
Subtotal							3,788			

Foulger-Pratt Development Projects Closed and Under Construction

Foulger-Pratt Development Projects In Progress							Project Start	Project Completed	Project On	Project On
#	Project Name	Location	Owner	Project Type	Project Size (SF)	Role	Units			
1	Tysons Central Office	Tysons, VA	Foulger-Pratt + USAA Real Co	Office/Retail	358,077	Developer/Owner/Operator	N/A	2019	2022	Yes
2	Warehouse 301 N Street NE	Washington, DC	Foulger-Pratt	Office/Retail	37,000	Developer/Owner/Operator	N/A	2019	2021	Yes
3	Point of View Apartments	Draper, UT	Foulger-Pratt + Triton	Residential	339,000	Developer/Owner/Operator	324	2019	2021	Yes
4	The Rise (Ourisman)	Bethesda, MD	Foulger-Pratt	Residential / Retail	352,000	Developer/Owner/Operator	343	2021	2023	Yes
5	NOBE/Harwood Flats	North Bethesda, MD	Foulger-Pratt + KIN + Promark	Residential / Retail	339,000	Developer/Owner/Operator	335	2020	2022	Yes
6	Piazza 1900 Gallows	Tysons Corner, VA	Foulger-Pratt	Repositioning	210,632	Developer/Owner/Operator	N/A	2020	2021	No

Per § 56-575.4(G) of the PPEA we request that portions of this p62 (pertaining to Foulger-Pratt pipeline, Project costs, investors, and financing sources), be exempt from FOIA and not shared publicly; portions of the information contains Foulger-Pratt confidential and proprietary trade secret business information that are not generally available to the public through regulatory disclosure or other publicly available methods.

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

Feras Qumseya
Vice President, Affordable Housing
12435 Park Potomac Avenue, Suite 200
Potomac, MD 20850
Phone: 240.499.7635
Email: fqumseya@foulgerpratt.com
www.foulgerpratt.com

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.

Financials will be provided upon request.

f. 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. Proposed plan for obtaining sufficient numbers of qualified workers in all trades or crafts required for the project.

This plan will be provided by the general contractor with the construction contract.

Through our work in in other jurisdictions (DC Housing Authority and DC Housing Finance Agency and Maryland Community Development Administration, as well as HUD), **we share Fairfax County's commitment and will work to make Section 3 hiring a priority from the very beginning, promoting economic equity.** It is premature at this point to detail our proposed plan. It, too, will build upon our Section 3 plan experience.

Foulger-Pratt Construction's Experience with MBE/WBE Subcontracting

Our detailed Outreach, Training & Training Plan, tested at many of our projects, will align with

Fairfax County and HUD requirements and policies. Please see i. for more detail.

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.

This plan will be provided by the general contractor with the construction contract.

Our employees receive appropriate OSHA training and many have achieved LEED or similar accreditations. In addition, we provide an annual training program which typically covers topics relating to safety, risk mitigation, and the technical aspects of the numerous assemblies that go into the buildings we construct.

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.

Foulger-Pratt Contracting Selected Past Performance for MBE/WBE/SBE Participation

Project	Base Contract	% MBE/WBE/SBE Participation	Participation Amount
White House Conference Center Washington, DC		100%	
IRS Auditorium Renovation Washington, DC		100%	
Department of Defense - Missile Defense Agency		56%	
Department of Defense - Army Test and Evaluation Command		64%	
Silver Spring Transit Center		11%	
The Perry		6%	
Total Contract		32%	
Less Approx. GC's, Fee, Bond, Ins			
Approximate COW		36%	

Per § 56-575.4(G) of the PPEA we request that the 2nd and 4th columns of the above chart on this p64 (Base Contract and Participation Amount) be exempted from FOIA and not shared publicly; the information contains Foulger-Pratt confidential and proprietary financial record and trade secrets that are not generally available to the public through regulatory disclosure or other publicly available methods.

This plan will be provided by the general contractor with the construction contract. Below is our general approach.

We place high value on economic equity, the key sustaining element for sustainable personal development and community enrichment. Our preference commitment for subcontracting to MBE, SBE, SBE to the greatest extent feasible intertwines throughout our strategies for this development. Foulger-Pratt has an established history of partnering with and hiring MBE, WBE, SBE, uncertified small businesses, and Section 3 businesses. As a vertically integrated company, we are positioned to expand our partnerships project by project. Upon selection, we will meet with you to determine contracting goals that will promote First Fairfax's priorities.

We acknowledge and understand what is required for this redevelopment and will focus on leveraging our team's network and capacity to exceeding MBE/WBE/SBE minimum standards. As applicable, we will require all of our contractors and subcontractors to use

appropriate apprenticeship programs where available to meet Section 3 employment goals, and to comply with Davis-Bacon requirements. We intend to add more MBE/WBE/SBE and

Section 3 businesses, with an emphasis on Northern Virginia-based businesses. Upon our selection as developer, we will meet with you to determine these goals.

Fifty-six percent of Foulger-Pratt's employees identify as minorities, of which 40% are women. Foulger-Pratt expects that its minority and women employees will be integral to our redevelopment process' success. A significant part of the company's success is due to the diverse and capable employees that the company has been able to hire and retain over the years, many of whom have been with the company for at least 10 years. As it stands, women and minority employees can be found throughout all areas of the fully integrated company, working in functions that range from the construction and property management to development, accounting, and asset management functions.

We expect to maximize MBE/WBE/SBE participation by partnering with organizations such as the Fairfax County Economic Development Authority, Virginia Career Works,

Once selected as your Development Partner, **our MBE/WBE/SBE engagement will kick in looking to intentional and honest partnership and employment of local MBE/WBE/SBEs.**

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.

Certifications from FPC and WDG are attached

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

and FCRHA for outreach, soft and hard skills training, placement in living wage positions with career potential, and business formation support.

We have provided this information above.

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.

PROJECT CHARACTERISTICS

Per § 56-575.4(G) of the PPEA we request that Pages 66-84 of the proposal (except the aerial drawings on this p66 and p67) which outlines our unique development strategy and plan prepared by Foulger-Pratt, be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary processes of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.

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.

Our plan proposes to take two underutilized county-owned parcels, and redevelop them into





WDG

CONTEXT MAP - AERIAL
1800 BOWMAN TOWNE COURT RESTON VIRGINIA

N 80° A-2.0
10' 10/05/2021

This program description is a strong start – but only a starting point for collaboration with Fairfax County agencies and the community to refine the design,

This reflects One Fairfax's priorities AND our approach to public/private development.

Overview

located on a parcel at the intersection of Towne Center Parkway and

Bowman Towne Drive in Reston, Virginia. Contextually, this project is situated in a prime location near Reston Town Center, with easy access to the Dulles Toll Road, Reston Parkway Metro Station and Dulles International Airport. The site is easily accessible via multiple modes of transportation, as it is located off Towne Center Parkway, a collector road connecting the surrounding neighborhoods and including an established Fairfax Connector bus stop and Capital Bike Share located on the property's frontage. Many existing amenities and public facilities are located adjacent to this site. Reston Hospital Center, North County Government

Center and Reston District Fairfax County Police Department to name a few are within walking distance. This project is also located in an established residential neighborhood in Reston and will be a great addition to this area. This part of Reston encourages creation of a unique neighborhood that resonates with the excitement and energy of this project.

Program

Per § 56-575.4(G) of the PPEA we request that Pages 66-84 of the proposal which outlines our unique development strategy and plan prepared by Foulger-Pratt, be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.



Per§56-575.4(G) of the PPEA we request the design drawings in pp71-75 be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.





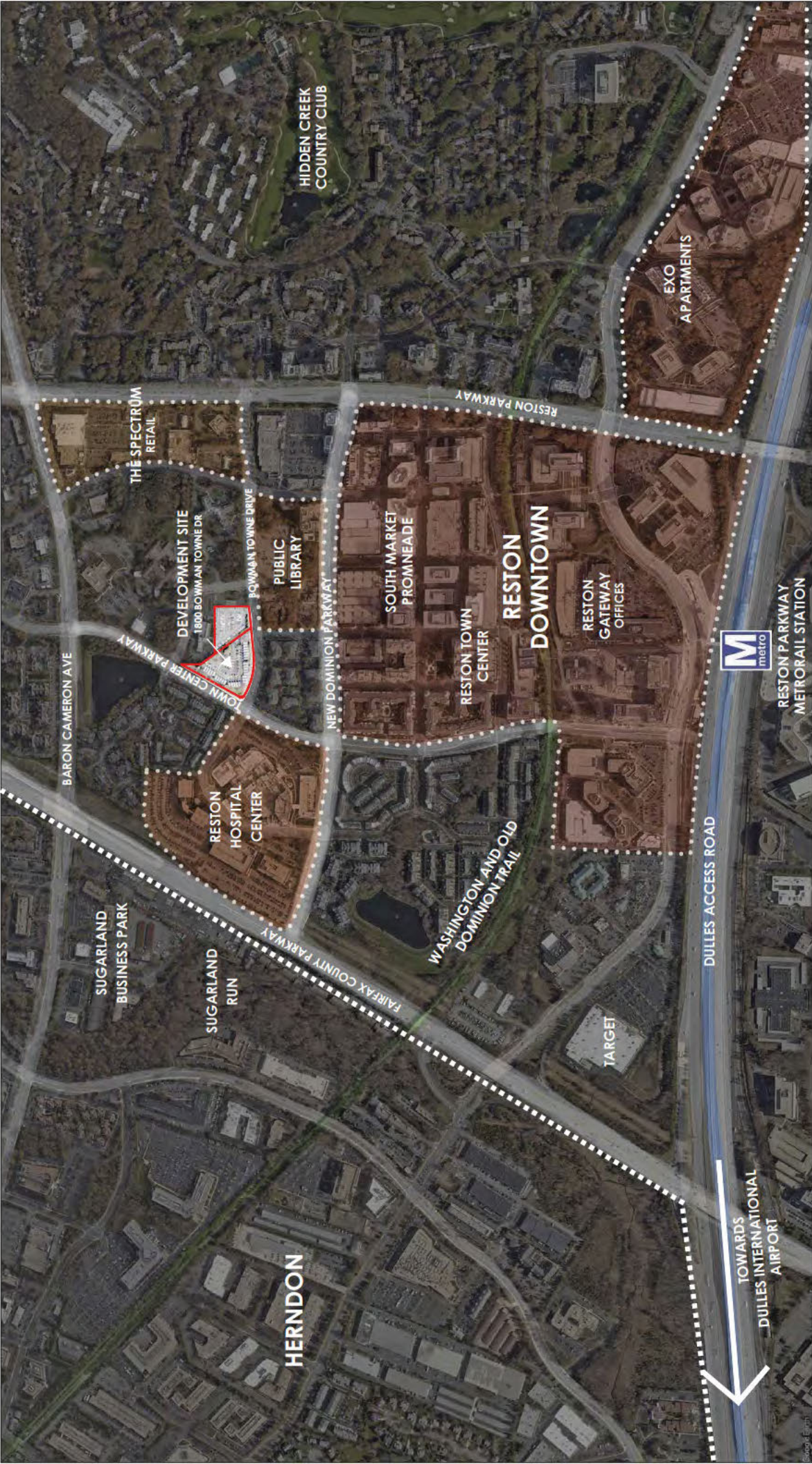


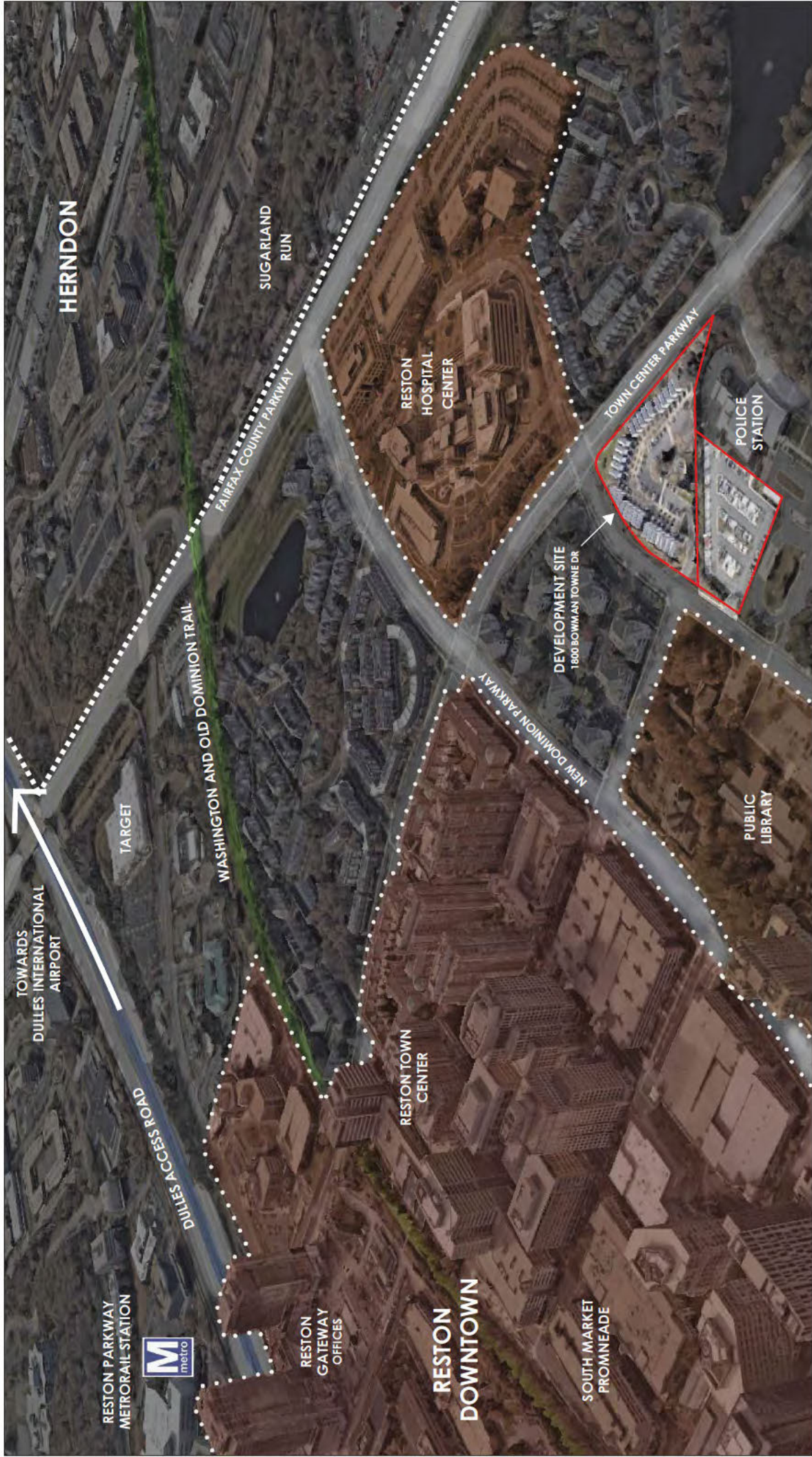






Per § 56-575.4(G) of the PPEA we request that Pages 88-146 of the proposal which outlines our unique development strategy and plan prepared by Foulger-Pratt, be exempted from FOIA and not shared publicly. The information contains trade secrets and proprietary process of Foulger-Pratt that are derived based on our extensive experience and market position whereby releasing it would harm Foulger-Pratt's competitive position in the PPEA procurement process.







LEGEND

- VEHICULAR ROUTE
- PEDESTRIAN CIRCULATION
- PEDESTRIAN CROSSWALK
- EXISTING VEGETATION
- EXISTING CURB CUT

PROJECT FINANCING

Per § 56-575.4(6) of the PPEA we request that the Legal and Ownership Structure, Financial Record Foulger-Pratt, the Project Financing Section and the Financing Exhibit be exempted from FOIA and not shared publicly. The information

1. In pp104-146, contains financial record of the Foulger-Pratt that are not generally available to the public through regulatory disclosure or other publicly available methods (if that is true)
2. on pp104-146 contains information that details the proposed financial plan that if made public prior to execution of an interim or comprehensive agreement could harm the financial interest or competitive position of the Foulger-Pratt team during the PPEA procurement process

PROJECT BENEFIT & COMPATIBILITY

FINANCING EXHIBIT

Per § 56-575.4(G) of the PPEA we request that the Financial Record for Foulger-Pratt, the Project Financing Section and the Financing Exhibit be exempted from FOIA and not shared publicly. The information

1. In pp121-146 contains financial record of the Foulger-Pratt that are not generally available to the public through regulatory disclosure or other publicly available methods (if that is true)
2. In pp121-146 contains information that details the proposed financial plan that if made public prior to execution of an interim or comprehensive agreement could harm the financial interest or competitive position of the Foulger-Pratt team during the PPEA procurement process

Bowman Courts Townhome Redevelopment

Multifamily / Mixed-Use Development

October 27, 2021

Reston Redevelopment - Parcel 14B

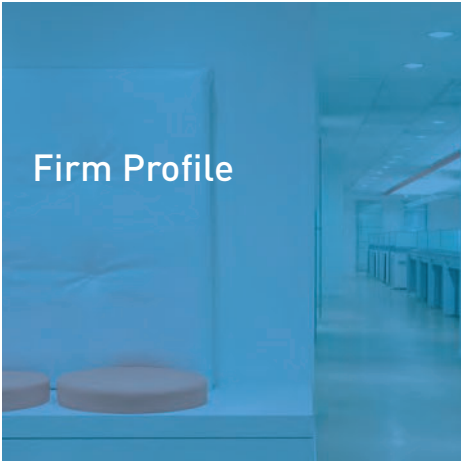
Multifamily / Mixed-Use Development

October 27, 2021



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Practice

6
Practice Areas

25
Languages
Spoken

80+
Sustainable
Buildings

1,000+
Major Projects

WDG provides architecture, master planning and interior design internationally through our offices in Washington, DC and Dallas, TX. Our award-winning work can be found in major metropolitan areas around the United States and overseas. We have more than 150 on staff and have produced more than 500 major buildings – including mixed-use, commercial office, multifamily residential, hospitality, higher education, and senior living projects – since our inception over 80 years ago in 1938.

Architecture. Over these eight decades, great commercial architecture has been the hallmark of our portfolio. WDG’s mission is to create buildings that reflect each client’s unique identity and aspirations. By balancing the art and science of architecture, challenges like market economics and zoning limitations become a chance to pioneer design solutions that can create truly inspiring spaces.

Our firm-wide culture fosters and demands both aesthetic excellence, as well as new standards in technical innovation and building efficiency, including the application of advanced materials, high performance systems and sustainable design. We have emerged as a leader in sustainability and green building practices, and LEED-accredited professionals are found at all levels within the firm – in design leadership, project management and among the professional personnel.

Planning. WDG has successfully completed several large scale, transit-oriented, mixed-use projects within the Washington Metropolitan area. The planning solutions we have developed are both creative and visionary while at the same time remaining pragmatic. Our planning solutions range from complete land planning to optional method rezonings. We have received commissions for work within the region, in all jurisdictional areas, and in fact, around the world. For many years, our clients have turned to us to help them create value from their well positioned properties, and to guide the creation of visionary solutions to complex urban challenges. In each instance, we have established strong relationships with the approving authorities and the constituent communities.

The result is a significant body of work that has revitalized communities, and maximizes the utilization of public transportation and existing infrastructures. A consistent outcome has been the creation of livable and urbane environments that have been successful and award-winning, while still remaining buildable and economically sound.

We are a leader in comprehensive planning. As the urbanization of the Washington region has increased, the recognition of smart growth has made high-density, transit-oriented, mixed-use and urban environments increasingly desirable to a growing segment of our population. As the City and surrounding jurisdictions have taken on major efforts to develop comprehensive regional and localized master plans, our clients have responded by giving us the opportunity to be proactively involved in these public processes; therefore, providing designs reflective of contemporary ideas, the value of comprehensive designs and environmentally-sound urban fabrics.

Interiors. WDG’s interiors team excels at visualizing adaptive, expressive spaces where form supports functionality. Our designs evolve from each client’s unique set of aspirations. Pairing creativity with business savvy, our services – planning, design, documentation and management of the interior environment – bring unparalleled quality and value.

Our work boasts strength in diversity. With core expertise in residential, corporate, commercial, higher education and hospitality design, we are uniquely positioned to leverage experiences across a variety of services and practice areas. Structured to facilitate cross-practice dialogue, our firm regularly integrates architectural and interiors services. Our approach reflects higher-order needs, and we consistently surpass expectations by bringing unique solutions that respect our clients’ priorities. A record of repeat clients is a testament to our design philosophy and responsive project delivery.

National Multifamily

#5

Green Design Firm
Multifamily
2021 ENR

#10

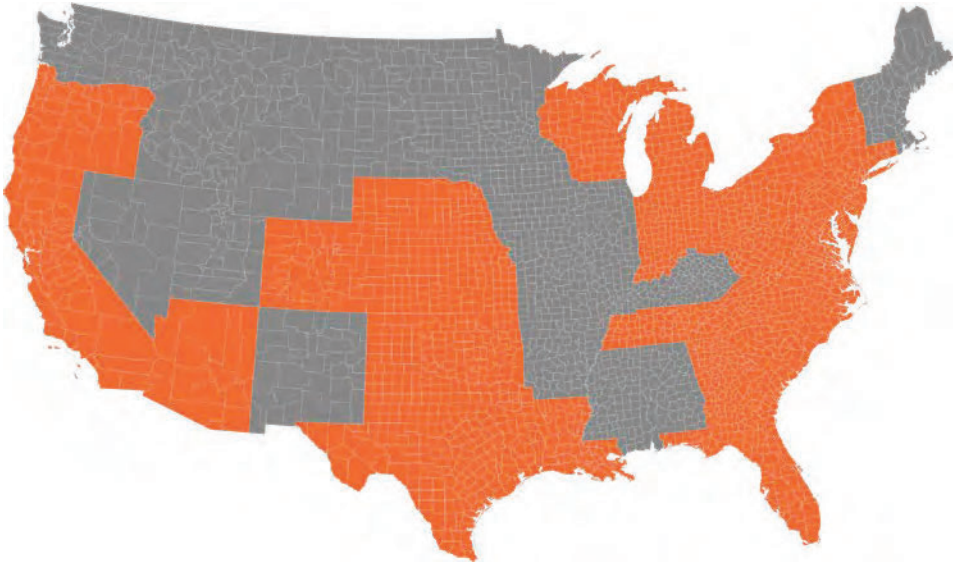
Multifamily Firm
2020 BD+C
Giants 400

Top 100

U.S. Green Design
Firm 2021 ENR

Top 500

U.S. Design Firm
2021 ENR



WDG brings innovative thinking and award-winning architecture, master planning and interior design to create desirable and livable multifamily communities. We serve our development clients who seek to enhance their portfolio growth, value, and profitability with design creativity and consistent execution.

As a leading national design firm we have successfully completed over 950 major projects across 26 states. We are architects and designers in a market driven sector that succeeds by setting assets apart from our competitors while following our client’s proforma for profitable lease and retention metrics. WDG’s national commissions in both Design and Architect-of-Record responsibilities are driven through our expertise in research, planning, design, documentation, and construction administration. Our experience includes high rise heavy construction and mid-rise podium or wood constructed buildings for-sale or rental products.

We serve our client’s needs by embracing and advocating a singular vision. Our forward-thinking approach to multifamily has helped to successfully establish long term relationships with national and local developers. In fact, 90% of our residential multifamily portfolio is repeat clients who recognize the need for reliable design partners to establish consistent real estate performance.

WDG works locally from our Washington, DC and Dallas, TX offices across a national stage to provide reliable, valued-added solutions for our clients. WDG is nimble, highly individualized, and a locally held private company. We are responsive to market conditions; pivoting quickly to respond to susceptible circumstances. We target our teams with individual experts from program and zoning applications to unit configuration and trending amenities. Our teambuilding attitude fosters a spirited collaboration with decision makers and influencers focused on market dynamics and heightened community sensitivity.

Real estate is local and specific, it can be slow to react to national trends and innovation. Each geography has its own local building codes, knowledgeable consultants, and optimal construction companies. WDG holds strategic relationships with quality engineering consultants for stability, scale, and performance. We maximize site specific designs intrinsic to the environment while adhering to local and national building codes—utilizing them to maximize opportunities, value, and benefit for our clients.

Low/Mid-Rise & Wood Construction

We Are a Leader in Low/Mid-Rise Multifamily Design

WDG’s multifamily expertise covers a wide variety of construction types. Our prominent locations in Washington, DC and Dallas, Texas, provide us the opportunity to be fully engaged in the latest housing trends on a national level. In our practice, we are a leader in all three types of multifamily buildings: low-, mid- and high-rise. We realize that low- and mid-rise buildings can provide high density housing at a lower development cost than high-rise heavy commercial construction. We have found that what makes most of these projects work is matching the type of construction with the economic conditions so that the market rents cover the land value cost. Our experience has proven that a podium type IIIA or IIIB with 5-story wood over 1-story concrete podium needs to achieve more rent than a 4-story podium type VA project. What makes the 5-story podium project feasible is that we are consistently able to achieve greater density in less land on these types of projects. During the course of design, we meet with our client to evaluate these types of considerations and discuss the tradeoffs and benefits that coincide with each of these decisions.

WDG’s high-density wood portfolio is diverse showcasing projects in various sizes and locations. Two examples in Texas are The Shelby in Dallas, which is 4 stories of wood over 2 stories of concrete, and The Domain in Austin, a 5-story “wrapper” project. The Vue in Cleveland, Ohio, is 4 stories over 1 story below-grade concrete garage, and the Haden in Tysons, VA, is 5 stories of wood over 1 story of concrete podium with two levels of underground parking. Our experience in mid-rise high-density construction is not limited to wood frame projects. We have completed several hybrid projects, such as Rockville Town Square in Rockville, MD, Howard Hughes Medical Institute, Janella Farms Research Fellows Housing in Ashburn, VA and the Plaza Lofts 22 at University Town Center in Hyattsville, MD. They all utilize a composite metal deck and steel joist system. Potomac Place in Washington, DC incorporates a concrete plank floor system with metal load-bearing studs.

Throughout the past decade, high-density wood frame construction was more prevalent in the southwest until around 2007 when the IBC began to allow residential uses at the podium level of wood frame projects. With our experience in the southwest, WDG was able to capitalize on our wood frame knowledge when this change took effect and our clients in the mid-Atlantic began to understand and take advantage of the economic value in this change. As mid-rise wood and hybrid construction gains attention from multifamily developers nationwide and our clients push the possibilities of wood frame construction, WDG’s skill and expertise has been recognized as the best possible team to capitalize on this growing trend.

SELECTED EXPERIENCE



Haden
Tysons, VA
Wood frame type IIIA / IA construction



Founders Row
Falls Church, VA
Type IIIA wood construction over Type I concrete podium and some Type V



Terrapin Row
College Park, MD
Type IIIA wood construction over Type I concrete podium



Riverside
Alexandria, VA
Type IIIA wood construction over Type I concrete podium



IMT at Riata
Austin, TX
Construction type VA



The Vue
Beachwood, OH
Type VA wood construction over podium parking

Rental & Condo Market

Together We Define the Sense of Place, Energy, and Connectivity

WDG takes a thoroughly holistic approach to the design of rental market and for-sale units within multifamily residential communities. We begin this process with an in-depth client meeting to discuss the specific vision for the property. It is imperative to the success of the project that the program be meticulously detailed at the very start. In order to achieve this, we make certain all aspects of the projected market segments are vetted with the client and their marketing consultant before the design process is initiated.

We listen to the information gathered by the client’s team regarding demographics of future residents, and the lifestyle, amenities and retail components appropriate to their needs. Depending on the goals of the program—be it rental or for-sale condo only, a mix of both, or a transition from rental to for-sale condo—we discuss the evaluation of market trends for all unit-type designs. Historically, the rental market is more conducive to temporary residents seeking a mix of common amenities, fitness options, social gathering areas, accessible rooftops, and pools. The for-sale condo market tends to appeal to those looking for a more permanent experience, therefore, seeking larger personal space both indoor and out. In the assessment of specific unit options, we discuss current market trends on both the universal and local level. In recent years, micro-units have been at the forefront of this dialogue as many renters and buyers alike are exploring smaller spaces more affordable to the convenience and enjoyment of specific neighborhood communities. In addition to demographics and market trends, we discuss at length the experience the spaces offer residents. Together we define the sense of place, energy, and connectivity to neighbors internally and externally.

Specifically over the past year, we have seen the residential market mature, diversify and expand from a primarily rental market to include condominium opportunities once again. While in general the average unit size has decreased in this cycle to offset increased rental costs, the level of unit finishes and the size and quality of amenity areas has risen to higher levels. The paradigm shift to urban living by both younger and older generations has driven the market to appeal to a broader spectrum of tastes and needs. The result is the demand for more unique and targeted unit designs that are allowing a departure from traditional more compartmented unit design to more open plan, flexible space solutions. This is in response to a more discerning user. Though the current and foreseeable market is strong, competition is an ever increasing component of building design. Distinguishing your product both functionally and aesthetically is an important consideration for success.

SELECTED EXPERIENCE



Modera Buckhead
Atlanta, GA
21-story apartment building with 398 units and 20,000-sf retail



Fleet Street Condominiums
National Harbor, MD
329,411-sf, 163-unit waterfront condominium building



The Witmer
Arlington, VA
446,400-sf, 25-story tower with 440 apartment units



Parkview Residences
Southlake, TX
140,000-gsf, 36 condominium units, 5-penthouses



140 Columbia
Portland, OR
466,096-sf, 20-story apartment building with 348 units



Kalea Bay
Naples, FL
735,595 sf, 23-story residential building with 120 condo units

Awards

250+

Awards Won

2021



AC Hotel by Marriott
AIA|DC Chapter Design Award in Architecture;
LIV Hospitality Design Award



2100 L Street
WBJ Best New Development;
NAIOP DC|MD Award of Excellence,
Best DC Urban Office over 150,000sf



1331 Maryland
WBJ Best Real Estate Deals,
Best Multifamily Development



Boathouse
Multifamily Executive MFE Awards,
Merit Award, Adaptive Reuse



2100 L Street
ENR MidAtlantic Best Projects,
Award of Merit



Marriott Dallas Uptown
ENR Texas & Louisiana Best
Projects, Award of Merit

2020



1331 Maryland
ENR MidAtlantic Best Specialty
Construction;
APA Precast Award for Excellence



The Bower
Multifamily Executive MFE Awards,
Grand Award, Best Unit Design



AC Hotel by Marriott
NAIOP DC|MD Award of Excellence,
Best Hospitality Project

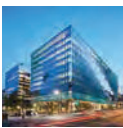


The Waycroft
NAIOP Northern Virginia Award of
Excellence, Mixed-Use



Virginia Square
Delta Associates Multifamily Awards,
Best Washington/Baltimore
Renovated Apartment Community

2019



Midtown Center
AIA|DC Design Award, Excellence
in Architecture, Grand Award;
BD+C Building Team Award, Silver



Midtown Tampa
Hillsborough County Planning
Commission, Planning & Design
Award of Merit, Planning



Six11
SHB Innovator Award, Best
Architecture/Design



Gallery Bethesda II
NAIOP DC|MD Award of Excellence,
Best Multi-Family Project,
Montgomery County



Midtown Center
Urban Land Institute Excellence in
Office Development Award

2018



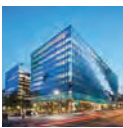
West End Square 50
AIA|DC Merit Award in Architecture;
ENR MidAtlantic Best Projects,
Award of Merit



Water Park Towers
NAIOP Northern Virginia Award of
Merit, Capital Improvements,
Non-Institutional



VIO at The Wharf
Delta Associates Multifamily Awards,
Best Washington/Baltimore High-
Rise Condominium Community

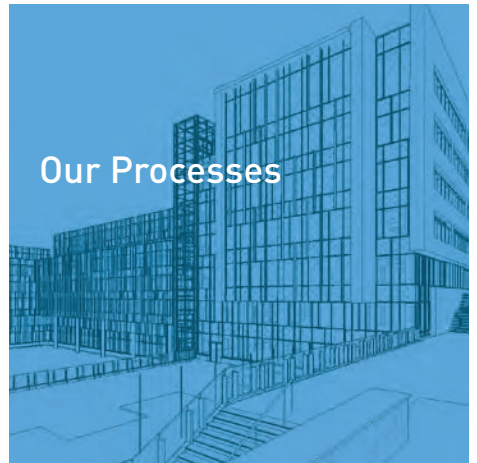


Midtown Center
NAIOP DC|MD Award of
Excellence, Best DC Urban Office
over 150,000 sf

Select Multifamily Clients

We Create Visionary Solutions for Our Clients

AIMCO	Legacy Residential Partners, Inc.
Affordable Housing Commission	Lerner Enterprises
Avalon Bay Communities	Madison Marquette
B.F. Saul Company	McCaffery Interests
Bozzuto Group	Mill Creek Residential Trust
Brookfield Properties	Monument Realty
Camden Property Trust	Orr Partners
Cityline Partners	Palladium USA
Clark Residential Realty	PM Realty Group
Comstock Companies	Potomac Investment Properties
DANAC	Prescott Realty Group
Donohoe Development Company	Provident Realty
EastBanc	Advisors Renaissance Centro
Elm Street Development	Republic Properties Corporation
Fairfield Residential	Roseland
Federal Realty Investment Trust	Scannapieco Development
Foresite Development	Shooshan Company
ForestCity	Somerset Development
Foulger-Pratt	Southland Development
Four Points Development, LLC	Spire Realty Group
Gables Residential	StoneBridge Investments
Gardner Tanenbaum Group	Streetlights Residential
Gencap Partners	The Billingsley Company
Greystar	The Georgelas Group
Grubb Properties	The Hanover Company
Guardian Realty	The Jefferson Apartment Group
Hanover	The Penrose Group
High Street Residential	The Peterson Companies
Hoffman & Associates	Toll Brothers
Home Properties	Trammel Crow Residential
Howard Hughes Medical Institute	UDR, Inc.
Insignia Commercial Investments	Urban Investment Partners
Jair Lynch Real Estate Partners	Urban Partners, LLC
JBG Smith	Vornado/Charles E. Smith
JLB Partners	WCI Communities
JMI Realty	Walnut Street Development
Kane Realty Corporation	WashREIT
Kettler	The Wilkes Company
Kimco Realty	Wood Partners
LCOR	Woodfield Investments



Sustainability

We Believe Sustainability is a Driving Force

For decades, WDG's commitment to environmental stewardship has enabled us to create buildings that not only exceed our sustainable design goals but also our Owner's and regulating agencies expectations and requirements. This commitment results in buildings that optimize materials and systems to reduce the consumption of our precious natural resources and provide operational cost savings to our clients.

Building upon our success, WDG continues to push the limits of sustainable innovation, setting new benchmarks within our practice as LEED scoring, energy codes and standards become more stringent. WDG's internal Sustainability Committee meets regularly to discuss new approaches. Our members actively participate on local and regional building industry committees to share our experiences and learn from other industry leaders. We are inspired by the attention and commitment that has been building over the years to reduce energy use and provide more sustainable buildings. We have also seen our clients realize and take advantage of growing incentives to deliver more environmentally conscious buildings. We look forward to each sustainable design challenge and contributing to the innovation that fuels this movement.

WDG assembles and orchestrates project teams that excel in sustainable design. We leverage long-term relationships with design experts including our teams of MEP and civil engineers, landscape architects, sustainable and building enclosure consultants. We work directly with manufacturers, local and regional material installers, and technical representatives to make sure our designs achieve their desired results.

Optimizing energy efficiency is one of our top priorities. By utilizing conceptual energy modeling as part of an integrated design approach, we are able to inform the decision-making process to further enhance the energy efficiency. The WDG team also evaluates a range of other sustainable strategies including reducing water use and wastewater, improving the surrounding ecosystem, reducing lighting energy use, improving the indoor environment, regional materials, and priorities. We work with our clients to develop sustainable goals for each project that optimize the social and economic benefits for the building, its occupants, and the community.

In addition to the LEED rating system, WDG regularly utilizes other rating systems such as Green Globes, ICC 700, and the Green Construction Code. Consequently, we have developed a streamlined and effective design approach that integrates sustainable principles in an internal quality assurance and quality control process. WDG is also an active participant in the AIA 2030 Commitment.

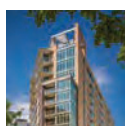
SELECTED EXPERIENCE



HHMI Janelia Farms Apartments
Ashburn, VA
Certified LEED for Homes
Platinum



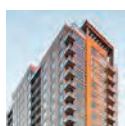
Tysons Redevelopments
Tysons, VA
Multiple buildings pending
LEED-NC Certification



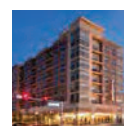
Gallery Bethesda II
Bethesda, MD
Certified LEED-NC Gold



The Ascent
Tysons, VA
Certified LEED-NC Gold



Gallery Bethesda I
Bethesda, MD
Certified LEED-NC Gold



Savoye at Vitruvian Park
Addison, TX
Certified LEED-NC Silver



100 K Street NE
Washington, DC
Certified LEED-NC Silver



2001 Clarendon Boulevard
Arlington, VA
Certified LEED-NC Silver

Technology & Building Information Modeling (BIM)

Our Integrated Approach Promotes Collaboration and Greater Efficiencies

WDG takes advantage of the latest technologies as part of the project delivery process. Graphic communication can take many forms through the course of a project. Whether for 3D walk through animations, project renderings or construction details, our understanding of technology provides us the ability to present our projects in a manner that is easily understood. We take advantage of several different types of software, leveraging the advantages of each during the different design phases, often translate project information from one platform to another. During early design phases, we may use Revit, Google SketchUp, Adobe Photoshop, InDesign, and Illustrator, while later design phases will depend primarily on Revit to produce a BIM model. We use Newforma to transfer files and manage project communications, including RFI and Construction Submittals, and web conferences to bring together team members from around the world.

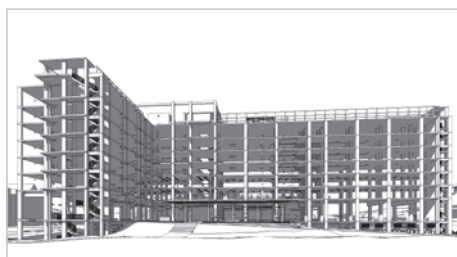
BUILDING INFORMATION MODELING

Building Information Modeling (BIM) is an evolving technology. Having used it for over a decade, WDG has been an industry leader in adapting BIM to meet the needs of complex mixed use and multifamily projects. WDG's use of BIM incorporates "smart objects" that allow for an extremely high level of technical precision, resulting in documents of the highest quality. Our process encourages the project team, including Contractors and Owners, to participate in active discussions throughout the design process and we have developed a process for simplifying the exchange of information to help us collaborate between team members and create complex graphic presentations, efficiently.

Our BIM models provide the setting for the seamless integration of a project's technical information, using three-dimensional information, continuously updated and representative of all project data and team input. Beyond construction, BIM can support the owner in assessing system operations, energy consumption and assist with the maintenance of facilities.

AUTODESK REVIT SOFTWARE

WDG uses Autodesk Revit as its primary BIM software. A Revit model can be easily exported into other rendering programs to create accurate and realistic renderings and animations. The very same model is also used to produce a coordinated set of construction documents. Since the virtual model maintains all of this information in the background, the team can focus on honing and perfecting the design. Unlike earlier CAD-based software, Revit enables instant material take-offs and analyses.



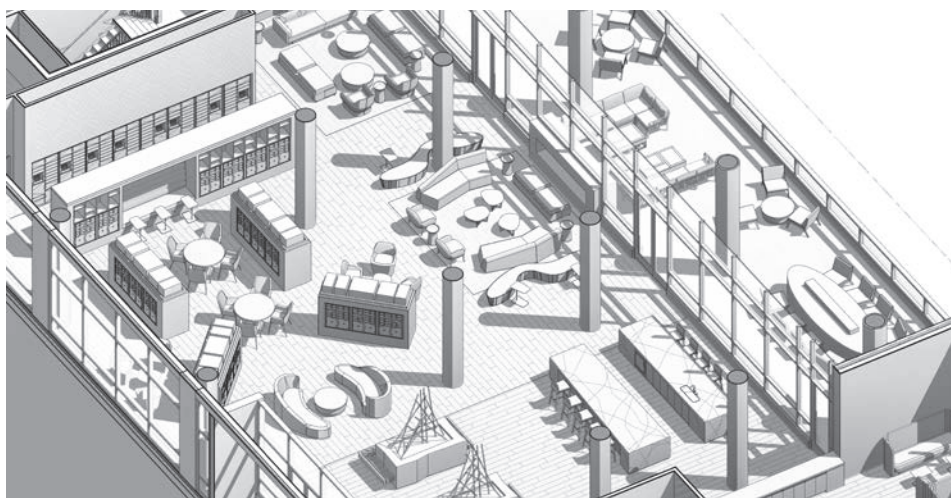
Prince Frederick Hall, University of Maryland
College Park, MD

Interiors Project Approach



WDG's broad experience in corporate interiors provides for a high-quality and creative design, resulting in engaging and efficient work and conference space while implementing high design standards. WDG believes that successful spaces are most effectively created through a collaborative and simultaneous design, which requires pulling together all the experts: those who design the facility (WDG, MEP Engineer, LEED and Lighting Consultant, Structural Engineer), those who will occupy it and those who can provide space guidance and strategy at the same time, and engaging these experts early and often. Everyone jumps in at once, with specialists from these different areas participating as members of a multi-disciplinary, cross-functional design team from commencement. This approach has allowed us to effectively provide design services and solutions for Corporate Tenants in the past as well as many other clients with similar project requirements, scale and scope. WDG's responsive, local team is knowledgeable and experienced in providing innovative and efficient corporate tenant services in a very competitive market, with an acute focus on the client's needs. Our designers will strive first to listen carefully to fully understand the client's business, goals, visions for the future, constraints and needs and then to apply our professional experience and expertise to design an environment that supports and satisfies your business goals and needs.

In order to maintain efficiency and clarity of information exchange for the Tenant, WDG will be the Tenant's primary point of contact for design, consultant interaction and deliverables. WDG will be providing basic lighting and AV design services in-house. We also engage with our clients from a design and communications standpoint using our highly-refined [3-D bird's-eye](#) perspectives and renderings.



Over the years we have honed a comprehensive, phase-by-phase approach to accomplishing your project goals, as noted below. This approach will align with the phasing, tasks and deliverables based on your schedule.

At Project Kickoff, we may employ our unique project planning approach, which we entitle our “Brown Paper Visioning Exercise” lead by Hiro Isogai. This collaborative session will enable the client, WDG and any other consulting partners to jointly develop an understanding of the project and agree upon the desired project objectives. This process includes proactive team building that focuses on client needs, establishes priorities, clarifies roles, manages conflict, and fosters collaboration that does not naturally occur in traditional meetings. Of primary importance is the establishment of:

- Vision
- Goals
- Fundamental Objectives

During this planning meeting, the major activities are described, the responsible party or parties are identified, timelines are added, and major milestones are noted at the appropriate points. This approach encourages the key members of the team to participate in providing input and ‘buy-in’ for project activities, both in terms of content and timing. From both a cost and schedule standpoint, the interactive planning session will be the first opportunity to question, challenge, and think divergently regarding a variety of project approach and process concerns. Our project team will facilitate this discussion, thinking, and analysis to promote innovation and strategy for the design and construction approach to the project.

This exercise will be especially valuable down the road, when we start exploring the Branding Experience. Based on findings from Phase 1 and in conjunction with the client and based on their culture, we will develop a seamless integration of Brand into the space. This phase is the extension of the “Brown Paper Visioning Exercise” from Phase 1, which helps us collect office culture data, that will greatly help us in developing the internal and external messages supporting the client in the development and implementation of the branding concepts, messaging and other relevant design concepts as it relates to the finished physical product.



Construction Administration & Quality Control

Our Dedication to Outstanding Project Execution is Unrivaled in the Mid-Atlantic

WDG built its reputation on the technical and managerial proficiency of our staff. The quality of our project management and construction contract administration services is one of our strongest assets, and has been an unrelenting priority for the firm. WDG maintains a project manual that incorporates best practices in project management, with a special focus on construction contract administration.

Our participation results in greater efficiencies, fewer changes, and an easier process overall. Our dedication to outstanding project execution is unrivaled in the Mid-Atlantic, a fact underscored by our in-house specifications and construction contract administration services. WDG has lengthy relationships with major contractors on both typical design-bid-build and design-build projects. Our relationship with most of the DC-area contractors including Clark Construction, Whiting Turner, Bovis, Donohoe and Foulger-Pratt on design-build projects has allowed the firm the unique opportunity to anticipate the potential issues that can occur when interfacing with contractors. This knowledge informs how we perform construction contract administration for our clients.

WDG was the architect-of-record for the 1.2 million square foot Coast Guard Headquarters in Washington DC, working in a design-build relationship with Clark Construction. While the scale of this project is certainly not typical, it illustrates our ability to deal with the complexity of construction administration and manage communication during this critical phase.

APPROACH

Encourage Timeliness and Responsiveness

Quickly address and resolve unforeseen conditions during construction.

Design Integrity

Maintain the integrity of the design during the course of submittal review and construction phase modifications.

Track Changes

WDG and its consultants will carefully review change order proposals and claims.

Develop our Staff

WDG excels in Construction Administration partly because we constantly look for opportunities to educate our staff about construction techniques and building systems by having them review submittals, attend meeting and visit the construction site. This fundamentally means projects are built from the ground up with effective construction administration in mind.

Provide Quality-Control Feedback

To improve our design and production functions, communicate significant issues to WDG personnel responsible for specifications, quality control review, CAD templates and drawing checklists as well as conduct end-of-project team reviews.

QUALITY ASSURANCE

WDG and our team members follow a strict Quality Control (QC) program. All projects no matter what type or size must go through the in-house peer review program involving staff wide participation. The goal of our Quality Control Program is to produce the best possible work and to educate staff on industry best practices. We bring to every project, expertise in project planning, coordination, code and regulation analysis, space planning and design, documentation and construction administration services that truly provide value for our clients.

We Maintain A Comprehensive Database of Best Practice Standards

BEST PRACTICE STANDARDS

We maintain a comprehensive database of best practice standards. To ensure that this database is current with developing industry and professional practice standards and methods, WDG has a number of committees which are responsible for populating and maintaining this data base. The database covers several 'architectural' topics including: specifications, drawing details, model drawing sets, code review, etc.

The goal of WDG's Quality Control Program is to produce a consistently high level of quality design and project documentation that is complete, coordinated, clear and concise. As an integral element of WDG's comprehensive quality of work product program, the quality management procedures are designed to recognize and be responsive to project and client needs and promote excellence in the development and integration of project design and documentation.

IMPLEMENTATION

The primary responsibility for QC remains with the project team members. First and foremost we have a series of checklists that must be filled out at the end of each phase to ensure the work product is complete. (A copy of some of these documents is attached to this letter.) There are separate checklists for each of the major trades, Structural, Civil, MEP, etc. as well as Architecture. Early consultant involvement and continuous review and documentation coordination help to make the QC process manageable.

We understand that each and every project is different and no generic checklist, no matter how complete, will cover every situation so in addition we have a senior level Architect from the firm who is not associated with the project do a Quality Control review of the drawings approximately a week or two before they are issued. This outside set of eyes adds a level of review that complements the team's efforts. On certain projects, as determined with the Owner, outside review consultants are brought on board to review for accessibility, constructability and or other requirements as dictated by the project.

Once construction is set to begin the Design team sits down with the Construction Administration Specialist, if it is not the Project Architect, and the senior design and production team members to review the project's program requirements, history and critical team members. This group then edits the "Designer Input in Shop Drawing/Submittal Review Process" document for the Job. This requires the continual involvement of the Design team throughout construction and ensures the original design intent is carried through until the end.

Finally, once Construction Documentation is finished and Construction is completed the team members involved provide a "lessons learned" document that is shared with the remainder of the staff for discussion. This program of regular internal feedback and team review meetings, sharing common documentation issues with technical staff to improve overall quantity and maintain consistent high quality by reducing and eliminating recurring documentation.

In-House Specifications

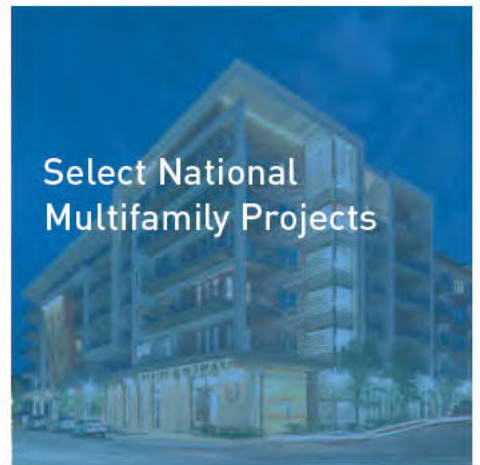
We Developed Our Own Master Specifications System

Since 1983, WDG has provided specifications services for all projects internally overseen by a Construction Specifications Institute (CSI) Certified Construction Specifier that is also in charge of product research. All architectural specifications are written “in-house”, and all consultants specifications are reviewed and coordinated by the project’s specifier. The specifier works in close coordination with the project team to compile and complete a custom project manual for each project.

WDG has developed its own master specification system fully compatible with CSI’s MasterFormat and does not rely on third party master sections. Over time, this has allowed WDG to create a true specifications process distinct from other architectural practices and far more directly involved than outside consultant disciplines. This process begins with a comprehensive checklist, scheduled review dates for architectural and other consultant disciplines and includes a review draft of the complete project manual coinciding with a drawing review at approximately 70 percent in the construction document phase. This review draft is circulated to all consulting disciplines as well as the Owner and whomsoever the Owner wishes to have included in the review. Typically, when the drawings are at the 70 percent level, the project manual is closer to 90 percent complete.

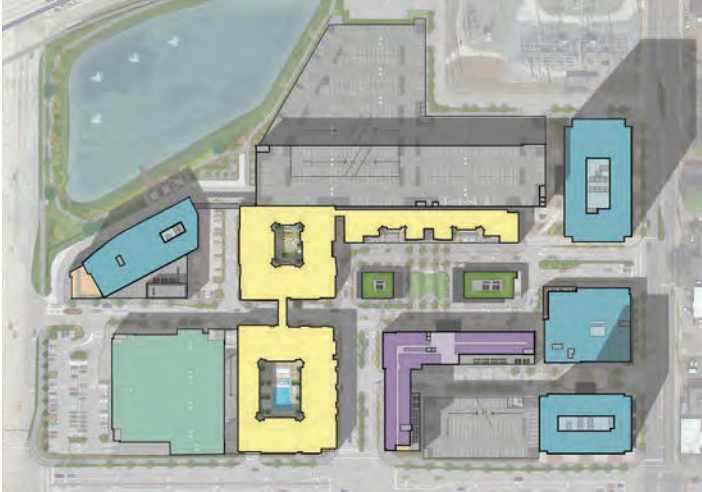
In addition to the project manual, all drawing terminology is coordinated with the specifications effort. All keynotes and keywords are identical on both drawings and specifications as well as across all projects. Keynotes and keywords are not added to drawings without first being verified to be identical to what is used in the specifications.

This system has served us and our clients well over the years and gained national recognition. WDG was asked to present a program to the ArchiSpec Summit in March of 2012 outlining the process. Entitled, “Specification Checklists: Controlling and Scheduling the Flow of Project Information”, the program was an AIA Continuing Education credited seminar. This same seminar is given at regular intervals to WDG staff.



Novel Midtown Tampa
Tampa, FL





PROJECT NAME

Novel Midtown Tampa

LOCATION

Tampa, FL

PRACTICE AREA

Mixed-Use, Multifamily, Retail

CLIENT

Crescent Communities

STATUS

In Construction

SERVICES

Architecture, Planning

PROGRAM

390 residential units, 9,000-sf amenity space, and 100,000-sf retail, including a Whole Foods, below an 850-car parking garage.

DESCRIPTION

Novel Midtown will be part of the first phase of a 19-acre, \$500,000,000 development. The Midtown Tampa mixed-use complex will ultimately boast multifamily, retail, hotel, multiple office towers, and parking structures for over 5,000 cars.

The scope of WDG's services for Crescent Communities includes 390 residential units of Type IIIA construction, 100,000-sf of podium retail including a Whole Foods Market, and an 850-car precast parking garage above the Whole Foods. The residential building will also include 9,000-sf of amenity spaces including a club room, flex office space, fitness and yoga spaces, gaming room, and outdoor elevated terraces. These amenity spaces and corresponding terraces are located on the lower levels of the raised multifamily portion providing an easy connection for the residents to the center retail courtyard. The public gathering spaces are intended for yearly events for the community and the residents.

The goal of the project is to anchor the western half of the whole project together as a walkable mixed use environment. Contemporary exterior materials highlight an exterior material palette focused on a clean, coastal aesthetic with accents of modern elements throughout, celebrating Tampa's local vernacular.

Riverside Apartments Alexandria, VA





PROJECT NAME

Riverside Apartments

LOCATION

Alexandria, VA

PRACTICE AREA

Multifamily

CLIENT

Washington Real Estate Investment Trust

STATUS

In Progress

SERVICES

Architecture

SUSTAINABILITY

LEED BD+C-NC Silver Target

PROGRAM

Multi-family buildings with 950 units, 20,000-sf of amenities, 2,420 structured parking spaces and 585 surface parking spaces. Construction Type: IA modified to IB, IA & IIIA.

DESCRIPTION

Riverside Apartments is a 28 acre residential complex located in the Old Town corridor of Alexandria. WDG has been hired to expand the existing development, which currently has three 1970's high rise towers with 1,222 apartment units. The proposed project will include five new residential buildings housing 950 units, 20,000 square feet of amenity space and a new leasing office for the development.

The new development organizes the site into 5 individual residential blocks. New streets and an organizing grid interconnecting the blocks are being introduced to promote accessibility. Landscaped open spaces and a tree-lined streetscape provide a sense of a well established urban community. The five new buildings are carefully positioned and scaled to fill each block between the three existing towers and greatly enhance the current project. The massing with subtle geometry juxtaposes the existing buildings' monolithic scale. A thoughtful architectural composition and streamlined material palette create a pleasant contrast and cohesive balance as well as provide each building with its own identity.

The Vue
Beachwood, OH





PROJECT NAME

The Vue

LOCATION

Beachwood, OH

PRACTICE AREA

Multifamily

CLIENT

NRP Group

STATUS

Completed 2015

SERVICES

Architecture

PROGRAM

4-story, 348-unit residential with over 600 parking spaces. Site includes over 15,000-sf of amenities for residents, and 4 outdoor garden courtyard areas with pool. Type 5A wood construction over podium parking.

DESCRIPTION

Located in the affluent Commerce Park neighborhood of Cleveland, The Vue is the area’s first new multi-family residential building in decades. It was designed to attract empty nesters and young urban professionals. The building’s 348-units were designed to be larger and more luxurious than typical rental apartments.

The client requested a design aesthetic that would differentiate the building from typically drab low-rise multi-family buildings. In response, WDG designed two signature architectural expressions. One is characterized by contemporary massing clad with fiber cement board panels that read as a far more expensive panelized wall system. These sections have large balconies and an overhang that wraps from roof to ground. At night, the up-lit overhangs reinforce the modern massing. The second expression is in a more transitional style with a classical, tripartite organization designed to appeal to a second, more conservative demographic. Of particular note, the building’s grand entrance is marked by a modern 18 foot tall kinetic sculpture.

Because busy roads surround the site, the project’s most significant open spaces are two large internal courtyards. These courtyards have been designed to serve as the heart of the community. The carefully programmed courtyards provide different experiences and amenities. The first, takes the form of a traditionally landscaped courtyard anchored by a large swimming pool, while the second, narrower courtyard features a Zen garden designed for calm and contemplation. Inside, amenity spaces are spread throughout the building and include a two-story fitness center and a fourth floor club lounge with exterior deck overlooking the Highland Hills golf course.

One Belmont
Philadelphia, PA





PROJECT NAME

One Belmont

LOCATION

Philadelphia, PA

PRACTICE AREA

Mixed-Use, Multifamily, Retail, Office

CLIENT

Keystone Property Group

STATUS

In Progress

SERVICES

Architecture, Planning

PROGRAM

Mixed-Use redevelopment consisting of 389,315-sf residential with 387 units, 16,930-sf medical office expansion, 53,865 sf retail, and a total of 1,573 parking spaces.

DESCRIPTION

The One Belmont and 225 City Avenue site is a mixed-use redevelopment project that will transform the suburban, vehicle-oriented property into a vibrant, pedestrian-oriented neighborhood. The project will add four buildings to the site to complement the existing 222,240-sf One Belmont office building and 76,435-sf 225 City Avenue medical office building.

Furthering the Lower Merion neighborhood's Comprehensive Plan, the development includes a reconstituted mid-block, north-south road connecting City Avenue and St Asaph's Road, and a new mid-block, east-west road connecting Kings Grant Road and Belmont Ave. Various parking solutions will be utilized throughout the site. The new roads will be lined with landscaped sidewalks, and St Asaph's Road and City Avenue will be expanded to include new multi-purpose paths.

The 6-story **Building A** (5 over 1) is located at the northwest corner of the site and will have 145,755 sf of residential with 150 units and 3,610 sf of corner retail. It will have a ground floor amenity courtyard with a promenade along St Asaph's.

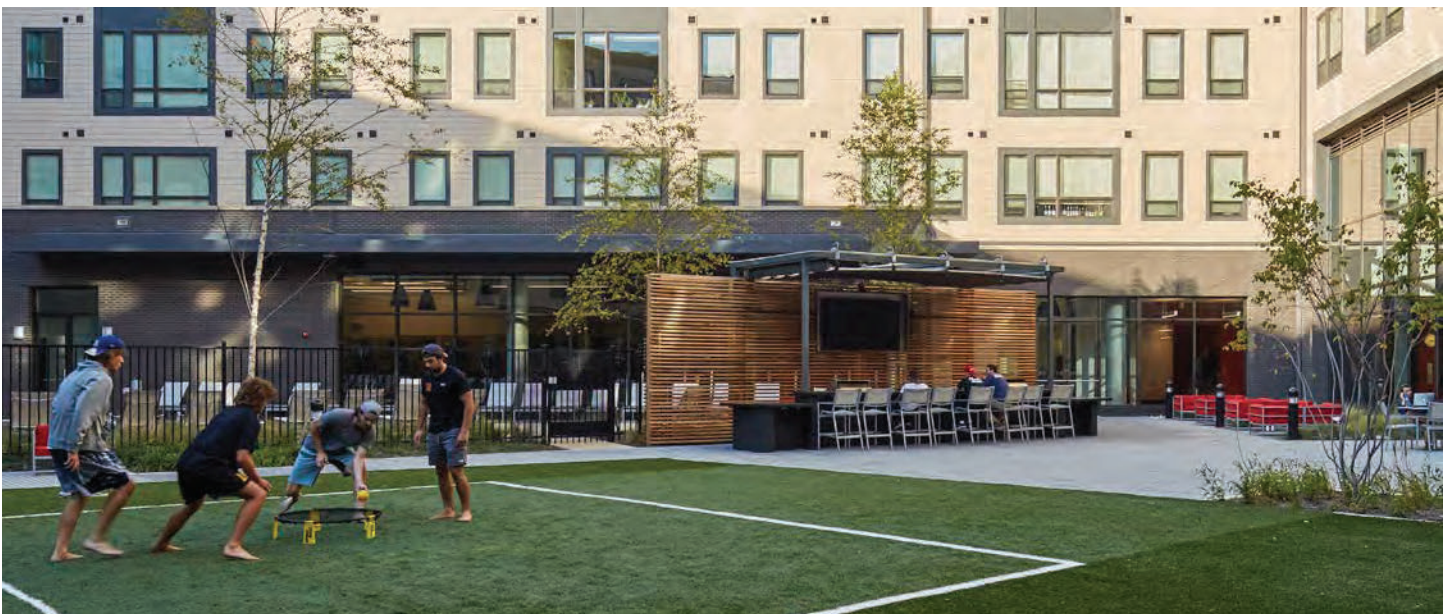
The 7-story **Building B** (5 over 2) is located at the southwest corner of the site with 162 units in 158,265 sf of residential and a 45,470-sf grocery store, anchoring the intersection of City Avenue and Belmont Avenue.

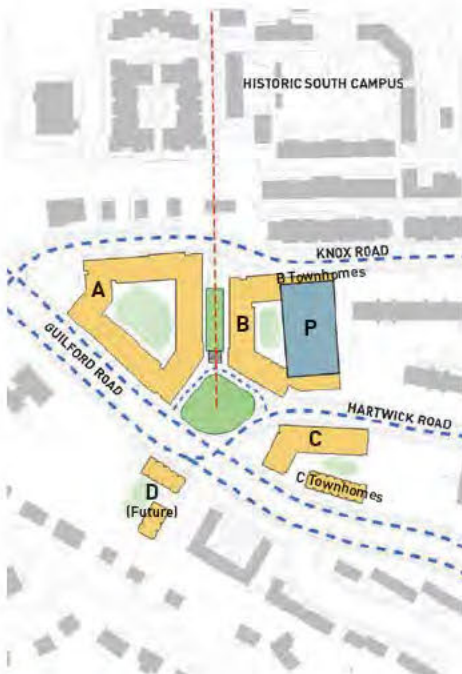
The 5-story tall **Building C** (3 over 2), at the northeast corner of the site, will have 75 units in 85,295 sf of residential, with duplexes lining the new east-west road and a courtyard at Level 3 for residents.

The existing **225 City Avenue** medical office building will receive a 2-story, 16,930-sf expansion along City Avenue, for a total of 93,365 sf.

South of One Belmont, a new retail pavilion (**Building D**), will provide 4,785-sf retail, strengthen the City Avenue frontage, and act as an architectural focal point for the new urban plazas and public gathering spaces.

Terrapin Row Student Housing
College Park, MD





PROJECT NAME

Terrapin Row Student Housing

LOCATION

College Park, MD

PRACTICE AREA

Student Living

CLIENT

Toll Brothers Campus Living

STATUS

Completed 2016

SERVICES

Architecture

SUSTAINABILITY

LEED ND-Plan Silver Certified
LEED ND-Built Project Silver Certified
LEED BD+C-NC Silver Certified (Site C Townhomes)

AWARDS

MFE Awards, Student Merit Award;
AIA Potomac Valley Award, Multi-Family Architecture



PROGRAM

Mixed-use student housing community totaling 626,497-sf. Site includes: four 4- to 6-story residential buildings with 418 units and 1,493 beds; 12,325-sf of retail; and a 171,229-sf, 7-level parking structure with 507 spaces. Construction types III-B and V-A.

DESCRIPTION

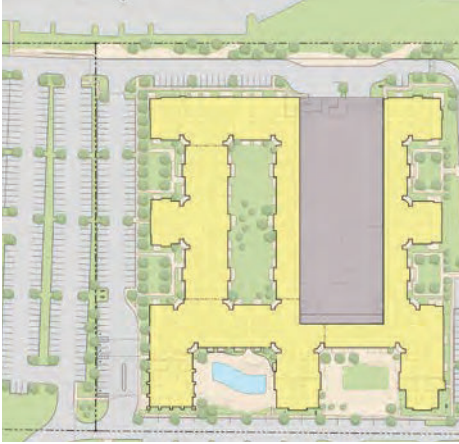
Terrapin Row has been widely recognized by industry experts as one of the best new edge campus student housing facilities in the nation. Completed in July 2016, Terrapin Row is a transformational, vibrant mixed-use student housing community abutting the University of Maryland's historic South Campus in College Park, MD. The site was formerly home to the Knox Box Apartments, a 1950's complex of twenty-five 2-story brick duplexes that had fallen into disrepair. Developers had attempted to assemble the site for decades. Certified with LEED-ND v3 Silver, the project is comprised of two 6-story apartment buildings, one 5-story apartment building, and three 4-story townhouse structures housing a total of 418 units (1,493 beds); 12,325-sf of retail; and a 470-car parking structure.

This three parcel, multi-phased project is comprised of two 6-story apartment buildings, one 5-story apartment building, and three 4-story townhouse structures. The project's seven buildings are organized around a pedestrian-oriented, bike-friendly Village Green.

The Village Green is activated by retail, wide sidewalks a one-way vehicular road and a grand stair/ amphitheater. Atop the stair, a narrow pedestrian plaza referred to as The Mews—a term dating back to 17th century Europe describing the connectivity of a row of buildings to their communities— directs students from the village green toward the University's academic core. In addition to the public Village Green and the Mews, community amenities including, private courtyards, a pool, a volleyball court, outdoor kitchens, fire pits, exterior TVs, a fitness center, significant bike storage, and a range of internal living learning spaces.

The Cameron
Tempe, AZ





PROJECT NAME

The Cameron

LOCATION

Tempe, AZ

PRACTICE AREA

Multifamily

CLIENT

StreetLights Residential

STATUS

Completed 2020

SERVICES

Architecture



PROGRAM

7.19-acre, 412,275-sf, 349 residential units, 510-parking spaces and 158,000-sf of parking space.

DESCRIPTION

The Cameron is a luxury multifamily community designed with the influence of surrounding southwestern terrain. The exterior features a warm landscape while the interior use of natural stone, metals and warm woods that complement the existing topography surrounding the site. The community is a 4-story wrap that includes comprise studios, one-, two- and three-bedroom units, and ranges in size from 504 to 1,660 square feet. Common-area amenities includes a resident bar, private dining space, a fitness center, yoga lawn, creative space, a swimming pool and bocce ball courts.

Adjacent to the property is Tempe Marketplace, a large strip mall featuring multiple shopping and dining destinations. The Cameron is on the southern bank of Salt River and minutes away from Arizona State University, Tempe Campus. Major thoroughfares nearby include Loop 101 and 202, which provide access around the Phoenix metro.

Landscape designed by Linda Tycher & Associates, Inc., and interior designed by 5G Studio. SLR Construction, LLC, is the project general contractor.

Modera Creative Village
Orlando, FL





PROJECT NAME

Modera Creative Village

LOCATION

Orlando, FL

PRACTICE AREA

Multifamily

CLIENT

Mill Creek Residential Trust

STATUS

In Construction

SERVICES

Architecture



PROGRAM

8 story (3 story concrete podium & 5 story wood), 292-unit, 485,215-sf building including a pool and amenities, with ± 10,000 SF of retail and 355 structured parking spaces.

DESCRIPTION

Modera Creative Village is a 485,215-sf mixed-use residential development located in the Creative Village neighborhood in downtown Orlando, Florida. The project has been designed within a single architectural vocabulary, not broken down to look like an array of different buildings, as is frequently the case in low-rise urban residential buildings with similar footprints. The design team attempted to create an architecture with clean simple lines, rich in its massing, yet familiar in its proportions and clear definition of base, middle and top. Every unit in the building was designed to have a generous balcony.

The Modera amenity spaces and entry are detailed in a distinctly different manner than the typical retail storefronts. The retail areas are subdivided by half-round projecting silver metal columns. At the amenity spaces, the piers are clad in three meter ceramic tiles with a rich patinated metallic finish. Above, a continuous arcade has been created, consisting of an open metal frame, infilled by a combination of glass and crisscross laser cut panels, promising dynamic shadow patterns on the piers below.

Axio at Carillon
St. Petersburg, FL





PROJECT NAME

Axio at Carillon

LOCATION

St. Petersburg, FL

PRACTICE AREA

Multifamily

CLIENT

A.G. Spanos Companies

STATUS

In Construction

SERVICES

Architecture

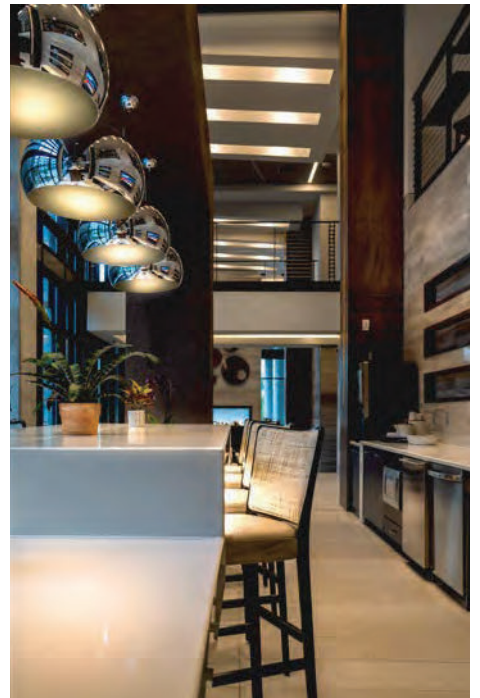
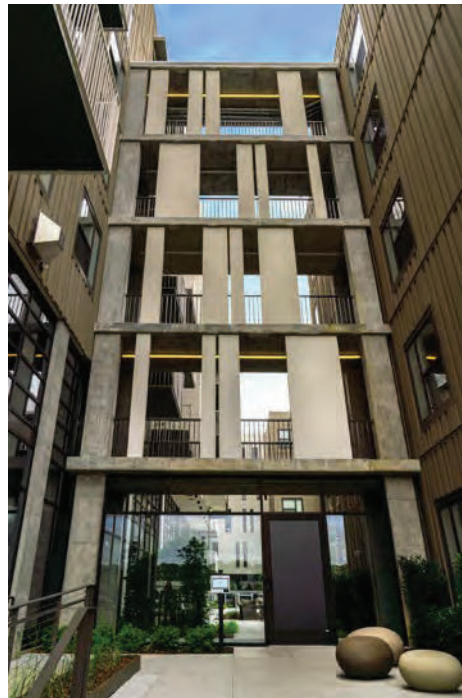
PROGRAM

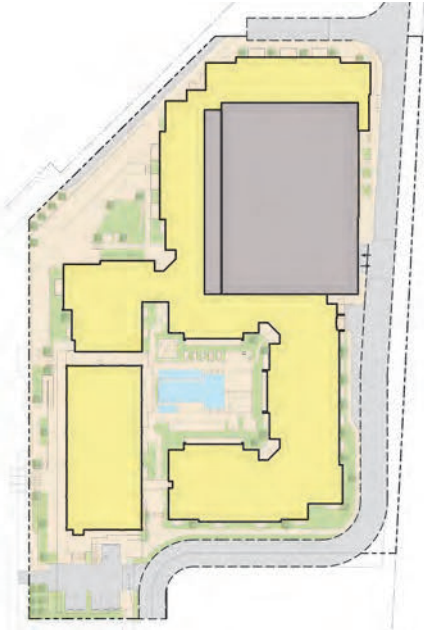
5-story, 312,936-sf, 298 residential units and a 6-level structured parking garage with 513-spaces and a total 155,800-sf. Type IIIA construction.

DESCRIPTION

Located minutes away from Downtown Tampa, Downtown St. Petersburg, and Clearwater Beach, Axio at Carillon brings a new, modern living experience to Carillon Park. Axio is a 5-story, 312,936-sf multifamily building of Type IIIA construction, including 298 studio, 1-bedroom, or 2-bedroom units. The 2.57-acre site also includes a 6-level, 155,800-sf structured parking garage with 513 spaces. Axio's amenities include social lounges with a café, golf simulator, gaming room, and sports room; two courtyards with saltwater pools; and, a fitness center, including a spin room, yoga room, and jacuzzi. Developed by A.G. Spanos Companies, this residential project is Phase I of the larger Echelon City Center mixed-use development.

The Shay Apartments
Nashville, TN





PROJECT NAME

The Shay Apartments

LOCATION

Nashville, TN

PRACTICE AREA

Multifamily

CLIENT

Cambridge Holdings

STATUS

Completed 2018

SERVICES

Architecture

PROGRAM

283,000-sf, five to seven story residential building with 276-units and 7-story above grade parking garage with 400 vehicle capacity.

DESCRIPTION

The Shay Apartments is a sustainably designed multi-story residential building with 276 residential units located in Nashville, Tennessee. Situated in the developing urban community near the intersection of Charlotte Avenue and 28th and 31st Street Connector, just blocks from Centennial Park, Vanderbilt University, and Nashville's vibrant medical district. The building's façade provides a clean, crisp appearance that pairs well with The Shay's idea of mindful healthy living.

Most of The Shay Apartments is a five story structure of Type III-A construction. The ground level amenity space along with its elevated overlook level is part of a concrete structured podium, which allows for another five levels of Type III-A construction to be built on top. This dynamic amenity space offers a near open view of the surrounding property with floor to ceiling window walls with views into the pool courtyard, a view overlooking the park, and a view towards downtown Nashville. Additional resident amenity features are a fitness center including a yoga area, amenity kitchen and meeting areas as well as a pet spa and bike maintenance shop within the parking garage. In addition to a salt water swimming pool, the courtyard will have an outdoor entertaining area for residents and their guests including bar space and grilling area. A smaller courtyard for residents is located near the park side of the building for more quiet, relaxing moments.

The Shay Apartments feature units with ten foot high ceilings with LED cove lighting to help maintain their natural circadian rhythms. Within the residential units, Nest thermostats and feature entry doors including RFID locks that allow residents access via a secure personal key fob.

Modera Decatur
Decatur, GA





PROJECT NAME

Modera Decatur

LOCATION

Decatur, GA

PRACTICE AREA

Multifamily

CLIENT

Mill Creek Residential Trust

STATUS

Concept Design

SERVICES

Architecture, Planning

PROGRAM

Future building with 270 residential units, 25,000-35,000-sf of retail, a 70,000-sf, 6-story office building and 350 parking spaces on four levels

DESCRIPTION

The Modera Decatur, at a major intersection in downtown Decatur, GA, features 270 residential units, wrapping around a courtyard with landscaped pool deck. The podium below contains 25,000-sf of retail, screening two levels of parking; two additional parking levels will be placed below grade. With a projecting wing along the alley to the south, the residential structure wraps around a corner retail pad site, with a long term option of a 70,000-sf, six level office building. The development is broken down into multiple "architectures", with a distinct mercantile flavor, in response to its eclectic urban context. The project is currently early in the entitlement process

Founders Row
Falls Church, VA





PROJECT NAME

Founders Row

LOCATION

Falls Church, VA

PRACTICE AREA

Multifamily

CLIENT

Mill Creek Residential Trust

STATUS

In Construction

SERVICES

Architecture

PROGRAM

Four 3 to 6-story apartment buildings with 322 units, 3 levels of below-grade parking, 60,000-sf of retail, an 8 screen movie theater and a separate 72-unit age-restricted apartment building over retail.

DESCRIPTION

Founders Row a mixed-use development located in the historic City of Falls Church, Virginia. Occupying a 4.3 acre site, the project includes approximately 60,000 sf of ground floor retail plus an eight screen movie theater, 72 age-restricted apartments and 322 market-rate apartments. The design is based on a mix of concrete, metal and wood-frame construction. Three levels of below-grade parking is provided for approximately 1,000 vehicles and 100 bicycles. Founders Row is designed to achieve NGBS Silver certification.

The project's site is organized around a central open space, configurable to accommodate a variety of activities. The buildings are arranged to create a taller presence along Broad Street, an important commercial corridor in the City. The buildings step down from six stories to three along those edges of the site which are adjacent to quieter, residential neighbors to more appropriately address the scale of single-family homes which occur along Park Avenue. As a transitional element in the heart of Falls Church, Founders Row provides a convenient neighborhood amenity for local residents, while providing an upscale shopping and entertainment destination for users throughout the Washington, DC region.



FOULGER-PRATT

Certification

I, Brett Harton, provide this sworn certification attesting to the fact that the firm, Foulger-Pratt Contracting, LLC, is not currently debarred or suspended by any federal, state or local government entity.

FOULGER-PRATT CONTRACTING, LLC a
Maryland limited liability company

By: 

Name: Brett Harton

Title: Vice President



September 28, 2021

Feras Qumseya, Vice President, Development
Foulger-Pratt
Suite 200
12435 Park Potomac Avenue
Potomac, MD 20854
fqumseya@Foulgerpratt.com

Re: Bowman Towne Court

Dear Mr. Qumseya:

This letter serves as our sworn certification of your request for WDG information pertaining to the pursuit design services for Bowman Town Court.

WDG attests that our firm is not currently debarred or suspended by any federal, state or local government entity.

As a Director of our organization, I declare under perjury that the foregoing is true and correct. Executed, today, September 28, 2021.

Sincerely,

A handwritten signature in blue ink, reading 'Emmett B. Ahearn'.

Emmett B. Ahearn, AIA
Director of Government & Institutional Practice
WDG Architecture, PLLC

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