

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

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FRANCONIA GOVERNMENTAL CENTER



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FAIRFAX COUNTY

DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT

12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 711

ISSUE DATE: February 3, 2022	REQUEST FOR PROPOSAL NUMBER: RFP2000003477	TITLE: Franconia Governmental Center Redevelopment (PPEA)
DEPARTMENT: Department of Housing and Community Development	DUE DATE/TIME: March 24, 2022 at 2:00 pm (EST)	CONTRACT SPECIALIST: Mary Walker 703 324-7915 Mary.walker3@FairfaxCounty.gov

Proposals - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which prices are quoted, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

Note: Fairfax County does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

NAME AND ADDRESS OF FIRM:

Telephone/Fax No.:		240.505.9293
E-Mail Address:		redson@hcadc.com
NFP Affordable Housing Corp.	Federal Employer Identification No or	82-2828480
4405 East West Hwy., Ste. 309	Federal Social Security No.(Sole Proprietor)	N/A
Bethesda, MD 20814	Prompt Payment Discount:	___% for payment within ___ days/net ___ days
	State Corporation Commission (SCC) Identification No.	F2087908

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A, the Certification Regarding Ethics in Public Contracting, by any other relevant certifications set forth in Attachment A, and the Affirmation of Legally Required Contract Terms set forth in Attachment - 1.

	April 14, 2022
Vendor Legally Authorized Signature	Date
Richard H. Edson	Executive Director
Print Name	Title

Sealed proposals subject to terms and conditions of this Request for Proposal will be received by the Fairfax County Purchasing Agent by way of upload to Fairfax County's procurement portal at <https://fairfaxcounty.bonfirehub.com> until the date/time specified above.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION





FAIRFAX COUNTY

DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT

12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 711

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DEPARTMENT: Department of Housing and Community Development	DUE DATE/TIME: March 24, 2022 at 2:00 pm (EST)	CONTRACT SPECIALIST: Mary Walker 703 324-7915 Mary.walker3@FairfaxCounty.gov

Proposals - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which prices are quoted, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

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NAME AND ADDRESS OF FIRM:

Telephone/Fax No.:

703/447-4106

Good Shepherd Housing and Family Svcs

E-Mail Address:

dlevine@goodhousing.org

8305 Richmond Hwy, Ste 17B

Federal Employer Identification No or

23-7447962

Alexandria, VA 22309

Federal Social Security No.(Sole Proprietor)

Prompt Payment Discount:

___% for payment within ___days/net ___days

State Corporation Commission (SCC) Identification No.

0150586-6

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A, the Certification Regarding Ethics in Public Contracting, by any other relevant certifications set forth in Attachment A, and the Affirmation of Legally Required Contract Terms set forth in Attachment - 1.

David Levine

4/5/2022

Vendor Legally Authorized Signature

Date

David Levine

President/CEO

Print Name

Title

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NAME AND ADDRESS OF FIRM:

Telephone/Fax No.: 703.942.6610

SCG Development Partners, LLC

E-Mail Address: info@scgdevelopment.com

8245 Boone Boulevard

Federal Employer Identification No or 46-3040334

Suite 640

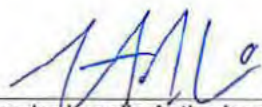
Federal Social Security No.(Sole Proprietor) N/A

Tysons Corner, VA 22182

Prompt Payment Discount: ___% for payment within ___ days/net ___ days

State Corporation Commission (SCC) Identification No. 111-3957-2

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A, the Certification Regarding Ethics in Public Contracting, by any other relevant certifications set forth in Attachment A, and the Affirmation of Legally Required Contract Terms set forth in Attachment - 1.


Vendor Legally Authorized Signature

April 14, 2022

Date

Stephen Wilson

Print Name

President

Title

Sealed proposals subject to terms and conditions of this Request for Proposal will be received by the Fairfax County Purchasing Agent by way of upload to Fairfax County's procurement portal at <https://fairfaxcounty.bonfirehub.com> until the date/time specified above.

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TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



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DEVELOPMENT

OFFEROR DATA SHEET

NAME OF OFFEROR: NFP Affordable Housing Corp.

ADDRESS: 4405 East West Highway, Suite 309
Bethesda, MD 20814

E-MAIL ADDRESS: redson@hcadc.com

Name and e-mail addresses of both service and fiscal representatives (Key Personnel) who would handle this account.

Service Representative: Rick Edson
Telephone Number: (240) 505-9293
E-Mail Address: redson@hcadc.com

Fiscal Representative: Rick Edson
Telephone Number: (240) 505-9293
E-Mail Address: redson@hcadc.com

Payment Address, if different from above:

N/A

OFFEROR DATA SHEET

NAME OF OFFEROR: Good Shepherd Housing and Family Services

ADDRESS: 8305 Richmond Hwy, Ste 17B
Alexandria, VA 22309

E-MAIL ADDRESS: development@goodhousing.org

Name and e-mail addresses of both service and fiscal representatives (Key Personnel)
who would handle this account.

Service Representative: David Levine
Telephone Number: (703) 447-4106
E-Mail Address: dlevine@goodhousing.org

Fiscal Representative: Tracy Leary
Telephone Number: (703) 336-3599
E-Mail Address: tleary@goodhousing.org

Payment Address, if different from above:

OFFEROR DATA SHEET

NAME OF OFFEROR: SCG Development Partners, LLC

ADDRESS: 8245 Boone Boulevard, Suite 640

Tysons Corner, VA 22182

E-MAIL ADDRESS: info@scgdevelopment.com

Name and e-mail addresses of both service and fiscal representatives (Key Personnel)
who would handle this account.

Service Representative: Stephen Wilson

Telephone Number: (703) 942-6610 x210

E-Mail Address: spw@scgdevelopment.com

Fiscal Representative: Stephen Wilson

Telephone Number: (703) 942-6610 x210

E-Mail Address: spw@scgdevelopment.com

Payment Address, if different from above:

N/A

TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



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DEVELOPMENT

VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION

The offeror: NFP Affordable Housing Corp.

x is a corporation or other business entity with the following SCC identification number:
F2087908 **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals: ☐

VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION

The offeror: Good Shepherd Housing and Family Services, Inc.

☒ is a corporation or other business entity with the following SCC identification number:
0150586-6 **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals: ☐

VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION

The offeror: SCG Development Partners, LLC

☒ is a corporation or other business entity with the following SCC identification number:
1113957-2 **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals: ☐

TAB 2: ATTACHMENTS 1A-1H

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**Request for Protection of Trade Secrets or Proprietary Information Pursuant to
Article 2, Section 5.C.3 of the Purchasing Resolution and Va. Code Ann.
§ 2.2-4342(F)**

TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



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DEVELOPMENT

BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, please submit a copy with your proposal.
- Do you have an office in:

Virginia	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Fairfax County	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
- Date business began/will begin work in Fairfax County September 15, 2022

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County

NFP Affordable Housing Corp. ("NFP") will develop, own and operate affordable housing in Fairfax County. NFP does not have any ongoing projects and/or revenue from projects in Fairfax County as of April 14, 2022.



Signature

April 14, 2022

Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.

BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, please submit a copy with your proposal. Good Shepherd Housing (GSH) is a tax-exempt 501c3 not subject to property tax. GSH has no BPOL. Our IRS tax determination letter is attached.
- Do you have an office in: Virginia ☐ Yes ☐ No
 Fairfax County ☒ Yes ☐ No
- Date business began/will begin work in Fairfax County January 30, 1974

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County

For our residents, Good Shepherd Housing (GSH) transforms the lives of our residents with services in four areas, housing stability, economic mobility, youth, children and families, and community engagement. GSH supports them with case management services, financial assistance, budgeting and credit management programs, financial mentoring, and goal-directed individualized counseling to move them to greater self-sufficiency. Its service area is 15 miles along Richmond Highway in Fairfax County. With its main service area along Richmond Highway in Fairfax County, GSH provides many of its housing and services resources within the Lee Magisterial District, where the Franconia Government Center site is located.

David Levine

Signature

4/5/2022

Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.



IRS Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248158532
Sep. 21, 2009 LTR 4168C E0
23-7447962 000000 00

00024657
BODC: TE

GOOD SHEPHERD HOUSING AND FAMILY
SERVICES INC
8305 RICHMOND HWY STE 17B
ALEXANDIRA VA 22309

043842

Employer Identification Number: 23-7447962
Person to Contact: Mr. Lafollette
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of Sep. 10, 2009, regarding your tax-exempt status.

Our records indicate that a determination letter was issued in May 1975, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations I

BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, please submit a copy with your proposal.
- Do you have an office in:

Virginia	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Fairfax County	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
- Date business began/will begin work in Fairfax County

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County

SCG Development Partners, LLC ("SCG") is an affordable housing real estate developer. The business is operated from and located at 8245 Boone Blvd, Suite 640, Tysons Corner VA. 100% of the SCG portion of work will be done from the Tysons Corner office. SCG has been working in Fairfax County since 2007.



Signature

April 14, 2022

Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.

TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



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CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

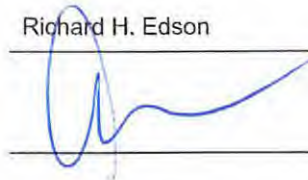
In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

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

Printed Name of Representative:

Richard H. Edson

Signature/Date:

 / April 14, 2022

Company Name:

NFP Affordable Housing Corp.

Address:

4405 East West Hwy., Suite 309

City/State/Zip:

Bethesda, MD 20814

SSN or TIN No:

82-2828480

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

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4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of Representative: David Levine

Signature/Date: David Levine / 4/5/2022

Company Name: Good Shepherd Housing and Family Services

Address: 8305 Richmond Hwy, Ste 17B

City/State/Zip: Alexandria, VA 22309

SSN or TIN No: 23-7447962

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

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4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

**Printed Name of
Representative:**

Stephen Wilson

Signature/Date:

 / April 14, 2022

Company Name: SCG Development Partners, LLC

Address: 8245 Boone Boulevard, Suite 640

City/State/Zip: Tysons Corner, VA 22182

SSN or TIN No: N/A

TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



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Certification Regarding Ethics in Public Contracting

In submitting this bid or proposal, and signing below, Bidder/Offeror certifies the following in connection with a bid, proposal, or contract:

Check one:

☒

1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

☐

2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, please complete the following:

Recipient: _____

Date of Gift: _____

Description of the gift and its value:

Description of the consideration received in exchange and its value:

Printed Name of Bidder/Offeror Representative: Richard H. Edson

Signature/Date:  / April 14, 2022

Company Name: NFP Affordable Housing Corp.

Company Address: 4405 East West Hwy., Ste. 309

City/State/Zip: Bethesda MD 20814

This certification supplements but does not replace the requirements set forth in paragraph 59 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation

Certification Regarding Ethics in Public Contracting

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Check one:

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1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

☐

2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, please complete the following:

Recipient: _____

Date of Gift: _____

Description of the gift and its value:

Description of the consideration received in exchange and its value:

Printed Name of Bidder/Offeror Representative: David Levine

Signature/Date: David Levine / 4/5/2022

Company Name: Good Shepherd Housing and Family Services

Company Address: 8305 Richmond Hwy. Ste 17B

City/State/Zip: Alexandria, VA 22309

This certification supplements but does not replace the requirements set forth in paragraph 59 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation

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☐

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If 2 is selected, please complete the following:

Recipient: N/A

Date of Gift: N/A

Description of the gift and its value:

N/A

Description of the consideration received in exchange and its value:

N/A

Printed Name of Bidder/Offeror Representative: Stephen Wilson

Signature/Date:  / April 14, 2022

Company Name: SCG Development Partners, LLC

Company Address: 8245 Boone Boulevard, Suite 640

City/State/Zip: Tysons Corner, VA 22182

This certification supplements but does not replace the requirements set forth in paragraph 59 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation

TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

FAIRFAX COUNTY'S BUSINESS CLASSIFICATION SCHEDULE

PLEASE CLASSIFY YOUR BUSINESS/ORGANIZATION BY MARKING IN STEP 1. STEP 2 IS OPTIONAL.

This designation is requested of all businesses/organizations including publicly traded corporations, non-profits, employment services organizations, government organizations, partnerships, sole proprietorships, etc. Fairfax County does not certify business classifications nor does it establish preferences or set-asides for specific classifications.

Examples:

- A small, Asian women-owned business would mark "Small" in Step 1, then "Women-Owned" and "Minority-Owned" in Step 2
- A small, service-disabled veteran and women-owned business would mark "Small" in Step 1, then "Women-Owned" and "Service-Disabled Veteran-Owned" in Step 2
- A government agency/public body would ONLY mark "Government/Public Body" in Step 1

NAME OF BUSINESS: NFP Affordable Housing Corp.

LAST 4 DIGITS OF TIN/EIN: 8480

Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.

☐ Micro ☐ Small ☐ Large ☒ Non-Profit ☐ Government/Public Body ☐ Employment Services Organization

Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.

☐ Women-Owned

☐ Minority-Owned

☐ Service-Disabled Veteran-Owned

DEFINITIONS

Micro Business/Organization - "Micro business" means a business that has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the prior three-year period.

Small Business/Organization - "Small business" means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

Minority-Owned Business - is a business that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company, or other entity, at least 51% of the equity ownership interest in the corporation, partnership or limited company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals. Such individuals shall include Asian American, African American, Hispanic American, Native American, Eskimo, or Aleut.

Women-Owned Business - a business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women who are U.S. citizens or legal resident aliens.

Service-Disabled Veteran - means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service - connected disability rating fixed by the United States Department of Veterans Affairs.

Service-Disabled Veteran-Owned Business - is a business that is at least 51 percent owned by one or more service-disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service-disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service-disabled veterans.

Employment Services Organization - a private non-profit, state, or local government institution that provides employment opportunities for individuals who are developmentally, physically, or mentally impaired, to prepare for gainful work in the general economy. These services may include physical rehabilitation, training in basic work and life skills (e.g., how to apply for a job, attendance, personal grooming, and handling money), training on specific job skills, and providing work experience.

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NAME OF BUSINESS: Good Shepherd Housing and Family Svcs **LAST 4 DIGITS OF TIN/EIN:** 7962

Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.

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Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.

☐ Women-Owned ☐ Minority-Owned ☐ Service-Disabled Veteran-Owned

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NAME OF BUSINESS: SCG Development Partners, LLC **LAST 4 DIGITS OF TIN/EIN:** 0334

Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.

☐ Micro ☒ Small ☐ Large ☐ Non-Profit ☐ Government/Public Body ☐ Employment Services Organization

Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.

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TAB 2: ATTACHMENTS 1A-1H

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

BY SIGNING THIS AFFIRMATION, THE OFFEROR REPRESENTS THAT IT UNDERSTANDS THAT THE FOLLOWING CONTRACT TERMS ARE REQUIRED BY LAW AND CANNOT BE VARIED, REVISED, AMENDED, CHANGED, OR OTHERWISE NEGOTIATED:

1. **Funding:** The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this contract is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations. The County's obligations to make payments during subsequent fiscal years are dependent upon the same action. If such an appropriation is not made for any fiscal year, the contract shall terminate effective at the end of the fiscal year for which funds were appropriated and the County will not be obligated to make any payments under the contract beyond the amount appropriated for payment obligations under the contract. The County will provide the Contractor with written notice of non-appropriation of funds within thirty (30) calendar days after action is completed by the Board of Supervisors. However, the County's failure to provide such notice will not extend the contract into a fiscal year in which sufficient funds have not been appropriated.
2. **Non-discrimination-**During the performance of this contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
 - d. The Contractor will include the provisions of the foregoing paragraphs a, b, and c above in every subcontract or purchase order of over \$10,000 so that the provisions will be binding upon each subcontractor or vendor.
 - e. Contractor shall, throughout the term of this contract, comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended. Contractor shall further require that all of its subcontractors will comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended.
3. **Authorization to Conduct Business in the Commonwealth:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to

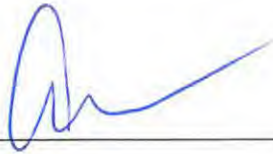
transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a Fairfax County pursuant to the Fairfax County Purchasing Resolution shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. Fairfax County may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

4. No Indemnification by the County. The parties agree that under applicable law the County cannot indemnify or defend the Contractor. To the extent any promise or term contained in this Contract, including any exhibits, attachments, or other documents incorporated by reference therein, includes an indemnification or obligation to defend by the County, that promise or term is stricken from this Contract and of no effect.
5. Contractual Disputes:
 - a. Any dispute concerning a question of fact as a result of a contract with the County which is not disposed of by agreement shall be decided by the Purchasing Agent, who shall reduce her decision to writing and mail or otherwise forward a copy to the Contractor within ninety (90) days. The decision of the Purchasing Agent shall be final and conclusive unless the Contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A Contractor may not institute legal action, prior to receipt of the Purchasing Agent's decision on the claim, unless the Purchasing Agent fails to render such decision within the time specified.
 - b. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.
6. Drug Free Workplace: During the performance of a contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in conjunction with a specific contract awarded to a Contractor in accordance with this section, the employees of whom are prohibited from engaging in the unlawful

manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

7. Immigration Reform and Control Act: Contractor agrees that it does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the Federal Immigration Reform and Control Act of 1986.
8. Audit of Records: The parties agree that County or its agent must have access to and the right to examine any books, documents, papers, and records of the Contractor involving transactions related to the Contract or compliance with any clauses thereunder, for a period of three (3) years after final payment. The contractor must include this requirement in all subcontracts related to this Contract.

Signature/Date: _____



/ April 14, 2022

Printed Name/Title: Richard H. Edson

/ Executive Director

Company Name: NFP Affordable Housing Corp.

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Signature/Date: David Levine / 4/5/2022

Printed Name/Title: David Levine, President/CEO / 4/5/2022

Company Name: Good Shepherd Housing and Family Services, Inc.

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Signature/Date: _____  / April 14, 2022

Printed Name/Title: _____ Stephen Wilson / President

Company Name: SCG Development Partners, LLC

TAB 3: DEVELOPMENT PROGRAM SUMMARY SHEET

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

DEVELOPMENT PROGRAM SUMMARY SHEET (by Building / Phase)			
DEVELOPMENT SCOPE			
Building GSF	120,000	GSF	
Unit Count: 30% AMI Units	14	Units	
Unit Count: 50% AMI Units	24	Units	
Unit Count: 60% AMI Units	57	Units	
Unit Count: Other (please specify) 80% Magnet	25		
Unit Count: Total Units	120	Units	
Parking Spaces: Surface	126	Spaces	
Parking Spaces: Above Grade	0	Spaces	
DEVELOPMENT COSTS			
Hard Costs	Cost	GSF	Unit/Space
Site work (\$ / GSF)	\$ 2,280,000	\$ 19.00	\$ 19,000
Infrastructure (\$ / GSF)	\$ -	\$ -	\$ -
Base Building (\$ / GSF excluding Parking)	\$ 18,971,004	\$ 158.09	\$ 158,092
Parking Spaces: Above Grade (\$ / space) Surface and Garage Spaces	\$ 630,000	\$ 5.25	\$ 5,000
Other Hard Costs (add lines as necessary)	\$ 2,781,262	\$ 23.18	\$ 23,177
Hard Cost Contingency (\$ / GSF)	\$ 3,699,340	\$ 30.83	\$ 30,828
Total Hard Costs (\$ / GSF and \$ / unit)	\$ 28,361,606	\$ 236.35	\$ 236,347
Soft Costs (\$ / GSF) - INCLUDES UPFRONT LEASE PMT/RSRVS	\$ 9,053,455	\$ 75.45	\$ 75,445
Soft Cost Contingency (\$ / GSF) Includes Finance Contingency	\$ 400,000	\$ 3.33	\$ 3,333
Development Fees (\$ / GSF)	\$ 4,360,000	\$ 36.33	\$ 36,333
Construction Interest / Capitalized Interest (\$ / GSF)	\$ 2,900,000	\$ 24.17	\$ 24,167
Other Financing Costs (\$ / GSF)	\$ 1,177,787	\$ 9.81	\$ 9,815
Total Development Costs (\$ / GSF and \$ / unit)	\$ 46,252,847	\$ 385.44	\$ 385,440
PROJECT FINANCING	Combined	Condo A - 9%	Condo B - 4%
Debt (state specific amount of bond financing used)	\$ 23,053,162	\$ 11,233,359	\$ 11,819,803
\$10,000,000 FCRHA Bonds			
Equity			
LIHTC Equity	\$ 16,681,000	\$ 11,278,000	\$ 5,403,000
Other Sources (specify) Working Capital Return	\$ 922,126	\$ 449,334	\$ 472,792
Deferred Developer Fee	\$ 1,090,000	\$ 587,500	\$ 502,500
Total Project Sources Excludes Gap Financing	\$ 41,746,289	\$ 23,548,194	\$ 18,198,095
Gap Financing Source Blueprint Housing Loan	\$ 4,506,559	\$ 966,867	\$ 3,539,692
PBV Assumption	14 Units	7	7
Operating Expenses	\$ 803,369	\$ 382,169	\$ 421,200
NOI	\$ 1,496,488	\$ 729,210	\$ 767,279
Upfront and Ongoing Payments to FCRHA	\$500,000 upfront, then 50% Cash Flow to Blueprint Housing I		
Leverage Metrics (Permanent Secured Financing)			
Loan -To-Value (LTV for all unsecured collateralized loans)	Maximum 87%		
Debt Service Overage Ratio (DCSR; for Must-Pay/Hard Debt)	1.15		

Residential Unit Matrix		
Unit Type - BDRM / BA		Multi-family Units
(add lines as necessary)		# of Units
Unit Type 1 (indicate AMI threshold)	1 BR - 80% AMI	8
Unit Type 2 (indicate AMI threshold)	2 BR - 80% AMI	11
Unit Type 3 (indicate AMI threshold)	3 BR - 80% AMI	6
Unit Type 4 (indicate AMI threshold)	1 BR - 60% AMI	33
Unit Type 5 (indicate AMI threshold)	2 BR - 60% AMI	16
Unit Type 6 (indicate AMI threshold)	3 BR - 60% AMI	8
Unit Type 7 (indicate AMI threshold)	1 BR - 50% AMI	4
Unit Type 8 (indicate AMI threshold)	2 BR - 50% AMI	15
Unit Type 9 (indicate AMI threshold)	3 BR - 50% AMI	5
Unit Type 10 (indicate AMI threshold)	1 BR - 30% AMI	3
Unit Type 11 (indicate AMI threshold)	2 BR - 30% AMI	4
Unit Type 12 (indicate AMI threshold)	3 BR - 30% AMI	7

TAB 4: TRANSMITTAL LETTER

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT



April 14th, 2022

Mary Walker
Contract Analyst, Department of Procurement and Material Management
Fairfax County
12000 Government Center Pkwy
Fairfax, VA 22035

RE: The Franconia Governmental Center

NFP Affordable Housing Corp (“NFP”), SCG Development Partners, LLC (“SCG”), and Good Shepherd Housing (“GSH,”) collectively the “Developers,” are pleased to submit this proposal for the development of the Franconia Governmental Center. Our proposal will provide the community with beautiful, well-designed affordable housing as well as a large non-residential space to help energize the existing Franconia Governmental Center site.

NFP, SCG, and GSH are excited about coming together to collaborate with the FCRHA on converting the current Franconia Governmental Center in to 120 units of affordable housing to advance our shared mission of providing quality affordable housing for the residents of Fairfax County. The principals of NFP, SCG and GSH have long collaborated on numerous affordable housing projects. Rick Edson and Steve Wilson have been working together since the early 2000s, most recently on Silver Creek Senior Living, a recently completed new construction project for seniors located in Kensington, Maryland. NFP has been working with GSH and the FCRHA for the past six years on improving Colchester Town Condominium, located in Lee District.

NFP Affordable Housing Corp. and its principals have developed over 500 units of affordable housing in Fairfax County since 2005. An overriding principle of NFP’s philosophy is to remain selective and disciplined enough so that each project and every aspect of a project can receive hands-on attention by NFP’s executive director and staff.

SCG Development is an award-winning development company with extensive experiencing identifying unique opportunities to acquire land and buildings for the development of affordable rental communities. Leveraging an underwriting process founded in analytical rigor, the principals of SCG Development have been involved in the successful development of more than of more than 100 properties nationwide.

GSH helps end homelessness and enable self-sufficiency by providing affordable housing and emergency financial services to low-income and working families and individuals in Fairfax County. GSH housing is not just "bricks and sticks". Rather, the housing is the kind of housing that gives households a fresh start to a new future. When combined with GSH's strong support services, GSH housing gives them hope by transforming their lives, their neighborhoods, and our community.

The Developers have assembled a strong development team comprised of leaders in multi-family affordable housing design and construction including Soto Architecture & Urban PLLC, Christopher Consultants, Studio39 Landscape Architecture, P.C., Hamel Builders, Inc., Paradigm Management, Bean Kinney & Korman PC, and Klein Hornig LLP. As you will see detailed in our response, our team has significant experience working in Fairfax County and this team has worked together on numerous other affordable housing projects.

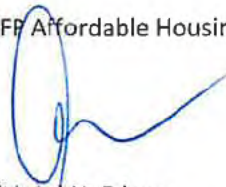
We greatly appreciate the opportunity to submit our qualifications and your consideration of our proposal. By partnering with FCRHA, Fairfax County, and community members, we will leverage the resources necessary to provide a building design and amenities that accomplishes the shared visions of all. It is our goal to provide a development which establishes equitable opportunity and attractive environmental qualities that fit into the existing neighborhood fabric.

The Developers certify that the attached proposal for Franconia Governmental Center is valid for 180 days and if selected, we will negotiate in good faith with Fairfax County.

If you have any questions or require further information, please contact Rick Edson at 240.505.9293 or redson@hcadc.com.

Sincerely,

NFP Affordable Housing Corp.



Richard H. Edson
Executive Director

SCG Development Partners, LLC



Stephen P. Wilson
President

Good Shepherd Housing



David Levine
President/CEO

TAB 5: EXECUTIVE SUMMARY

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 5: EXECUTIVE SUMMARY

Development Team

NFP Affordable Housing Corp, Good Shepherd Housing, and SCG Development Partners, LLC, (the “Developers”) have partnered together in order to support the Fairfax County Redevelopment and Housing Authority (“FCRHA”) to develop the Franconia Governmental Center into affordable housing. The Franconia Governmental Center will consist of 120 units of affordable housing, including 25 units for qualified police, fire, teachers, and medical personnel under the County’s Magnet Housing Program.

The Developers have assembled a diverse group of industry leads with deep experience in the development and design of sustainable, vibrant affordable housing. Our team includes Soto Architecture & Urban PLLC, Christopher Consultants, Hamel Builders, Inc., Studio39 Landscape Architecture, P.C., and Bean Kinney & Korman PC and Klein Hornig LLP. Our development team shares a commitment to leading an inclusive, comprehensive development initiative which will encompass the goals of the community and spark the transformation of this site into an attractive neighborhood.

Development Plan Goals

Our proposal for the Franconia Governmental Center is underpinned by the goals outlined in the RFP. A brief overview of the various goals is provided below:

Affordability. The Franconia Governmental Center will consist of 120 one-, two- and three-bedroom units targeted to individuals and families with incomes between 30-80% AMI. Twenty percent of the units will be made available under the Fairfax County magnet housing program for qualified police, fire, teachers, and medical personnel.

Design. The Franconia Governmental Center’s design creates a strong identity for the property while also maintaining the current quality of the surrounding community. The project is set back from Franconia Rd to allow for a safer and more pleasant pedestrian experience entering the building, while still creating a strong urban street wall. A raised one-way drop-off at the front of the building encourages caution by drivers and allows for the connection to the bus stop and sidewalk along Franconia to be easily accessed by all residents.

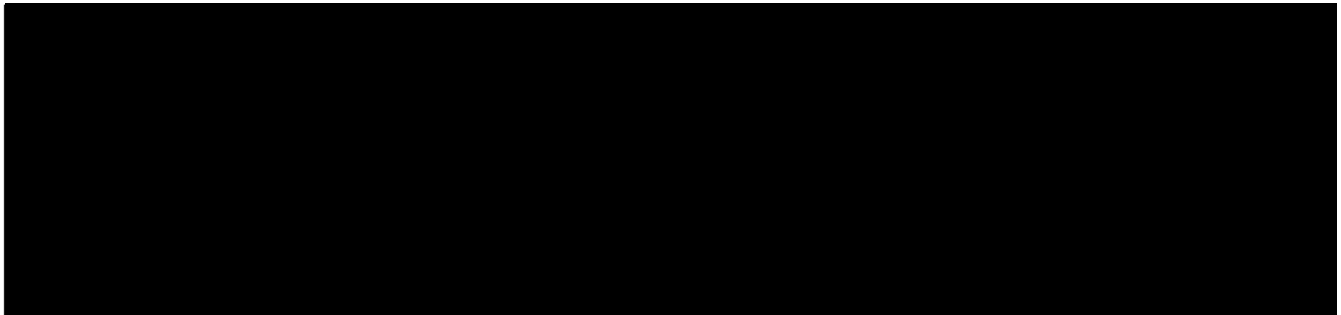
The Franconia Governmental Center will feature amenities including a library, community spaces, a fitness center, an onsite management office and other community-serving uses.

Community Outreach. The Developers have extensive experience working with and involving neighboring residents and community stakeholders in the design and development process. The building and design and conceptual site plan that’s included in our proposal is likely to be modified to incorporate the goals that our government

partners, local community groups, community stakeholders, and local officials desire to achieve. Our proposal includes a comprehensive plan to engage with our neighbors, government partners and local community organizations, groups, and committees.

Transaction Structure/Financing

Our proposal assumes a long-term ground lease from the FCRHA to the project owner. A long-term ground lease allows FCRHA to maintain long-term ownership of the land, receive capitalized lease payments, and enhances the Franconia Governmental Center's ability to obtain 9% LIHTCs from Virginia Housing, which we will use along with tax exempt bonds with 4% LIHTCs in a twinned 9/4 structure. The total development costs are currently projected to be \$51,481,980. The proposed funding sources include:



For greater detail regarding the financial planning of Franconia Governmental Center, please refer to Tab 15: Financial Plan and Transactional Instruments.

Project Schedule

The Developers would begin working to implement this proposal immediately upon being selected. A complete schedule can be found in Tab 9: Project Schedule, but a brief summary has been provided below:

- Selection of Team: April 1, 2022
- Begin Conceptual Design/ Engage with County to Commence Entitlements: February 2023
- Finalize Development Agreement: November 2022
- Complete Entitlements: October 2024
- Submit 9% LIHTC Application: March 2024
- Financial Closing/ Commence Construction: December 2024
- Complete Construction: January 2027
- Fully Lease and Stabilized: September 2027

TAB 6: DEVELOPMENT TEAM OVERVIEW

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 6: DEVELOPMENT TEAM INFORMATION

The Developers have assembled a diverse group of industry leads with deep experience in the development and design of sustainable, vibrant affordable housing. Design will be led by Soto Architecture & Urban PLLC, Christopher Consultants will be civil engineer, Hamel Builders, Inc. will provide construction services, Studio39 Landscape Architecture, P.C. will be the landscape architect, and Bean Kinney & Korman PC and Klein Hornig LLP will provide legal services relating to land use and partnership/finance, respectively. NFP will serve as lead developer with Rick Edson as project manager and Fernando Bonilla-Verdesoto as the project architect. Bios for key project staff members are included below:

Rick Edson, Executive Director, NFP Affordable Housing Corp.

Rick Edson established NFP Affordable Housing Corp., a 501c3 non-profit corporation, in 2017 and through other companies is currently developer/general partner of 1,867 units of tax-credit financed affordable housing in the Washington, DC area. Mr. Edson serves on the advisory board of *Novogradac's Journal of Tax Credits*, has written articles on tax credits for *Affordable Housing Finance* and *Urban Land Magazine*, and has served as co-chair of numerous affordable housing conferences presented by Novogradac & Company LLP. He has served on the Housing Finance Review Committee of the Maryland Department of Housing and Community Development, was a member of the Governor's Housing Policy Commission, and served as a Commissioner of the Housing Opportunities Commission of Montgomery County, Maryland. He is currently a member of the Virginia Housing Development Authority's Northern Virginia Advisory Board and was a member of the California State Treasurer's Housing Finance Advisory Committee. He holds an A.B. from Occidental College, Los Angeles, and an M.B.A. from The Stern School of Business at New York University.

David Levine, President/CEO, Good Shepherd Housing and Family Services, Inc.

As the President/CEO of GSH, Mr. Levine embraces our housing mission and service in the community, working to make affordable housing a reality for low-income families and individuals in our service area. Before joining GSH, Mr. Levine was the Deputy Director of Operations for the Montgomery County Coalition for the Homeless based in Rockville, Maryland. Prior to that, Mr. Levine worked for many years in the financial sector at E*Trade Financial, Fannie Mae, CoreStates Capital Markets and Salomon Smith Barney in New York City.

Mr. Levine served as the co-convenor of Ventures in Community for 2014-16 and as the appointee to the Old Mount Vernon High School Re-utilization Taskforce. He also serves on the South County Leadership Council, the Advisory Council of the Southeast Fairfax Development Corporation, and the board of the Fairfax County-based Alliance for Human Services. Mr. Levine earned his Bachelor's in Economics from the University of

Michigan and his Master's in Economics and Finance from the University of Pennsylvania.

Tracy Leary, Vice President/COO, Good Shepherd Housing and Family Services, Inc.

In September 2021, Ms. Leary joined Good Shepherd Housing as the Vice President and Chief Operating Officer. She is responsible for GSH's housing and case management services, budgeting, financial reporting, and property management.

Ms. Leary has a varied professional background and passion for helping engage and change the world. Before Good Shepherd Housing, Ms. Leary managed LISC VA's Community Development efforts, served as Executive Director of the sports-based youth development organization, Ice Hockey in Harlem, and worked for several nonprofit, community, and social justice organizations. Ms. Leary currently resides in Alexandria. She is a Returned Peace Corps Volunteer (Niger), a graduate of Spelman College (Economics) and Rutgers University (Policy).

Pete Gartlan, Board Member, Good Shepherd Housing and Family Services, Inc.

Pete Gartlan is the former President of Donohoe Development Company, as well as Vice President of The Donohoe Companies, Inc. His responsibilities include the direction of the day-to-day operations of the Development Division. Mr. Gartlan began his career with the Company in 1981 as an estimator for Donohoe Construction, working on a wide range of projects including residential, commercial, hospitality, institutional and Metro facilities. Prior to leading the Development Company, he was President of Donohoe Construction Company. Mr. Gartlan has built or developed thousands of apartments, condominiums, and hotel units, plus millions of square feet of commercial and institutional projects. Through this work, he has developed a keen understanding of all aspects of the real estate development and building fields.

Mr. Gartlan's project experience includes: the Insignia on M (IOM), Washington, DC, a 13-story LEED Silver apartment building at the Navy Yard/Ballpark Metro station providing 324 units, 10,000 sf of retail, three levels of below grade parking, and a public plaza with onsite Metro entrance; and the Bonifant at Silver Spring, Silver Spring, MD, a transit-oriented development at the future Silver Spring Purple Line station, providing 149 units of mixed-income rental housing, as well as retail and public space, in partnership with Montgomery County, Maryland.

Mr. Gartlan holds his bachelor's in Building Construction and his MBA from Virginia Tech University. Mr. Gartlan has also served on boards or advisory boards with the DC Building Industry Association, DC Coalition for the Homeless, Child & Family Network Centers and is a member of the Urban Land Institute.

Stephen Wilson, President/Principal, SCG Development Partners, LLC

A founding member and owner of Stratford Capital Group, Mr. Wilson is primarily involved with the management and oversight of Stratford Capital's property development activities. Prior to forming Stratford Capital, he was a senior member with the Franklin Capital Group where he was primarily responsible for the supervision of development projects. He has a broad development experience managing numerous types of projects that include new construction, moderate and substantial rehabilitation, and adaptive re-use of historic structures. He is a graduate of the University of Richmond with a Bachelor's degree in Finance and holds an MBA from The George Washington University.

Jason Duguay, Senior Vice-President, SCG Development Partners, LLC

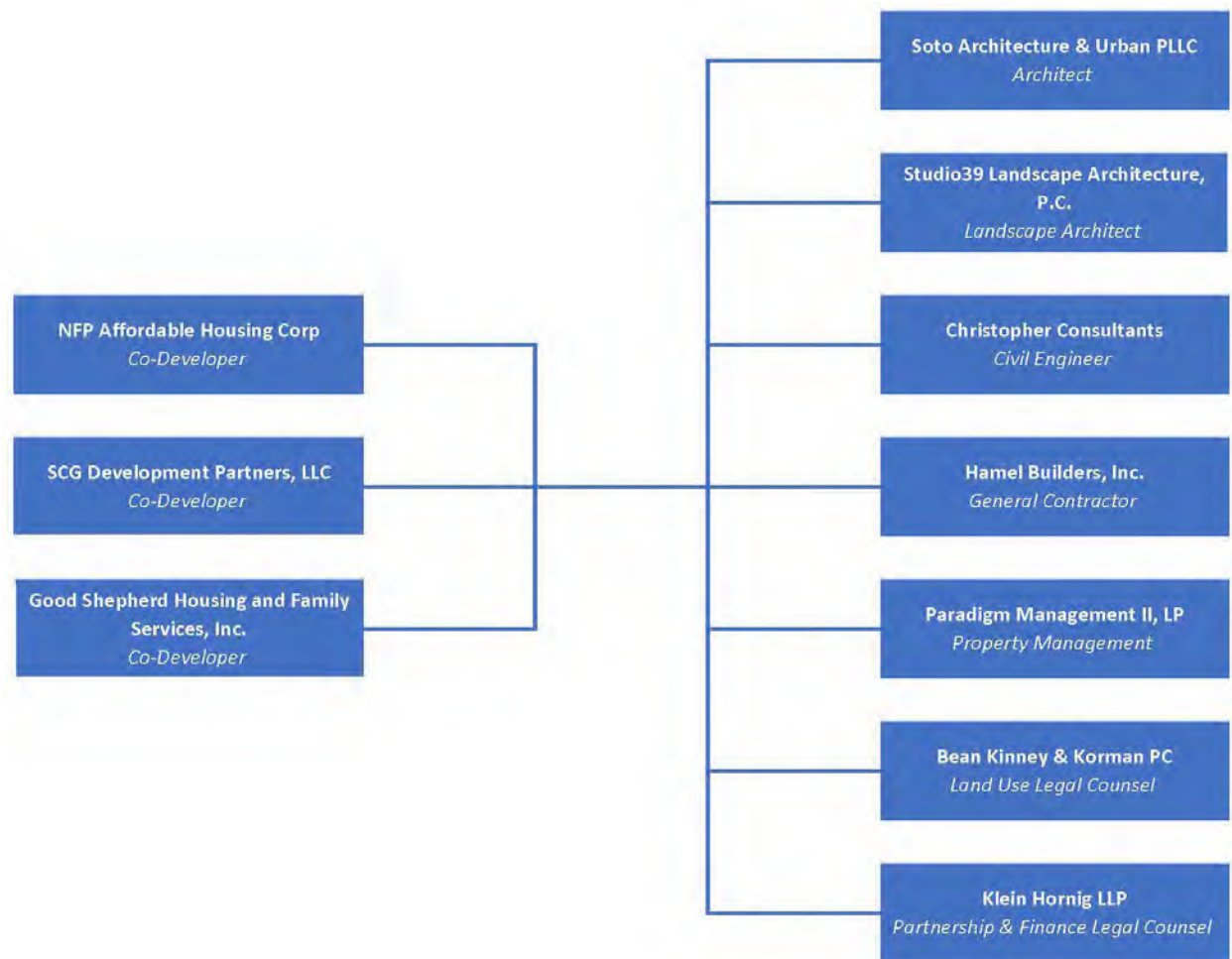
Mr. Duguay is primarily responsible for the acquisition and development of affordable housing investments. He has over 10 years of experience working in the affordable housing industry. During that time, Mr. Duguay has been involved in the acquisition and development of over 50 affordable housing transactions. He received a Bachelor's degree in Finance and Economics from Bentley University.

Cassandra Yochum, Development Analyst, SCG Development Partners, LLC

Ms. Yochum joined SCG Development in 2021 and primarily assists in the analysis and development of projects. Prior to joining SCG Development, she was an Assistant Project Manager for Telesis Corporation, a national affordable housing developer. Preceding her affordable housing experience, she was engaged with several community-oriented organizations. Notably, she worked under several programs for the Center of Urban Studies in Buffalo, NY and as Editor-in-Chief for the Center of Development and Strategy, a think-tank devoted to the research and discussion of sustainability and development. Ms. Yochum holds Bachelor's degrees in Environmental Design and Communication from University at Buffalo.

Additional corporate profiles and resumes for NFP, Good Shepherd Housing, SCG, and Soto Architecture & Urban PLLC ("Soto"), Christopher Consultants, Studio39 Landscape Architecture, P.C ("Studio39"), Hamel Builders, Inc. ("Hamel Builders"), Bean Kinney & Korman PC, and Klein Hornig LLP are included in Exhibit A.

Organizational Chart



Past Performance

The Developers are committed to developing high-quality affordable housing to support healthy, diverse communities.

NFP Affordable Housing Corp. (NFP) was established in 2017 as a 501(c)(3) non-profit affordable housing development company. An overriding principle of NFP’s philosophy is to remain selective and disciplined enough so that each project and every aspect of a deal can receive hands-on attention by NHP’s executive director and staff. This attention to detail reaches into property management, marketing, construction, rehabilitation, tenant relations and lender/investor relations. The goal is not to be the biggest, but to control and guard each property’s performance closely and personally. While this hands-on approach may limit growth, it assures quality and profitability. NFP’s founder and Executive Director has successfully acquired and rehabilitated over 500 units of affordable housing in Fairfax County.

SCG is a proven affordable housing developer in Fairfax County and throughout the country. Leveraging an underwriting process founded in analytical rigor, the principals of SCG

Development have been involved in the successful development of more than 100 properties nationwide.

With respect to the Franconia Government Center, SCG has a proven record of working with municipal governments to deliver on our goal of high-quality affordable housing. A brief overview of SCG company highlights is included below:

Total Projects Acquired/Developed
64 PROPERTIES
5,538 UNITS
\$1,127,000,000 IN TOTAL DEVELOPMENT COST
LOCATED IN 12 DIFFERENT STATES

For more than forty years, GSH has helped end homelessness and enable self-sufficiency by providing affordable housing and emergency financial services to low-income and working families and individuals in Fairfax County. Last year alone GSH helped more than 1.000 working-class households who were living unstably housed or were, in fact, experiencing an episode of homelessness. GSH housing is not just “bricks and sticks”. Rather, the housing is the kind of housing that gives households a fresh start to a new future. When combined with GSH’s strong support services, GSH housing gives them hope by transforming their lives, their neighborhoods, and our community.

A sample of comparable projects from both NFP and SCG is provided below:

Silver Creek Senior Living

Located Kensington, Maryland this development utilized 4% low-income housing tax credits (“LIHTCs”) to build 94 affordable housing units.

DEVELOPMENT TEAM

- Developer – NFP Affordable Housing Corp., SCG Development Partners, LLC, ECO Housing LLC
- Architect – EDG Architects, LLC
- General Contractor – Morgan Keller
- Lender – Wells Fargo, Montgomery County DHCA, Maryland DHCD
- Equity Provider – Hudson Housing Capital, LLC/Capital One Bank



REFERENCE

Edmund Delany, Senior Vice President,
Senior Capital Officer for Community Development Finance
CapitalOne Bank

1600 Capital One Drive, 28th Floor
 McLean, VA 22102
 T: 571.835.7140 x406
 C: 703.283.7409
 F: 571.633.8882
 E: edmund.delany@capitalone.com

A letter of authorization for the above reference is included in Exhibit B.

DESIGN EXCELLENCE

Silver Creek Silver Living is an Energy Star-certified apartment homes project on .65 acres in Kensington, Maryland. The green living design is coupled with an extensive array of amenities including a cyber lounge, fully-amenitized community room, fitness center, and a landscaped courtyard. The property is located in downtown Kensington and has convenient access to three Metro stations and other shopping and dining hubs.

DEVELOPMENT SCOPE

Land Area Acreage/ Square Feet – .65-acres; 28,314 SF
Square Footage of Buildings – 114,380 SF
Parking Spaces & Orientation – 47 spaces, Parking Garage
Construction Type – Midrise

A comprehensive unit matrix, a development cost chart, and project sources chart are provided below:

RESIDENTIAL UNIT MIX		
1 BR	30% AMI	7
1 BR	60% AMI	27
2 BR	30% AMI	4
2 BR	60% AMI	46
2 BR	80% AMI	10
TOTAL		94

DEVELOPMENT COSTS	
Total Project Development Cost	\$33,549,806 or \$356,913/unit
Hard Costs	\$20,654,538 or \$219,729/unit
Soft Costs	\$10,395,268 or \$110,588/unit
Development Fees	\$2,500,000 or \$26,596/unit

SOURCES	
Capital Contributions	\$6,935,663
Freddie TEL	\$13,975,000

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CDA Rental Housing Works Loan	\$2,500,000
Montgomery County HIF Loan	\$8,900,000
CTI/NFP Loan	\$700,000
Deferred Development Fee	\$539,143
TOTAL	\$33,549,806

Residences at Government Center

Located 11851 Monument Drive in Fairfax, VA, this development utilized both 4% and 9% low-income housing tax credits ("LIHTCs") to build 270 affordable housing units.

DEVELOPMENT TEAM

Developer – SCG Development Partners, LLC

Architect – Heffner Architects

General Contractor – Paradigm Construction

Lender – Wells Fargo FHA

Equity Provider – Stratford Capital Group



REFERENCE

Melissa Peters, Director
Wells Fargo Multifamily Capital
7 St Paul St, 5th Floor, Baltimore MD 21202
T: 443.462.2958
E: Melissa.K.Peters@wellsfargo.com

A letter of authorization for the above reference is included in Exhibit B.

DESIGN EXCELLENCE

The Residences at the Government Center is an EarthCraft Home-certified gold apartment homes project on nine acres in beautiful Fairfax, Virginia. The green living design is coupled with an extensive array of amenities including a cyber lounge, fully-amenitized community room, fitness center, landscaped courtyards, playground, and pool. The property is located across from the Fairfax Corner mixed-use development and has easy access to other shopping and dining hubs.

DEVELOPMENT SCOPE

Land Area Acreage/ Square Feet – 8.12-acres; 353,840.93 SF

Square Footage of Buildings – 274,241 SF

Parking Spaces & Orientation – 433 spaces, Parking Garage and Surface Level

Construction Type – Midrise

A comprehensive unit matrix for both the 9% and 4% sections of the deal, a development cost chart, and project sources chart are provided below:

9% RESIDENTIAL UNIT MIX		
STUDIO	50% AMI	9
1BR	50% AMI	23
2BR	50% AMI	19
3BR	50% AMI	3
STUDIO	60% AMI	8
1BR	60% AMI	46
2BR	60% AMI	39
3BR	60% AMI	3
TOTAL		150

4% RESIDENTIAL UNIT MIX		
STUDIO	60% AMI	20
1BR	60% AMI	56
2BR	60% AMI	36
3BR	60% AMI	8
TOTAL		120

DEVELOPMENT COSTS	
Total Project Development Cost	\$59,453,997 or \$220,200/unit
Hard Costs	\$40,875,411 or \$151,390/unit
Soft Costs	\$11,395,434 or \$42,205/unit
Development Fees	\$4,863,000 or \$18,011/unit

SOURCES	
Capital Contributions	\$25,609,000
First Mortgage	\$31,666,700
Deferred Development Fee	\$2,178,297
TOTAL	\$59,453,997

Momentum Apartments

Located at 16011 Redland Road in Rockville, MD, this development utilized, 4% LIHTCs to build 110-units of affordable housing.

DEVELOPMENT TEAM

Developer – SCG Development Partners, LLC
Architect – WDG Architect, PLLC
General Contractor – DAVIS
Lender – CapitalOne Bank
Equity Provider – Stratford Capital Group



REFERENCE

Edmund Delany, Senior Vice President,
Senior Capital Officer for Community Development Finance
CapitalOne Bank
1600 Capital One Drive, 28th Floor
McLean, VA 22102
T: 571.835.7140 x406
C: 703.283.7409
F: 571.633.8882
E: edmund.delany@capitalone.com

A letter of authorization for the above reference is included in Exhibit B.

DESIGN EXCELLENCE

The Momentum Apartment is a LEED Certified building and was awarded the Silver – Multi-Housing News Excellence Award for Best Interior Design. The project is in close proximity to the Shady Grove Metro.

DEVELOPMENT SCOPE

Land Area Acreage/ Square Feet – 0.94-acres
Square Footage of Buildings – 170,432SF
Parking Spaces & Orientation – 145 structured parking spaces
Construction Type – Midrise, wood frame over podium

A comprehensive unit matrix, a development cost chart, and project sources chart are provided below:

4% RESIDENTIAL UNIT MIX		
Studio	60% AMI	2
1BR	50% AMI	6

FRANCONIA GOVERNMENTAL CENTER

1BR	60% AMI	50
2BR	40% AMI	3
2BR	50% AMI	4
2BR	60% AMI	33
3BR	60% AMI	1
1BR	30% AMI [WEINBERG]	3
1BR	30% AMI [SECTION 811]	7
2BR	30% AMI [SECTION 811]	1
TOTAL		110

DEVELOPMENT COSTS	
Total Project Development Cost	\$37,802,520 or \$343,659/unit
Hard Costs	\$24,167,409 or \$219,704
Soft Costs	\$5,602,325 or \$50,930/unit
Development Fees	\$3,704,742 or \$33,659/unit

SOURCES	
Capital Contributions	12,456,000
Freddie TEL	12,900,000
CDA Rental Housing Works Loan	3,000,000
Montgomery County HIF Loan	7,400,000
Weinberg Loan	544,417
Deferred Development Fee	\$1,502,103
TOTAL	\$37,802,520

Three Tree Flats

Located at 3910 Georgia Avenue NW in Washington, DC, this development is a five story, mixed-use building. The building hosts 130-units and 28,000 square feet of commercial space.

DEVELOPMENT TEAM

Developer – SCG Development Partners, LLC

Architect – EDG Architects

General Contractor – Meridian Construction, Bowman Consulting

Lender – Deutsche Bank Berkshire Mortgage Company

Equity Provider – Stratford Capital Group



REFERENCE

Nemo Hannafin, Executive Managing Director

NewMark

7700 Wisconsin Avenue, Bethesda, MD 20814

T: 301.347.4817

C: 301.873.9993

E: nemo.hannafin@nmrk.com

A letter of authorization for the above reference is included in Exhibit B.

DESIGN EXCELLENCE

The Three Tree Flats development is adjacent to a multitude of transit options including the Petworth Metro Stop, and several bus lines. The design also includes a green roof.

DEVELOPMENT SCOPE

Land Area Acreage/ Square Feet – 8.12-acres; 353,840.93 SF

Square Footage of Buildings – 274,241 SF

Parking Spaces & Orientation – 433 spaces, Parking Garage and Surface Level

Construction Type – Midrise

A comprehensive unit matrix, a development cost chart, and project sources chart are provided below:

DEVELOPMENT SCOPE	
Land Area Acreage/ Square Feet	0.69 acres
Square Footage of Buildings	120,000
Parking Spaces & Orientation	120 structured parking

Construction Type	Midrise, Steel and Concrete
-------------------	-----------------------------

RESIDENTIAL UNIT MIX		
Studio	30% AMI	5
Studio	50% AMI	2
Studio	60% AMI	18
1BR	30% AMI	6
1BR	50% AMI	2
1BR	60% AMI	53
2BR	30% AMI	2
2BR	50% AMI	2
2BR	60% AMI	25
3BR	30% AMI	1
3BR	60% AMI	3
Studio	Market	5
1BR Loft	Market	4
2BR Loft	Market	1
3BR Loft	Market	1
TOTAL		130

DEVELOPMENT COSTS	
Total Project Development Cost	\$30,295,506 or \$233,042/unit
Hard Costs	\$19,790,097 or \$152,232/unit
Soft Costs & Acquisition	\$7,443,619 or \$57,259/unit
Development Fees	\$3,061,790 or \$23,552/unit

SOURCES	
Capital Contributions	\$7,028,000
First Mortgage Loan	\$16,695,000
DC3 (DHCD & DMPED)	\$3,755,000
Seller Loan	\$524,824
Deferred Development Fee	\$2,292,682
TOTAL	\$30,295,506

Development Structure

The Developers use a host of methods in order to pave the way for the development of affordable housing. Below we have included the development structure for our comparable properties.

Silver Creek Senior Living

Silver Creek Senior Living was an internally sourced development consisting of 94-units of senior, affordable housing. SCG utilized a complex financing structure utilizing, Montgomery County HIF Loan, CDA Rental Housing Works Loans, and 4% LIHTCs. As part of the deal, we negotiated a fee simple acquisition of the land.

Residences at Government Center

The Residences at Government Center was originally released as an RFP to the public in 2007. As part of the deal, we negotiated a Long-Term Ground Lease with an upfront payment of \$100. Our initial proposal was \$100, final proposal was \$100 as no changes to the terms were made.

In addition to the comprehensive design of the development, SCG also focused on the inclusion of other public benefits including the following:

PUBLIC BENEFITS	TOTAL COST
Conference Center & Cyber Lounge	\$60,000
Bicycle Storage	\$171,227

SCG was able to develop this 270-unit affordable housing development through a complex financing structure utilizing, \$13M in Tax-Exempt Bonds with no other local or county public funds requested.

REQUESTED FUNDS	
Initial Request	\$13M Tax-Exempt Bonds
Final Amounts	\$13M Tax-Exempt Bonds

SCG has proven its resolve and dedication with FCRHA in the successful development and stabilization of the Residences at Government Center I. This development created a model for affordable housing and the use of a public-private partnership structure, not just in Northern Virginia, but throughout the industry. The Project was also chosen by the National Council for Public-Private Partnerships for the 2017 Outstanding Project Innovation Award for its advancement in financing efficient, affordable housing utilizing 9% and 4% Low-Income Tax Credits.

Momentum Apartments

The Momentum Apartments development was an internally sourced transaction. SCG was able to develop 110-units of affordable housing utilizing a complex financing structure of 4% LIHTCs, Montgomery County Housing Initiative Funds ("HIF"), Weinberg Loans, Rental Housing Works Loans and Freddie Loans. As part of the deal, we negotiated a fee simple acquisition of the land.

Three Tree Flats

The Three Tree Flats development an internally sourced transaction where SCG was able to develop 130-units of mixed-income housing. SCG utilized a complex financing structure utilizing, 4% LIHTCs, TE Bonds, a 221(d)4 loan, and additional jurisdictional loans. As part of the deal, we negotiated a fee simple acquisition of the land.

Project Team Workload

The list of projects in the current NFP pipeline is included below:

PROJECT NAME	LOCATION	STATUS
Silver Creek Senior Living	Kensington, MD	Lease Up
The One on 1 Senior Living	Alexandria, VA	Predevelopment
Langston Lane	Washington, DC	Predevelopment

The list of projects in the current SCG pipeline is included below:

PROJECT NAME	LOCATION	STATUS
Frederick Road	Gaithersburg, MD	Closing
South Street	Frederick, MD	Closing
Reedy Creek	Charlotte, NC	Closing
Clemente Belle	Brunswick, GA	Closing
Ovata at Gills Creek	Columbia, SC	Closing
Helena Crocker	Westford, MA	Closing
Presbyterian	Atlanta, GA	Closing
The Madison	Frederick, MD	Closing
Silver Creek Senior Living	Kensington, MD	Lease Up
Port Covington	Baltimore, MD	Construction
Ovation at Arrowbrook	Herndon, VA	Construction
Council Towers	Miami Beach, FL	Construction
Oxford	Fairhaven, MA	Construction
One University	Fairfax, VA	Construction
Parkside Butler I	Mauldin, SC	Construction
Christian Manor	West Palm Beach, FL	Construction
Renaissance	Greenville, SC	Construction
Parkside at Hickory	Charlotte, NC	Construction
Buffalo Forge	Buffalo, NY	Conversion
Castle Creek	Aspen, CO	Conversion
Springhill Apartments	Madison, FL	Conversion
Northside Station	Spartanburg, SC	Conversion



NFP Affordable Housing Corp. (NFP) was established in 2017 as a 501(c)(3) non-profit affordable housing development company. An overriding principle of NFP's philosophy is to remain selective and disciplined enough so that each project and every aspect of a deal can receive hands-on attention by NFP's executive director and staff. This attention to detail reaches into property management, marketing, construction, rehabilitation, tenant relations and lender/investor relations. The goal is not to be the biggest but to closely and personally control and guard each property's performance. While this hands-on approach may limit growth, it assures quality and profitability.

Executive Director

Rick Edson has been responsible for the acquisition, finance and development of over 12,000 units of affordable housing since 1989 and is currently developer/general partner of 1,867 units of tax-credit financed affordable housing in the Washington, DC area. Rick serves on the advisory board of *Novogradac's Journal of Tax Credits*, has written articles on tax credits for *Affordable Housing Finance and Urban Land Magazine*, and has served as co-chair of numerous affordable housing conferences presented by Novogradac & Company LLP. He has served on the Housing Finance Review Committee of the Maryland Department of Housing and Community Development, was a member of the Governor's Housing Policy Commission, and served as a Commissioner of the Housing Opportunities Commission of Montgomery County, Maryland. He is currently a member of the Virginia Housing Development Authority's Northern Virginia Advisory Board and was a member of the California State Treasurer's Housing Finance Advisory Committee. He holds an A.B. from Occidental College, Los Angeles, and an M.B.A. from The Stern School of Business at New York University.



Some of the affordable housing projects that NFP and its executive director, Rick Edson, are currently or have recently been involved with (which demonstrates NFP's managerial capacity to acquire, operate, rehabilitate and develop affordable and mixed-income multifamily rental housing) as co-developer/co-general partner/consultant are as follows:

Creekside Village

Fairfax County, VA
319 units family PBV 110 units

VIDA Senior Housing

Washington, DC
36 units senior

Ft. Washington Manor

Ft. Washington, MD
150 units senior

Hunting Creek Townhomes

Fairfax County, VA
35 units family HAP

Strawbridge Square

Fairfax County, VA
128 units family HAP

Lodge at Marlton

Upper Marlboro, MD
102 units senior

Mt. Vernon House

Alexandria, VA
130 units senior HAP

William Watters House

Sterling, VA
91 units senior HAP

Silver Creek Senior Living

Kensington, MD
94 units senior

Madison House

Leesburg, VA
100 units senior HAP

Mosby Heights

Harrisonburg, VA
112 units family HAP

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Bethesda, Maryland

Nick Surak

Woda Cooper Companies
Indianapolis, Indiana

Nancy Kaur

Enterprise Community Partners
Portland, Oregon

Shirley Ginwright

Ginwright Consulting LLC
Lorton, VA





Good Shepherd Housing and Family Services, Inc. Our Overview

Our Aim: Founded 48 years ago, GSH is committed to preventing and ending homelessness by providing both housing and supportive services to our residents. GSH places families facing homelessness into our housing and maintains this housing at affordable rent levels for them.

For our residents, GSH supports them with case management services, financial assistance, budgeting and credit management programs, and goal-directed individualized counseling to move them to greater self-sufficiency.

GSH began with committed volunteers, a vision of homes as more than bricks and mortar, and a desperate need for housing support in the community. Established in 1974 in a local Mount Vernon, Virginia church, GSH has a history of innovating in the homeless prevention arena.

Paid staff joined the volunteers in 1989 and rapidly expanded the size and scope of the programs. In 2000, GSH launched a strategy of acquiring and preserving affordable rental units.

Today, GSH owns 85 affordable rental units and leases another 28 units for struggling households. With around five units acquired every year, GSH can preserve affordable housing and buffer our clients from steep market-paced rental increases.

Good Shepherd Housing Awards and Recognition

2020/21 "Best of the Best"

Catalogue for Philanthropy (fourth time)

2015 Best Organization of the Year

Mount Vernon-Lee Chamber of Commerce

2013 Excellence in Nonprofit Management Award

Washington Post

2012 Nonprofit of the Year

Fairfax County Chamber of Commerce

Today, as a nonsectarian agency with an 11-person professional staff, \$3+ mln operating budget, and diverse base of revenue, GSH is positioned to advance its mission for many years to come.

Serving 250 households through our homeless prevention and housing programs, 54% are mothers with children and 19% single women. Another 11% are two-parent households with children and 5% fathers with children.

80% of the GSH households are either very low or extremely low income, a higher percentage because of COVID. Residents must have incomes less than 60% of the Area Median Income.

Our Vision: GSH envisions a world where our residents have housing, resources and supports to lead prosperous lives and succeed in their housing. Because of our affordable housing and services, our residents will improve their financial resources, independence, money management skills and secure housing for the long term.

Our Mission: *To reduce homelessness, increase community support, and promote self-sufficiency.*

Our Promise: Our program offerings and services fit within *four pillars*:

- housing stability
- economic mobility
- youth, children and families
- community engagement

Housing Stability...

We help low-income, working families and individuals as well as individuals with fixed incomes to obtain housing that is affordable, by purchasing or leasing housing units and offering them at an affordable rent. GSH accepts tenants that other landlords will not—those with poor credit histories, itinerant rental histories, and limited or very low incomes

Our *Apartments-Budgeting-Counseling (“ABC”) Housing Program* has been our signature housing program since 1983. The program is innovative in that it gives working households at risk of homelessness the opportunity to access affordable housing.

As a “second chance” landlord, GSH will rent to them despite risk factors that prevent them from renting from other landlords. In our ABC Housing Program, we house, on average, 125 families and individuals every year in our 105+ housing units.

Economic Mobility...

GSH seeks to promote financial stability, resilience and self-sufficiency for the families we serve. Our case management services connect adults to supportive services in the community, such as childcare, job training, money management, GED or specialized trainings in cybersecurity or tech-related fields.

Our GSH case management staff provide financial mentoring for families. Residents clean up their credit history, learn new money management skills and gain the financial independence they need to move on to financial success.

Our case managers also work with households to review many other aspects that affect self-sufficiency. Case managers guide the residents in reviewing their goals and creating an action plan to meet these goals. These goals may include areas such as education, training, improved employment, improved health and family connections/community involvement.

In partnership with Capital One Bank and other local service providers, GSH offers a unique and innovative money management program designed to empower our residents. Our financial mentoring programs encourage participants to meet with trained volunteers to discuss money management skills. Lessons learned help our clients to enhance their financial lives and money habits for future financial stability.

Youth, Children and Families...

GSH recognizes that our residents live on a financial knife's edge. Working and earning less than 50% of the AMI, a single unexpected expense can upend their lives. They have little or no financial resources.

Our *Faithful Landlord Assistance Fund* provides financial support when sudden or unexpected expenses or circumstances occur in the lives of our residents. For households on an extremely tight budget, a car repair, medical bill or lost work hours due to illness, can cause a financial strain that continues many months in the future and inhibits progress toward self-sufficiency.

We help ensure that children living in our housing do not miss out on critical after-school and extracurricular enrichment activities simply because their families are low income. Our long-standing *Children's Resources Program* provides our children with school supplies, tutoring, access to summer camps, and music lessons. We also send children to local STEM (Science, Technology, Engineering and Math) programs to encourage their education in science and math.

We understand that the academic success of a child living in our housing often means success for its family in our housing. For that reason, as we look to create greater housing stability in our mission, we know that academic success for the school child is a beneficial way to get there. By raising individual funds for our *Children's Resources Program*, GSH supports the 110+ schoolchildren residing in our affordable housing units.

Community Engagement...

GSH has sponsored regular “listening sessions” with our residents, neighbors and other community residents, focus groups and surveys. We ask what our residents want from GSH. We then tailor our services and housing to best serve the needs of our residents and their families.

Outcomes...

Through its history, GSH has fully embraced the evaluation of our impact and services. We utilize data and evidence-based best practices to drive our programs and service delivery.

We have invested significant resources, including extensive training and support for our professional social worker staff, to ensure our ability to document the impact of our work. We evaluate our progress in the areas of service delivery, housing growth, and organizational financial performance.

- Each year, 90 percent of the households served in our housing will succeed in reaching housing stability in a year.
- About 80 percent of the households served in our housing will reach a level of stable self-sufficiency. Because of our affordable housing and services, these resident households have improved their financial resources, independence and money management skills.

Community Partnerships...

GSH has long-standing community partnerships and leadership positions in many community-based forums in the Lee District of Fairfax County. We provide leadership in these forums shaping human services delivery:

- *Ventures in Community*, a 45-year collaboration of 25 faith-based and local nonprofit organizations in southeastern Fairfax County with a focus on housing and basic needs delivery
- *South County Taskforce for Human Services*, a broad-based collaboration of Fairfax County agencies, local South County providers and advocacy groups with a focus on longer-term institutional responses to service needs
- *Communitiy+*, a collaboration of County agencies, the Fairfax County public schools, and local nonprofit providers with an aim toward community building efforts within our local community.

Plus, the following are partnerships that make our housing and services so successful:

- *The Fairfax-Falls Church Community Partnership*, a coalition of 15 nonprofit community service providers focusing on homeless/near homelessness
- Local financial institutions and foundations sponsoring financial literacy programs (Capital One, Women in Housing and Finance, and E*TRADE)
- Richmond Highway-based Neighborhood Health Clinic and Wegman's sponsoring health and nutrition classes for our residents
- Local Fairfax County-based providers like Britepaths, Family PASS, ShelterHouse, FACETS, Northern Virginia Family Services (NVFS), and New Hope Housing who refer clients to GSH

KEY LEADERSHIP:

David Levine, President/CEO, Good Shepherd Housing and Family Services (GSH)

David Levine works to make affordable housing a reality for low-income working families and individuals in the GSH service area of southeastern Fairfax County, Virginia.

In January 2014, David was named the President/CEO of GSH. Every year, GSH houses and prevents the homelessness of more than 250 households in the Greater Mount Vernon community of Fairfax County. In 2013, GSH was named the winner of the *Washington Post Award for Excellence in Nonprofit Management*, after having successfully competed against 48 regional nonprofit agencies.

Under his tenure as President/CEO, David has advanced the affordable housing mission of GSH. GSH owns and manages 105 scattered-site services-enhanced affordable rental housing units (85 owned/28 leased) in over twenty properties along fifteen miles of Richmond Highway in Fairfax County from Huntington to Lorton.

Through its offering of property management and case management support services, GSH is able to support working low-income families and individuals moving from vulnerability to long-term housing stability.

Before joining GSH, David was the Deputy Director of Operations for the Montgomery County Coalition for the Homeless (MCCH) based in Rockville, Maryland. While at MCCH, David oversaw its Coalition Homes subsidiary. During his tenure, Coalition Homes developed Cordell Place, a 32-unit permanent supportive housing building in Bethesda, Maryland and, in partnership with Shady Grove Adventist Hospital, 15 units of permanent supportive housing units at the Ashmore in Germantown, Maryland for homeless persons exiting the hospital.



David worked for many years in the financial sector at E*Trade Financial, Fannie Mae, CoreStates Capital Markets and Salomon Smith Barney in New York City. David earned his bachelor's in economics from the University of Michigan and his master's in finance and economics from the University of Pennsylvania. David is a 2015 graduate of Leadership Fairfax.

David serves in leadership roles on these boards or steering committees:

- Fairfax County Affordable Housing Advisory Council
- Northern Virginia Affordable Housing Alliance
- Ventures in Community, nonprofit/faith community consortium in southeastern Fairfax County
- South County Leadership Council
- Advisory Council of the Southeast Fairfax Development Corporation,
- Fairfax County-based Alliance for Human Services
- Fairfax County Affordable Housing Preservation Taskforce (previous)
- Fairfax County Manufactured Housing Taskforce (current)

Tracy Leary, Vice President/COO, Good Shepherd Housing and Family Services (GSH)

Tracy Leary oversees the organization's core housing, property management, housing services and case management activities. Tracy provides leadership to staff and builds collaborative relationships with other Fairfax County-based housing providers and agencies. Before joining GSH in September 2021, Tracy worked in nonprofit management, property management, direct residential and support services, and community engagement and organizing.

Among her broad and deep experiences, Tracy was the Executive Director of Ice Hockey in Harlem, a NYC-based youth development nonprofit, a program manager with the Local Initiatives Support Corporation in Richmond, and earlier in her career worked in tenant engagement and services with the Abyssinian Development Corporation in NYC. Tracy holds a bachelor's in economics from Spelman College in Atlanta and her master's in public administration from Rutgers University in New Jersey.



Tracy serves on the following boards and steering committees:

- Interim President, Colchester Towne Homeowners Association, a 200-unit multifamily residential community where GSH owns 50 affordable housing units
- Steering Committee, Lee District Community Center Engagement Taskforce, a new community center to be developed next to our Colchester Towne Community

Aleisha Wilhite, Senior Case Manager, Good Shepherd Housing and Family Services (GSH)

Reporting to the GSH VP/COO, **Aleisha Wilhite**, our Senior Case Manager, helps residents living in our housing to progress to housing stability and complete self-sufficiency. Aleisha works with all residents in developing their Individual Action Plans (“IAPs”) for future stability, offers them counseling, resources and referrals, and assists successful residents in transitioning out of our housing to housing of their own (i.e., without needing GSH).

Aleisha also evaluates residents for one-time emergency financial support through our *Faithful Landlord (FL) Fund* and the *Children’s Resources (CR) Fund*, both of which support the progress of our residents and their families in our housing. Before joining GSH, Aleisha worked in early childhood education and is currently finishing her master’s in social work at the University of Louisville.



Willie Tate, Chair, Good Shepherd Housing and Family Services (GSH) Board of Directors

As a Senior Wealth Lending Advisor, Willie delivers TD Wealth’s full offering of private banking, lending, investment, trust and estate services to high net worth individuals in his market. He also works with its institutional client base in delivering custody, escrow, captive insurance, foreign exchange, 401k and investment management solutions.

Willie joined TD Wealth in 2013 as a Private Client Relationship Manager located in Vienna, VA. He is a graduate of Georgetown University with his bachelor’s degree in Business Administration and currently holds the FINRA Series 6, 7 and 65 registrations. He has furthered his education through the University of Maryland Global Campus where he completed his MBA and Masters in Marketing. Willie is also a 2015 graduate of Leadership Fairfax.

Willie is actively involved in his community and volunteers for several charitable and non-profit organizations, including Leveling The Playing Field, Urban Financial Services Coalition, Alpha Phi Alpha Fraternity, Inc—Zeta Upsilon Lambda Chapter, The Joyce-Gillespie-Harrington Education and Charitable Foundation, Fairfax County Youth Football, National Black MBA Association DC Chapter, J. Franklyn Bourne Bar Association, Toastmasters International, INROADS, and Phillips Academy-Andover.



Kelly Nagel, Member, Good Shepherd Housing and Family Services (GSH) Board of Directors

Kelly is the founder and managing partner of Residy, a multifamily investment management platform, and is responsible for acquisitions and asset management of the venture's investment portfolio. Residy invests in high-quality assets in markets with strong fundamentals and anticipated growth.



Kelly has broad experience in multifamily operations, development, and investments in both publicly traded REITs and privately held firms and has developed and asset managed thousands of apartment units. Before founding Residy, Kelly led development and asset management teams for over \$1.5 billion of multifamily and mixed-use projects throughout the US. Kelly also provided direction and strategic oversight in key functional areas of operations, marketing, long-range planning, and property management for over 5,700 apartments. Kelly has held senior positions at AIMCO Apartment Homes, AvalonBay Communities and Archstone where she led development teams for over \$600 million of multifamily and mixed-use projects.

Kelly has an MBA from the University of North Carolina–Chapel Hill and her bachelor's in Business Administration from Washington and Lee University. She sits on the advisory boards for the UNC Leonard Wood Center for Real Estate Development and the W&L Williams School of Commerce. She has been an active member of the Urban Land Institute since 2009, currently serving as a Global Governing Trustee and chair of the Americas Women's Leadership Initiative.

Pete Gartlan, Member, Good Shepherd Housing and Family Services (GSH) Board of Directors

Pete Gartlan is the former President of Donohoe Development Company, as well as Vice President of The Donohoe Companies, Inc. His responsibilities include the direction of the day-to-day operations of the Development Division. Pete began his career with the Company in 1981 as an estimator for Donohoe Construction, working on a wide range of projects including residential, commercial, hospitality, institutional and Metro facilities. Prior to leading the Development Company, he was President of Donohoe Construction Company. Pete has built or developed thousands of apartments, condominiums and hotel units, plus millions of square feet of commercial and institutional projects. Through this work, he has developed a keen understanding of all aspects of the real estate development and building fields.



Pete's project experience includes: ***The Insignia on M (IOM)***, Washington, DC, a 13-story LEED Silver apartment building at the Navy Yard/Ballpark Metro station providing 324 units, 10,000 sf of retail, three levels of below grade parking, and a public plaza with onsite Metro entrance; and ***The Bonifant at Silver Spring, Silver Spring, MD***, a transit-oriented development at the

future Silver Spring Purple Line station, providing 149 units of mixed-income rental housing, as well as retail and public space, in partnership with Montgomery County, Maryland.

Pete holds his bachelor's in Building Construction and his MBA from Virginia Tech University. Pete has also served on boards or advisory boards with the DC Building Industry Association, DC Coalition for the Homeless, Child & Family Network Centers and is a member of the Urban Land Institute.



GOOD SHEPHERD HOUSING AND FAMILY SERVICES BY THE NUMBERS

120 HOUSEHOLDS HOUSED IN OUR AFFORDABLE
RENTAL HOUSING EVERY YEAR



OVER \$4 MILLION IN COVID-RELATED RENTAL ASSISTANCE
DISTRIBUTED TO OVER 900 FAMILIES SINCE MARCH 2020



MANAGE 100+ AFFORDABLE HOUSING UNITS FOR
WORKING FAMILIES



100+ SCHOOL-AGED CHILDREN SUPPORTED WITH SCHOOL
SUPPLIES, TUTORING AND SUMMER CAMPS EVERY YEAR



GOOD SHEPHERD HOUSING: HOUSING UNITS ACQUIRED 2004-21



FOR MORE THAN 45 YEARS, GSH HAS HELPED END HOMELESSNESS AND ENABLE SELF-SUFFICIENCY BY PROVIDING AFFORDABLE HOUSING AND EMERGENCY FINANCIAL SERVICES TO WORKING FAMILIES AND INDIVIDUALS IN FAIRFAX COUNTY, VIRGINIA.



GOOD SHEPHERD HOUSING AND FAMILY SERVICES BY THE NUMBERS

120 HOUSEHOLDS HOUSED IN OUR SERVICES-ENHANCED AFFORDABLE RENTAL HOUSING EVERY YEAR



SUPPORT WORKING FAMILIES WITH PROGRAMS AND SERVICES WHILE LIVING IN OUR AFFORDABLE HOUSING



90% OF FAMILIES IMPROVE WELL-BEING, RESILIENCY AND HOUSING STABILITY



100+ SCHOOL-AGED CHILDREN SUPPORTED WITH SCHOOL SUPPLIES, TUTORING AND SUMMER CAMPS EVERY YEAR



OVER \$4 MILLION IN COVID-RELATED RENTAL ASSISTANCE DISTRIBUTED TO OVER 900 FAMILIES IN THE COMMUNITY



80% OF FAMILIES REPORT BETTER SELF-SUFFICIENCY AND ACHIEVE THEIR GOALS FROM OUR RESULTS-DRIVEN CASE MANAGEMENT SERVICES



Having my own affordable place to live makes me feel like a great mother. It gave me confidence to branch out and focus on other aspects of my life, like school and activities with my son. It gave me the freedom to focus on life and not stress on a day-to-day basis. I hope that other single moms are able to get the same guidance and resources I have, it's changing our lives for the better.

- Nell



FOR MORE THAN 47 YEARS, GSH HAS HELPED END HOMELESSNESS AND ENABLE SELF-SUFFICIENCY BY PROVIDING AFFORDABLE HOUSING AND EMERGENCY FINANCIAL SERVICES TO WORKING FAMILIES AND INDIVIDUALS IN FAIRFAX COUNTY, VIRGINIA.



FIRM PROFILE

FALL 2021



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01 WHO WE ARE





WHO WE ARE

SCG Development is a privately held real estate development firm focused on creating quality affordable and workforce rental residences. Our portfolio consists of over 60 properties across the country, ranging from high-rise new construction, to adaptive reuse of historic buildings, to the acquisition and rehabilitation of existing apartment communities.



BUILT ON A STRONG FOUNDATION

As real estate professionals first and foremost, SCG Development has extensive experience identifying unique opportunities to acquire land and buildings for the development of affordable rental communities. Leveraging an underwriting process founded in analytical rigor, the principals of SCG Development have been involved in the successful development of more than 60 properties nationwide.

With years of experience working alongside our affiliate, Stratford Capital Group, the SCG Development team has utilized innovative structures to provide much needed affordable housing options, and creative

investment opportunities resulting in strong and stable economic returns for our capital partners. Typical projects include ground-up development, acquisition and rehabilitation of existing apartment communities, and adaptive re-use of historic mixed-use buildings.

Founded in integrity, adaptability, trust and expertise, our goal is to establish mutually rewarding relationships. SCG Development is focused on delivering outstanding service and providing an exceptional value to clients and partners by staying true to our principles.



ADAPTABILITY Throughout the development process, our team acts with speed and flexibility to find creative solutions, which keeps our projects on track.



TRUST We hold ourselves to the highest ethical standards, and focus on maintaining open communication to foster a culture of trust.



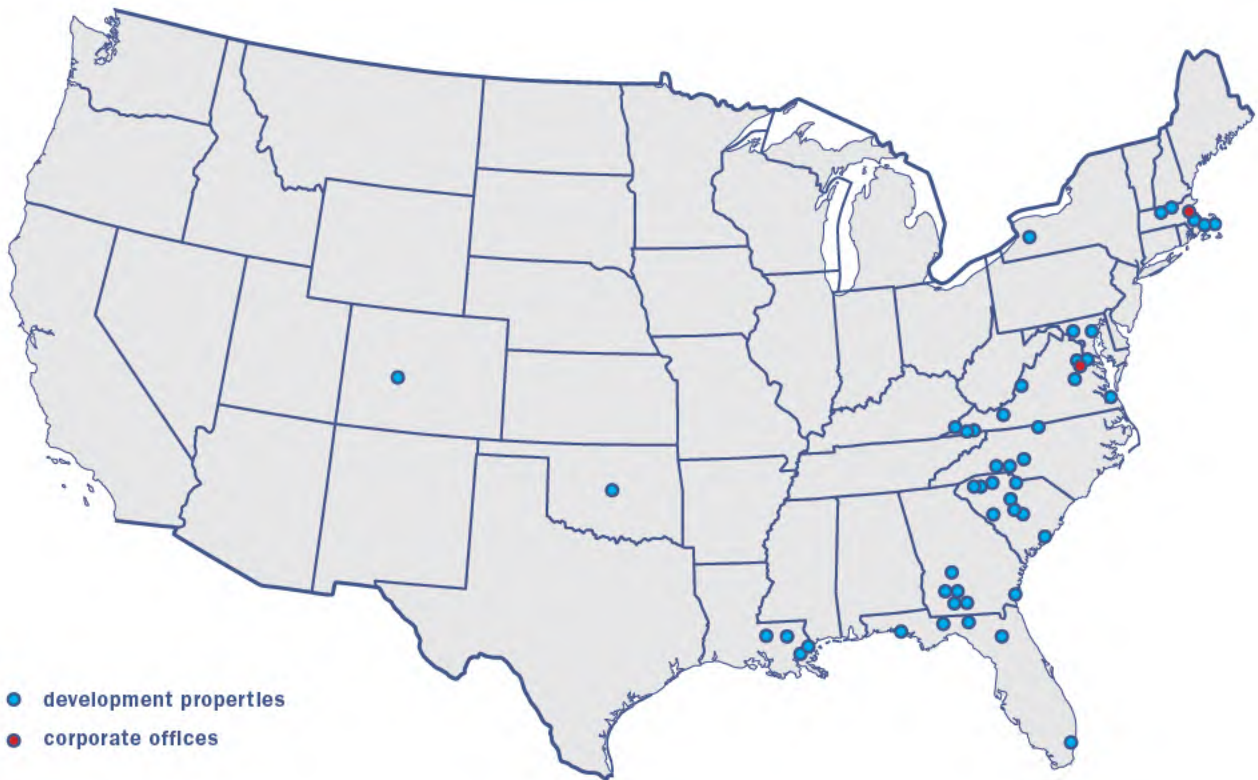
COMMUNITY We are developing more than just buildings. We're creating communities and homes for families to grow and for residents to enjoy.



COLLABORATION Successful projects are highly dependent on the partnerships behind it. That's why we focus on establishing enduring, mutually rewarding relationships with our business partners, financial institutions, industry peers, and local constituents. From start to finish, we are there to ensure that each part of the team is working together and building together.



EXPERTISE The principals at SCG Development have developed a exclusive skill set through the development of more than 40 multifamily properties nationally. Our rigorous analytical process and perpetual commitment to fact-based decision-making, provides unique and creative opportunities in a dynamic organization backed by years of experience.



COMPANY BRIEF

5,896 APARTMENT UNITS

12 STATES

62 PROPERTIES

\$1 BILLION
DEVELOPMENT COST

SPECIALTIES

**NEW
CONSTRUCTION**

ADAPTIVE RE-USE
of historic buildings

**ACQUISITION
REHABILITATION**
of existing apartment
communities

PROPERTY NAME	CITY, STATE	TOTAL UNITS	DEVELOPMENT COST
500 Northside Place	Spartanburg, South Carolina	90	\$17,000,000
1500 Westwood (DBA Cypress Place)	Marrero, Louisiana	132	\$14,093,000
Appian Way Apartments	North Charleston, South Carolina	204	\$15,960,000
Arrington Place Apartments	Columbia, South Carolina	68	\$2,380,000
Ashley House Apartments	Valdosta, Georgia	61	\$9,804,000
Ashton Cove	Kingsland, Georgia	72	\$11,841,000
Ashton Pines Apartments (DBA The Reserve at Sugar Mill)	St. Marys, Georgia	70	\$8,630,000
Aspen Housing	Aspen, Colorado	45	\$26,000,000
The Forge on Broadway	Buffalo, New York	158	\$51,000,000
Cedar Forest Apartments	Covington, Virginia	40	\$3,200,000
Chelmsford Woods Residences	Chelmsford, Massachusetts	115	\$33,351,000
Concord Chase Apartments	Concord, North Carolina	124	\$33,353,000
Council Towers	Miami, Florida	250	\$78,000,000
Cypress Parc Apartments	New Orleans, Louisiana	62	\$13,042,000
Dogwood Trails	Albany, Georgia	64	\$13,476,000
Douglass Village	Douglassville, Georgia	88	\$19,750,000
Elm Drive Senior Apartments	Baton Rouge, Louisiana	60	\$6,344,000
Eureka Heights	Ashburn, Georgia	56	\$8,579,000
Forest Village Apartments	Fredericksburg, Virginia	192	\$11,857,000
Fulton School Residences	Weymouth, Massachusetts	63	\$14,214,000
Gable Oaks Apartments	Columbia, South Carolina	200	\$5,283,000
Georgia Commons Apartments (DBA Three Tree Flats)	Washington, D.C.	130	\$30,296,000
Griffin Heights Apartments	Tallahassee, Florida	100	\$10,294,000
Harbor Landing Apartments	Bristol, Virginia	32	\$1,065,000
Holly Brook Apartments	Edgefield, South Carolina	32	\$1,154,000
HY Bell	Winnfield, Louisiana	60	\$7,732,000
Knowles Manor	Kensington, Maryland	94	\$33,100,000
Lakeside Apartments	Columbia, South Carolina	110	\$8,387,000
Mallard Cove Apartments	Portsmouth, Virginia	160	\$5,948,000
Market Station	Thomasville, Georgia	80	\$15,028,000
Marsh Landing Apartments	Portsmouth, Virginia	250	\$6,911,000
Momentum at Shady Grove	Shady Grove, Maryland	110	\$24,000,000
Ovation at Arrowbrook	Herndon, Virginia	274	\$100,000,000
Oxford School Residences	Fairhaven, Massachusetts	52	\$19,897,000
Page Woodson	Oklahoma City, Oklahoma	128	\$31,444,000
Park Heights Apartments	Baltimore, Maryland	100	\$18,721,000
Parkside at Bethel	Clover, South Carolina	42	\$7,984,000
Parkside at Boulevard	Orangeburg, South Carolina	44	\$8,292,000
Parkside at Drayton	Spartanburg, South Carolina	41	\$7,500,000
Parkside at Hickory Grove	Charlotte, North Carolina	80	\$15,100,000
Parkside at Hudson	Gastonia, North Carolina	80	\$13,748,000
Perrytown Apartments	Perry, Florida	100	\$11,298,000
Pine Meadow	Gainesville, Florida	78	\$9,616,000
Renaissance Place	Greenville, South Carolina	57	\$10,650,000
Residences at Government Center I	Fairfax, Virginia	150	\$34,838,000
Residences at Government Center II	Fairfax, Virginia	120	\$24,616,000
Ridgewood Family Apartments	Radford, Virginia	32	\$2,560,000
Ridgewood Senior Apartments	Radford, Virginia	40	\$3,200,000
Rose Hill Apartments	Rose Hill, Virginia	32	\$2,560,000
Sand Dunes	Panama City Beach, Florida	104	\$12,501,000
School Street Residences	Athol, Massachusetts	50	\$12,378,000
Signature Pointe	Piedmont, South Carolina	198	\$11,654,000

PROPERTY NAME	CITY, STATE	TOTAL UNITS	DEVELOPMENT COST
Simpkins School	Yarmouth, Massachusetts	65	\$15,152,000
Southfork Apartments	Camilla, Georgia	96	\$14,889,000
Springhill	Madison, Florida	76	\$12,700,000
St. James Apartments	Baltimore, Maryland	151	\$25,591,000
Sterling Trace Apartments	Danville, Virginia	48	\$1,491,000
Sycamore Run Apartments	Lancaster, South Carolina	48	\$1,858,000
Tangi Village Apartments	Hammond, Louisiana	96	\$10,790,000
The Coady School Residences	Bourne, Massachusetts	58	\$20,441,000
The Hand Trading Building	Pelham, Georgia	54	\$13,000,000
Thomas Jefferson Apartments	Bristol, Virginia	30	\$2,400,000
		5896	\$1,017,941,000
		TOTAL UNITS	TOTAL COSTS

02 SAMPLE PORTFOLIO



THE RESIDENCES AT GOVERNMENT CENTER

FAIRFAX, VIRGINIA



PROPERTY OVERVIEW

The Residences at the Government Center is an EarthCraft Home-certified gold apartment homes project on nine acres in beautiful Fairfax, Virginia. The green living design is coupled with an extensive array of amenities including a cyber lounge, 24-hour emergency maintenance, fitness center, landscaped courtyards, playground and pool. The property is located across from the Fairfax Corner mixed-use development and has easy access to other shopping and dining hubs.

In 2017, the property received the Outstanding Project Innovation Award by the National Council for Public-Private Partnerships (NCPPP) for its advancement in financing efficient, affordable housing utilizing 9 percent and 4 percent Low-Income Tax Credits.

DETAILS

UNITS

270

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Paradigm Construction

ARCHITECT

Heffner Architects

PROPERTY MANAGER

Paradigm Management

DEVELOPMENT COSTS

\$59,454,000

LIHTC

4% and 9%

HISTORIC TAX CREDITS

No

OVATION AT ARROWBROOK

HERNDON, VIRGINIA (FAIRFAX COUNTY)



PROPERTY OVERVIEW

Ovation at Arrowbrook is a transit-oriented, mixed-use development which will add 274 affordable apartments in the Washington, D.C suburb of Northern Virginia's Fairfax County. The project has included a significant financial investment from the county in the form of local Housing Blueprint funding, project-based vouchers and revenue bonds. The 274 apartments to be constructed will serve as committed affordable housing for households earning between 30 and 60 percent of the area median income. The apartments will include 55 three-bedroom units as well as 15 handicap accessible units. The development will also include green building, universal and sustainable design features and Earthcraft design features. The development will be located less than a mile away from the Innovation Metro Station.



DETAILS

UNITS

274

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Clark Builder's Group

ARCHITECT

DCS Design

PROPERTY MANAGER

Paradigm Management

DEVELOPMENT COSTS

\$100,000,000

LIHTC

4% and 9%

HISTORIC TAX CREDITS

N/A

CHELMSFORD WOODS RESIDENCES

CHELMSFORD, MASSACHUSETTS



PROPERTY OVERVIEW

Voted in the top 100 Best Places to Live in the U.S. by Money Magazine in 2007 and again in 2011, Chelmsford, MA has one of the best school systems in the state. The scenic town provides easy access to Boston, the Atlantic coastline and the White Mountains of New Hampshire. Chelmsford Wood Residences are perfect for families, offering one, two, and three-bedroom apartments. The buildings feature pitched gabled roofs with architectural shingles and many interior features including ranges equipped with exhaust hoods, dishwashers, and walk-in closets, along with central heat and air conditioning. Common areas amenities include a shared clubhouse with community kitchen, lounge, fireplace, and restrooms, a playground, picnic area with barbeque grills, bike racks, and central laundry facilities. CHA's Family Self-Sufficiency Program will have a licensed social worker that will work with each resident and family to advocate services on an as needed basis. Chelmsford Woods Residences are located in a mixed-use suburban close to downtown Chelmsford and downtown Westford.



DETAILS

UNITS

116

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Dellbrook Construction, LLC
Callahan, Inc.

ARCHITECT

ICON Architects

PROPERTY MANAGER

Chelmsford Housing Authority

DEVELOPMENT COSTS

\$33,353,000

LIHTC

9%

HISTORIC TAX CREDITS

No

PAGE WOODSON

OKLAHOMA CITY, OKLAHOMA



PROPERTY OVERVIEW

Page Woodson School was originally constructed in 1910. The school has historic significance and is listed on the National register of Historic Places and as such is renovated in accordance with the United States Department of the Interiors Historic Preservation Standards. The development consists of two components: the adaptive-reuse of the existing 3-story Page Woodson School which will include 60 apartment units and new construction of a 4-story building containing 68 apartments units. The property is 100% affordable. A 700-seat auditorium was renovated and as a community service facility serviced by the local Community Development Corporation. Property amenities include a computer room, and on-site management office, central laundry facility. Security includes intercom/electric entry, key fob access to buildings and security patrol.

In 2018, Page Woodson received the Richard H. Driehaus Foundation National Preservation Award. The award celebrates the best in historic preservation, adaptive reuse and the re-imagining of historic buildings.

DETAILS

UNITS

128

TYPE

Adaptive Re-Use Historic

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Lingo Construction Services

ARCHITECT

Smith Dalia Architects/
 Butzer Architects and Urbanism

PROPERTY MANAGER

Price Edwards & Company

DEVELOPMENT COSTS

\$31,444,000

LIHTC

4%

HISTORIC TAX CREDITS

Yes

ASPEN HOUSE

ASPEN, COLORADO



PROPERTY OVERVIEW

The Aspen Housing Apartments, to include Castle Creek, Park Circle and Main Street, are set in the idyllic background of the Rocky Mountains. The community borders the Marolt Trail to the north, a walking and bike path that provides direct access to lovely Downtown Aspen. The property is close to the Aspen Recreation Center, which has exercise rooms, an indoor swimming pool, meeting rooms for community activities, and other amenities. In an exceptional school district, the location is also close to the Aspen Pedestrian Mall and the renowned Mill St. Place. The one and two-bedroom apartments come with on-site parking and fully equipped kitchens.



DETAILS

UNITS

45

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Shaw

ARCHITECT

David Johnston Architects

PROPERTY MANAGER

Royal American Management

DEVELOPMENT COSTS

\$26,000,000

LIHTC

4%

HISTORIC TAX CREDITS

No

THE FORGE ON BROADWAY

BUFFALO, NEW YORK



PROPERTY OVERVIEW

The Forge at Broadway focuses on healthy living and a vibrant community. Residents may enjoy both an indoor workout facility as well as an outside track and bicycle sharing program. Gardens provide families the unique opportunity to grow their own vegetables. The one, two and three-bedroom apartments are close to the Buffalo Medical Center and Tesla's new Sf solar panel manufacturing facilities. With easy access to Rte 33, both bus and rail stations, and nearby grocery shopping, The Forge will provide both quality and affordable work life balance.



DETAILS

UNITS

158

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Kulbacks Construction

ARCHITECT

Silvestri Architects

PROPERTY MANAGER

Community Realty Management

DEVELOPMENT COSTS

\$51,000,000

LIHTC

4%

HISTORIC TAX CREDITS

No

PARKSIDE AT DRAYTON

SPARTANBURG, SOUTH CAROLINA



PROPERTY OVERVIEW

A 41-unit affordable housing community for seniors, Parkside at Drayton provides comfort and convenience in one location. Residents will have a computer lab, a fitness area and a library, as well as a lovely gazebo, all in a secure environment. The apartment units will offer Energy Star-rated appliances, in addition to having central air-conditioning. The majestic three-story elevator-served residential building will consist of one and two-bedroom apartment units. A wide range of easily accessible retail properties are located along East Main Street, which include grocery stores, pharmacies, banks, big-box retailers, restaurants, and local businesses.

DETAILS

UNITS

41

TYPE

New Construction

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Creative Builders Inc.

ARCHITECT

Steel Group Architects

PROPERTY MANAGER

NHE, Inc.

DEVELOPMENT COSTS

\$7,500,000

LIHTC

9%

HISTORIC TAX CREDITS

No

MOMENTUM AT SHADY GROVE

SHADY GROVE, MARYLAND



PROPERTY OVERVIEW

Steps from the Shady Grove Metro stop, the enviable location makes commuting into Washington, DC easy. Momentum Apartments appealing features offer natural light and a modern feel. The versatile living spaces come in studio, one, two, and three-bedroom apartment units with a two story partially underground parking garage. Community amenities include a fitness center, an outdoor courtyard, on-site storage, a community room, and bike parking. Each unit has central heat and A/C and in-unit washers and dryers. The apartments are a commuter's paradise with a family friendly ambience.



DETAILS

UNITS

110

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Davis

ARCHITECT

WDG Architecture

PROPERTY MANAGER

Residential One

DEVELOPMENT COSTS

\$37,800,000

LIHTC

4%

HISTORIC TAX CREDITS

No

THE HAND TRADING BUILDING

PELHAM, GEORGIA



PROPERTY OVERVIEW

Listed on the National Register for Historic Places, the Hand Trading Company Building, Pelham, GA was the largest department store in South Georgia for many decades. The City of Pelham became an agricultural and commercial stronghold during the early twentieth century, due in a large part to the presence of the towering, retail emporium called the Hand Trading Company. The renovated magnificent Hand Trading building consists of 1, 2, and 3-bedroom units totaling 46 residential units along with retail square footage on the first floor. Providing modern amenities in an elegant setting, the property will be built to Earth Craft Building standards yet maintaining the historic features of the building including the 12-foot ceilings. Built to have an extensive amount of common area and community space, the property has a fitness area, computer lab, arts and crafts room, study room, and several other gathering and community spaces.



DETAILS

UNITS

54

TYPE

Adaptive Re-Use Historic

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

True North Construction Group, Inc.

ARCHITECT

Dunwoody/Beeland Architects

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$13,000,000

LIHTC

9%

HISTORIC TAX CREDITS

Yes

DOGWOOD TRAIL

ALBANY, GEORGIA



PROPERTY OVERVIEW

Dogwood Trail is a 64-unit apartment community built on 6.3 acres of land in Albany, Dougherty County, Georgia. The property includes four two-story garden-style residential buildings containing one, two and three-bedroom apartment units along with a 3,300 square foot community building. The property consists of 61 affordable apartments for residents with incomes at or below 50% and 60% of the area median income. There are two market-rate apartment units and an employee apartment unit. The apartment units feature Energy Star-rated appliances (refrigerators, ovens, dishwashers and microwaves), garbage disposals, washer/dryer hookups and ceiling fans. The community building includes an onsite management office, a Wellness Center and a central laundry facility. The property has a 400 square-foot gazebo and community garden, in addition to ample parking.



DETAILS

UNITS

64

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern, LLC

ARCHITECT

McKean & Associates,
Architects, LLC

PROPERTY MANAGER

Gateway Management Company,
LLC.

DEVELOPMENT COSTS

\$13,476,000

LIHTC

9%

HISTORIC TAX CREDITS

N/A

SIMPKINS SCHOOL RESIDENCES

YARMOUTH, MASSACHUSETTS



PROPERTY OVERVIEW

The Simpkins School Residences is an adaptive reuse of the formally John Simpkins School, and new construction into a senior housing community. Located in the charm of Old Main Street in Yarmouth, Massachusetts, the property that once serve the community's youth is now back serving as a home for the community's elder residents. The development consists of studio, one, and two bedroom homes have been renovated as Energy Star Homes with a completely restored beautiful brick façade.



DETAILS

UNITS

65

TYPE

Adaptive Re-Use Historic

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

JJ Welch/Callahan

ARCHITECT

ICON Architects

PROPERTY MANAGER

Winn Residential Management

DEVELOPMENT COSTS

\$14,680,000

LIHTC

9%

HISTORIC TAX CREDITS

Yes

FULTON SCHOOL RESIDENCES

WEYMOUTH, MASSACHUSETTS



PROPERTY OVERVIEW

The Fulton School Residences is a historic property restored and meticulously renovated into new apartment homes for the senior community in Weymouth, Massachusetts. Formerly the Alice B. Fulton School, the Fulton School Residences are recognized by the Massachusetts Historical Commission as a remaining tribute to three generations of Weymouth families and students who passed through its doors to an early start in their academic journey. The one and two bedroom apartment homes feature brand new fully-equipped kitchen and bathrooms, high thermal efficiency windows, and a high efficiency split heating and air conditioning system. Resident amenities include a central laundry system, dedicated storage unit per apartment, and off-street parking.



DETAILS

UNITS

63

TYPE

Adaptive Re-Use Historic

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Callahan, Inc.

ARCHITECT

ICON Architects

PROPERTY MANAGER

Winn Residential Management

DEVELOPMENT COSTS

\$14,388,000

LIHTC

9%

HISTORIC TAX CREDITS

Yes

PARKSIDE AT BETHEL

CLOVER, SOUTH CAROLINA



PROPERTY OVERVIEW

Close to the metropolitan areas of Charlotte and Gastonia, NC, and Rock Hill, SC and including plenty of on-site parking, Parkside at Bethel Apartments are perfect for commuters looking for affordability without sacrificing opportunities. Family living is made easier with a covered gazebo/picnic area and a children's playground with commercial quality playground equipment. A community building for resident meetings and functions includes a computer lab with computers, printers, scanners, and high-speed internet access. All the apartment units are equipped with EnergyStar refrigerators, dishwashers, microwave, and hot water heaters; electric stoves with exhaust fans and extinguishing systems; central air conditioning; wiring for cable and internet access; washer and dryer hook-ups, and balconies. Close to downtown Clover, residents have easy access all of life's necessities.



DETAILS

UNITS

42

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Creative Builders, Inc.

ARCHITECT

Steel Group Architects

PROPERTY MANAGER

NHE, Inc.

DEVELOPMENT COSTS

\$7,984,000

LIHTC

9%

HISTORIC TAX CREDITS

No

ASHTON COVE

KINGSLAND, GEORGIA



PROPERTY OVERVIEW

Ashton Cove is located in Kingsland, Georgia, the town internationally known for being selected as Oprah Winfrey's Lovetown, USA. Kingsland is a charming small town surrounded by beautiful marshes and creeks. Kingsland is recognized for its diverse economy and business development. It's accessibility to Interstate 95 and proximity to Jacksonville International Airport and Kings Naval Base make Ashton Cove a desirable location to live. Ashton Cove's 1,2 and 3-bedroom apartments are completely renovated including new wood cabinets and flooring; Energy Star-rated appliances; and high efficiency HVAC systems and water heaters. Geared towards community and family, the property has a fun new playground, a covered outdoor pavilion with grills and a recently updated community center



DETAILS

UNITS

72

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern, LLC.

ARCHITECT

Studio 8 Design, LLC.

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$11,841,000

LIHTC

9%

HISTORIC TAX CREDITS

No

COADY SCHOOL

BOURNE, MASSACHUSETTS



PROPERTY OVERVIEW

The Coady School was renovated per the National Park Service Guidelines for Historic Renovation and expanded to the rear to provide 58 units of senior housing and support services. The preserved historic façade will stand as a testament to the Coady name and the original school structure, to provide continued service to the community. The property is an existing Georgian Revival in style; red brick with cast stone and wood details constructed in 1905. Common amenities include central laundry, a community and media room, fitness center and exterior storage. Security includes limited access main entrance with phone/intercom, video surveillance, on-site management and on-site service coordination.



DETAILS

UNITS

58

TYPE

Adaptive Re-Use Historic

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Dellbrook

ARCHITECT

ICON Architects

PROPERTY MANAGER

Winn Residential Management

DEVELOPMENT COSTS

\$20,441,000

LIHTC

9%

HISTORIC TAX CREDITS

Yes

SCHOOL STREET RESIDENCES

ATHOL, MASSACHUSETTS



PROPERTY OVERVIEW

The spacious new apartments at School Street Residences provide the senior community with beautifully restored living spaces on a historic piece of property. The former Athol Junior High School, originally constructed in 1915, is an Athol landmark with a beautiful brick façade only half a mile from the downtown commercial district. The studio, one and two bedroom apartments provide newly renovated fully-equipped kitchens and bathrooms as well as high thermal efficiency windows, high efficiency split heating and air conditioning system. Resident amenities include central laundry facility, a dedicated storage unit per apartment, and off-street parking.



DETAILS

UNITS

50

TYPE

Adaptive Re-Use Historic

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Callahan, Inc.

ARCHITECT

ICON Architects

PROPERTY MANAGER

Winn Residential Management

DEVELOPMENT COSTS

\$14,388,000

LIHTC

9%

HISTORIC TAX CREDITS

Yes

THREE TREE FLATS

WASHINGTON, DC



PROPERTY OVERVIEW

Three Tree Flats, formerly known as Georgia Commons, are affordable family apartment homes located in our nation's capital. Just steps from the Metro station, the property offers a beautiful city view of Washington, DC. The studio, one, two, and three bedroom apartments are furnished with stainless steel appliances, track lighting, ceramic tile baths, brushed nickel finishes and a washer and dryer unit. Amenities include a green roof top deck, community clubroom and fitness facility to provide residents with an urban retreat.



DETAILS

UNITS

130

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Meridian Construction Co.

ARCHITECT

EDG Architects LLC

PROPERTY MANAGER

Equity Management Inc.

DEVELOPMENT COSTS

\$30,296,000

LIHTC

4%

HISTORIC TAX CREDITS

No

SOUTHFORK APARTMENTS

CAMILLA, GEORGIA



PROPERTY OVERVIEW

Southfork Apartments is located in Camilla, Georgia in the southwest region of Georgia in Mitchell County. Southfork consists of 12 buildings with 96 units including a clubhouse, playground, basketball court and picnic pavilion. The property was rehabilitated using Low Income Housing Tax Credits. It is located on a 15 acre site abutting undeveloped wooded land and offers good visibility and access to US HWY 19.



DETAILS

UNITS

96

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern LLC

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$15,900,000

LIHTC

9%

HISTORIC TAX CREDITS

No

THE RESERVE AT SUGAR MILL

ST. MARYS, GEORGIA



PROPERTY OVERVIEW

The Reserve at Sugar Mill, formerly known as Ashton Pines, is a rehabilitated affordable apartment home for families of St. Mary's, Georgia. St. Mary's in Camden County is home to the Navy submarine base, Cumberland Island, and National Seashore Park. With a fresh new exterior and renovated interiors, and added landscaping, this beautiful property. was transformed. The two and three bedroom apartment homes have been updated with exceptional designer finishes and gourmet kitchens with black GE Energy Star appliances and faux hardwood floors, in addition to full-size washers and dryers. Resident amenities include a community clubhouse, playground and splash-pad for the kids, and a



picnic pavilion complete with gas grills. The clubhouse includes spaces for a community room, computer business center and library, and a fully-equipped fitness facility.

DETAILS

UNITS

70

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern LLC

ARCHITECT

IPG Inc.

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$8,691,000

LIHTC

9%

HISTORIC TAX CREDITS

No



PARKSIDE AT BOULEVARD

ORANGEBURG, SOUTH CAROLINA



PROPERTY OVERVIEW

Parkside at Boulevard is located on a 7.13 acre wooded site in Orangeburg, SC. The property has 44 newly constructed apartment units in six (6) two-story townhouse style structures; and a standalone clubhouse, which includes a community area, business center and picnic area. A free-standing leasing office features two covered front porches, a rear patio, handicapped accessible restrooms and laundry facility. Security entails perimeter fencing and video surveillance.



DETAILS

UNITS

44

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

CBI

ARCHITECT

PDI Architecture LLC

PROPERTY MANAGER

NHE

DEVELOPMENT COSTS

\$8,423,000

LIHTC

9%

HISTORIC TAX CREDITS

No

ASHLEY HOUSE APARTMENTS

VALDOSTA, GEORGIA



PROPERTY OVERVIEW

Ashley House Apartments is a historic property in Valdosta, Georgia rehabilitated into affordable housing for the senior community. Located in Valdosta's Historic Downtown District, the building originally opened in 1925 as the Daniel Ashley Hotel and today is listed on the National Historic Register with its unique Neo-Classical architecture by Daugherty and Gardner. The property, which offers studio, one, and two bedroom apartment units, provides convenient access to ground-floor retail and nearby retail and commercial spots. Resident amenities include a business center and computer lab, a community room, off-street parking, and number of resident services such as educational programs and social activities.



DETAILS

UNITS

61

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Great Southern LLC

ARCHITECT

IPG Inc.

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$9,814,000

LIHTC

9%

HISTORIC TAX CREDITS

Yes

EUREKA HEIGHTS

ASHBURN, GEORGIA



PROPERTY OVERVIEW

Eureka Heights offers beautiful and spacious apartment homes in Ashburn, Georgia, home of the Fire Ant Festival. Resident amenities include a community clubhouse, playground splash pad, picnic pavilion, and relaxing walking trail. The clubhouse offers space for community meetings, a computer-equipped business center, a fitness facility, and a covered outdoor porch overlooking the playground. The apartments are fully equipped with energy-efficient appliances including washers and dryers for a range of one, two, three, and four bedroom apartments.



DETAILS

UNITS

56

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern LLC

ARCHITECT

Dunwoody/Beeland Architects

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$8,779,000

LIHTC

9%

HISTORIC TAX CREDITS

No

APPIAN WAY APARTMENTS

NORTH CHARLESTON, SOUTH CAROLINA



PROPERTY OVERVIEW

Appian Way is one of North Charleston's newest affordable living communities, offering a great residential environment and excellent amenities for residents. The property is in close proximity to Charleston Naval Complex, I-26, and I-526, as well as shopping, dining, and entertainment hubs. Available one, two, and three bedroom apartments are complete with fully equipped kitchens, walk-in closets, washer/dryer connections, and more.



DETAILS

UNITS

204

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Stredvey Construction Company

ARCHITECT

Miller Player & Associates
Architects and Planners LTD

PROPERTY MANAGER

AMCS Inc.

DEVELOPMENT COSTS

\$16,074,000

LIHTC

4%

HISTORIC TAX CREDITS

No

KNOWLES MANOR

KENSINGTON, MARYLAND



PROPERTY OVERVIEW

Knowles Manor Senior Housing will consist of 94 one- and two-bedroom, affordable yet market-rate quality units for seniors age sixty-two and over. The property is centrally located at 3906 Knowles Avenue in Kensington, Maryland with easy access to nearby amenities and mass transportation. All units are income-restricted with rents that are affordable to tenants earning from 30% to 80% of the Area Median Income. Construction is underway and lease-up is expected to begin in the fourth quarter of 2021.



DETAILS

UNITS

94

TYPE

Multifamily Affordable

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Morgan Keller

ARCHITECT

EDG Architects

PROPERTY MANAGER

Residential One

DEVELOPMENT COSTS

\$33,100,000

LIHTC

4%

HISTORIC TAX CREDITS

N/A

COUNCIL TOWERS NORTH AND SOUTH

NEW ORLEANS, LOUISIANA



PROPERTY OVERVIEW

Council Towers consists of 250 1-bedroom senior living apartment units in two identical 12-story towers located on Collins Avenue in Miami Beach, FL. The towers were originally constructed in 1979 and have been owned and managed by EHD OC since 1983. Both towers will undergo significant renovations as part of this transaction.



DETAILS

UNITS

250

TYPE

Acquisition/Rehabilitaion

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Morrissey Construction

ARCHITECT

The Hecky Group

PROPERTY MANAGER

Elderly Housing Development
and Operations Corporation

DEVELOPMENT COSTS

\$78,000,000

LIHTC

4%

HISTORIC TAX CREDITS

N/A

CYPRESS PARC APARTMENTS

NEW ORLEANS, LOUISIANA



PROPERTY OVERVIEW

Cypress Parc Apartments is a family affordable housing community comprised of 16 buildings in New Orleans, Louisiana. The one, two, and three bedroom apartment homes offer a fully equipped kitchen, in-unit wash and dryers, walk-in closets, central air and heating, as well as a private patio or balcony. Resident amenities include garage parking, a community clubhouse, a business and computer center, a fitness facility, a children's playground, and two covered pavilions.



DETAILS

UNITS

62

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

River Bend Building Services

ARCHITECT

Dyke Nelson Architecture LLC

PROPERTY MANAGER

Latter and Blum

DEVELOPMENT COSTS

\$12,425,000

LIHTC

9%

HISTORIC TAX CREDITS

No

DOUGLASS VILLAGE

DOUGLASVILLE, GEORGIA



PROPERTY OVERVIEW

Douglass Village Apartments are for those who are looking for both convenience and amenities. The community is located near the downtown historic district of Douglasville, GA. It's just minutes from the Arbor Place Mall, and a short distance to Atlanta. The community is enhanced by lovely landscaping, on-site parking and a playground. Adjoining the community is Jesse Davis Park with a swimming pool, basketball court and a picnic area. The location allows for easy access to major highways such as I-20, I-285, and I-75/85 Connector. The complex offers spacious two, three and four-bedroom homes, each featuring a private patio, laundry room, central heating and air conditioning, and energy efficient GE appliances.



DETAILS

UNITS

88

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern

ARCHITECT

Studio 8

PROPERTY MANAGER

Integrity Management Company, LLC

DEVELOPMENT COSTS

\$20,000,000

LIHTC

4%

HISTORIC TAX CREDITS

No

CYPRESS PLACE APARTMENTS

MARRERO, LOUISIANA



PROPERTY OVERVIEW

Cypress Place Apartments is an affordable family community located in Marrero, Louisiana. The property offers resident amenities such as a community meeting room, covered porch area, picnic tables, and a playground dispersed around a charming wooden walkway through community green space. These one and two bedroom apartment homes, located right outside of New Orleans, are less than a mile from the beautiful Jean Lafitte National Historical Park and Preserve.



DETAILS

UNITS

132

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern LLC

ARCHITECT

IPG Inc.

PROPERTY MANAGER

Triumph Housing Management

DEVELOPMENT COSTS

\$13,902,000

LIHTC

9%

HISTORIC TAX CREDITS

No

PARKSIDE AT HUDSON

GASTONIA, NORTH CAROLINA



PROPERTY OVERVIEW

Located in scenic Gastonia, NC, Parkside at Hudson will offer common amenities often found in more expensive luxury complexes. Some of these amenities will include on-site management, laundry facilities, a clubhouse, a community room, a computer room, a playground, a picnic/BBQ area and a gazebo. Each unit will come equipped with many conveniences such as central air conditioning, a patio/balcony, exterior storage closet, refrigerator with icemaker, stove/oven and dishwasher. Additionally, the one- and two-bedroom units will have a walk-in closet, and the three-bedroom units will have a coat closet. Parkside at Hudson not only has all these comforts but is also, located in a terrific place to raise a family. Gastonia is a three-time All American City and recipient of a U.S. Conference of Mayors City Livability Award. The city's slogan describes it well: Great Place. Great People. Great Promise.



DETAILS

UNITS

80

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Creative Builders, Inc.

ARCHITECT

Steele Group Architects

PROPERTY MANAGER

NHE

DEVELOPMENT COSTS

\$13,748,000

LIHTC

9%

HISTORIC TAX CREDITS

No

PARKSIDE AT HICKORY GROVE

CHARLOTTE, NORTH CAROLINA



PROPERTY OVERVIEW

Parkside at Hickory Grove is located east of downtown Charlotte, NC in a residential area with a mix of single family detached and market rate multifamily developments. Upon completion, Parkside at Hickory Grove will include 80 newly constructed multifamily units that will serve residents earning 30%, 50%, 60% and 80% area median income. The project will include 1, 2 and 3 bedroom units for families. Construction is scheduled to be complete in September 2021. Leasing will begin in July 2021.

DETAILS

UNITS

80

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Creative Builders, Inc.

ARCHITECT

Steele Group Architects

PROPERTY MANAGER

NHE

DEVELOPMENT COSTS

\$15,100,000

LIHTC

9%

HISTORIC TAX CREDITS

No

500 NORTHSIDE STATION

SPARTANBURG, NORTH CAROLINA



PROPERTY OVERVIEW

500 Northside Station will serve as a gateway development to the Northside neighborhood in Spartanburg, SC. As an integral part of the Northside Revitalization Plan the mixed income development will serve families earning a variety of incomes ranging from 30% of area median income to market rate. The family property will consist of 90 new constructed one, two, and three-bedroom multifamily apartment homes. In partnership with Northside Development Corporation, Spartanburg Housing Authority, and the City of Spartanburg the project began construction in May of 2020. The property is scheduled to complete construction in May of 2021. Leasing will begin February of 2021.

DETAILS

UNITS

90

TYPE

New Construction

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Creative Builders, Inc.

ARCHITECT

JHP Architecture

PROPERTY MANAGER

NHE, Inc

DEVELOPMENT COSTS

\$17,000,000

LIHTC

4%

OTHER TAX CREDITS

South Carolina Textile Mill Credits

RENAISSANCE PLACE

GREENVILLE, SOUTH CAROLINA



PROPERTY OVERVIEW

Renaissance Place is part of a planned development that will share common outdoor recreation space with market rate cottage homes in Greenville, SC. The City of Greenville is a rapidly growing, listed as one of the top 10 fastest growing cities east of the Mississippi River. Upon completion, Renaissance place will include 57 newly constructed multifamily units that will serve residents earning 50% and 60% of the area median income. The project will be restricted to individuals ages 55 years and older. The property will include a mix of one and two bedroom units. The property is scheduled to complete construction in early June 2021. Leasing will begin March 2021.

DETAILS

UNITS

57

TYPE

New Construction

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Creative Builders, Inc.

ARCHITECT

Steele Group Architects

PROPERTY MANAGER

NHE, Inc.

DEVELOPMENT COSTS

\$10,650,000

LIHTC

9%

HISTORIC TAX CREDITS

No

LAKESIDE APARTMENTS

COLUMBIA, SOUTH CAROLINA



PROPERTY OVERVIEW

Lakeside Apartments is a rehabilitated affordable housing property for the senior community in Columbia, South Carolina. The spacious one and two bedroom apartment homes overlook the serene community lake, neighboring the beautiful Harbison State Forest. With convenient access to Highway 76, the location is perfect for a commuter and offers easy access to the local Wal-Mart, Best Buy, and various other shopping venues with the Columbiana Centre shopping mall less than a mile away.



DETAILS

UNITS

110

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

CBI

ARCHITECT

PDI Architecture LLC

PROPERTY MANAGER

NHE

DEVELOPMENT COSTS

\$8,204,000

LIHTC

9%

HISTORIC TAX CREDITS

No

PARK HEIGHTS APARTMENTS

BALTIMORE, MARYLAND



PROPERTY OVERVIEW

Renovated inside and out, Park Heights Apartments provides subsidized high quality affordable senior living in the attractive Park Heights residential neighborhood of Northwest Baltimore. The spacious apartments, run by an experienced management team, are in a secure building with community amenities. The warm and inviting clubroom is perfect for resident functions and mingling with the neighbors. Pimlico Race Course, most famous as the host of the Preakness Stakes, is located about a mile to the southeast along Northern Parkway. Residents have easy access to public transportation on Park Heights Avenue and many public services near-by.



DETAILS

UNITS

100

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Meridian Construction Co.

ARCHITECT

EDG Architects, LLC.

PROPERTY MANAGER

Maryland Management Company

DEVELOPMENT COSTS

\$18,721,000

LIHTC

4%

HISTORIC TAX CREDITS

No

ST. JAMES TERRACE

BALTIMORE, MARYLAND



PROPERTY OVERVIEW

St. James Terrace is an affordable apartment complex for the senior community in Baltimore, Maryland. With beautiful arches, dramatic picture windows, and original masonry, the charming Renaissance Revival-style property is at the heart of a the thriving Market Center Historic District. The location is only short walk from the Hippodrome Theatre, the Walters Art Gallery, and dozens of other museums, restaurants, and theaters. The homes, listed on the National Historic Register, offer resident amenities such as on-site parking and a fitness facility, as well as convenient access to ground-floor retail.



DETAILS

UNITS

151

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Hamel Builders Inc.

ARCHITECT

EDG Architects LLC

PROPERTY MANAGER

Community Realty
Management Inc.

DEVELOPMENT COSTS

\$24,285,000

LIHTC

4%

HISTORIC TAX CREDITS

No

ELM DRIVE SENIOR APARTMENTS

BATON ROUGE, LOUISIANA



PROPERTY OVERVIEW

Elm Drive Apartments is an affordable housing property for the senior community in Baton Rouge, Louisiana. The one bedroom apartment homes offer amenities such as a balcony or patio and central air system. Resident amenities include an on-site beauty salon, community room, community kitchen, central laundry space, and off-street parking. The property, with access to two bus routes, is in close proximity to a number of employment centers and locational amenities, such as a grocery store, pharmacy, other residential homes and community church.



DETAILS

UNITS

60

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Senior

GENERAL CONTRACTOR

Great Southern LLC

ARCHITECT

Dyke Nelson Architecture LLC

PROPERTY MANAGER

Triumph Housing Management

DEVELOPMENT COSTS

\$6,568,000

LIHTC

4%

HISTORIC TAX CREDITS

No

TANGI VILLAGE APARTMENTS

HAMMOND, LOUISIANA



PROPERTY OVERVIEW

Tangi Village apartments are newly rehabilitated affordable housing homes for the families of Hammond, Louisiana. Resident amenities include on-site leasing and management office, off-street parking, a community room and kitchen, larger covered porch, and playground for the kids. The one, two, and three bedroom apartment homes offer private patios, central heating and air, as well as new carpeting and blinds. Tangi Village is conveniently located a couple miles from large-scale retail stores such as a Walmart Supercenter Grocery and Pharmacy, as well as around three miles or less from each of the local area schools.



DETAILS

UNITS

96

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Great Southern LLC

ARCHITECT

Dyke Nelson Architecture LLC

PROPERTY MANAGER

Triumph Housing Management

DEVELOPMENT COSTS

\$11,307,000

LIHTC

4%

HISTORIC TAX CREDITS

No

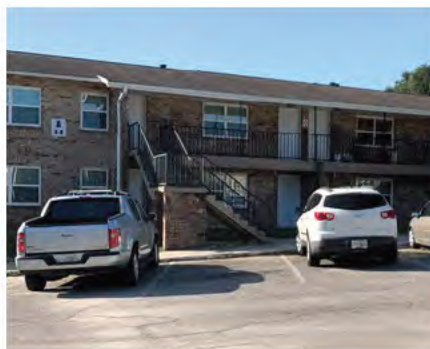
SPRINGHILL APARTMENTS

MADISON, FLORIDA



PROPERTY OVERVIEW

Springhill Apartments is located in Madison County, Florida. Originally constructed in 1972, the property is undergoing an extensive renovation funded with low-income housing tax credit equity and HUD 221(d)4 debt financing, as well as SAIL funds from the Florida Housing Finance Corporation. The property benefits from a long-term project-based rental subsidy and all units are now restricted at or below 60% of the area median income. Upon completion of the renovation, the property will feature such amenities as a computer room, full service on-site management, a car care center, playground, laundry facility and a police substation.



DETAILS

UNITS

76

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Ironwood Rehab Contractors,
LLC

ARCHITECT

PDI Architecture, LLC.

PROPERTY MANAGER

AMCS, Inc.

DEVELOPMENT COSTS

\$12,700,000

LIHTC

4%

HISTORIC TAX CREDITS

No

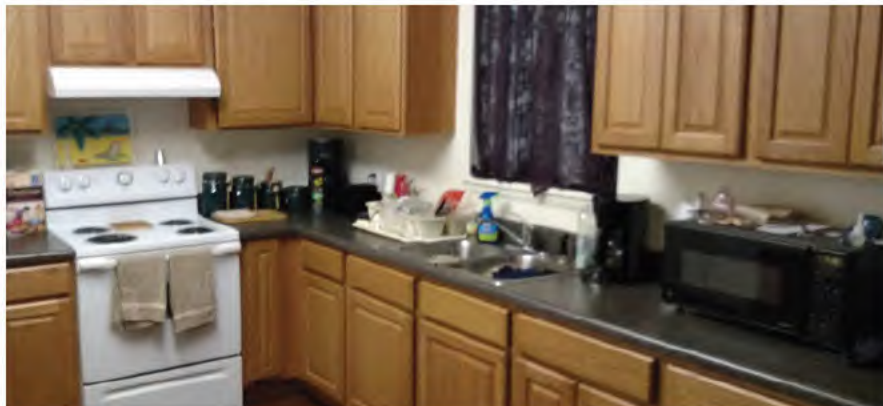
PINE MEADOW APARTMENTS

GAINESVILLE, FLORIDA



PROPERTY OVERVIEW

Pine Meadows Apartments are rehabilitated one, two, and three bedroom affordable apartment homes in Gainesville, Florida. Conveniently located just west of the Oaks Mall, the property is located just off I-75 with access to several employment centers and nearby commercial developments including banks, grocery stores, restaurants, and retail centers. Apartments are equipped with new Energy Star rated appliances, as well as new sinks, cabinets, and countertops. Resident amenities include a community clubhouse for special events, central laundry center, picnic shelter, volleyball court, and a playground for children.



DETAILS

UNITS

78

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Royal American Construction

PROPERTY MANAGER

Royal American Management

DEVELOPMENT COSTS

\$9,118,000

LIHTC

4%

HISTORIC TAX CREDITS

No

GRIFFIN HEIGHTS

TALLAHASSEE, FLORIDA



PROPERTY OVERVIEW

Griffin Heights Apartments are newly constructed affordable housing units for families in Tallahassee, Florida. Apartment homes offer open and spacious dining area, in-unit washer and dryer, and central heating and air along with double pane windows and energy-efficient water heaters. Resident amenities include a children's playground, covered picnic area, community business center, conference and meeting space, and a central laundry facility.



DETAILS

UNITS

100

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Ironwood Rehab Contractors

ARCHITECT

PDI Architecture LLC

PROPERTY MANAGER

AMCS Inc.

DEVELOPMENT COSTS

\$10,300,000

LIHTC

4%

HISTORIC TAX CREDITS

No

SAND DUNES APARTMENTS

PANAMA CITY BEACH, FLORIDA



PROPERTY OVERVIEW

Sand Dunes Apartments is a family affordable apartment community currently under a Section 8 contract. The property was originally constructed in 1983 and rehabilitated in 2012. It has 104 garden style apartments. Amenities include playground, laundry, clubhouse and is close to public transit.



DETAILS

UNITS

100

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Ironwood Rehab Contractors

ARCHITECT

PDI Architecture LLC

PROPERTY MANAGER

Royal American Management

DEVELOPMENT COSTS

\$10,300,000

LIHTC

4%

HISTORIC TAX CREDITS

No

PERRYTOWN APARTMENTS

PERRY, FLORIDA



PROPERTY OVERVIEW

In the Big Bend region, roughly between Tallahassee and Gainesville, the small town of Perry offers a plethora of activities such as fishing, camping, hiking and boating. The nearby Econfina River and Forest Capital Museum State Parks bring easy access to outdoor fun. Each October, the Florida Forest Festival regals residents and visitors with a lumberjack show, steam engine displays, arts and crafts, and demonstrations of cane grinding, butter churning, blacksmithing, soap making, along with the World's Largest Free Fish Fry. Recently renovated, Perrytown Apartments include new kitchen cabinets, countertops, and appliances, updated bathrooms and new HVAC systems. Perrytown Apartments provide comfortable living and amenities without giving up the small-town feel.



DETAILS

UNITS

100

TYPE

Acquisition Rehabilitation

OCCUPANCY TYPE

Family

GENERAL CONTRACTOR

Ironwood Rehab Contractors

ARCHITECT

PDI Architecture, LLC.

PROPERTY MANAGER

AMCS, Inc.

DEVELOPMENT COSTS

\$11,298,000

LIHTC

4%

HISTORIC TAX CREDITS

No

03 TEAM



KEY TEAM MEMBERS



STEPHEN P. WILSON

President/Principal

spw@scgdevelopment.com

A founding member and owner of Stratford Capital Group, Mr. Wilson is primarily involved with the management and oversight of Stratford Capital's property development activities. Prior to forming Stratford Capital, he was a senior member with the Franklin Capital Group where he was primarily responsible for the supervision of development projects. He has a broad development experience managing numerous types of projects that include new construction, moderate and substantial rehabilitation and adaptive re-use of historic structures. Prior to joining Franklin Capital Group in 1997, he served as president of Dulles Real Estate Corporation, a private Washington, D.C. area firm that specialized in commercial real estate and provided general advisory services to its clients, including project feasibility analysis, financing, budgetary review, marketing, development management and leasing and sales. He is an appointed Board Member of the Loudoun County Housing Advisory Board. He is a graduate of the University of Richmond with a Bachelor's degree in Finance and holds an MBA from The George Washington University.



BENJAMIN D. MOTTOLA

President/Principal

bdm@stratfordcapitalgroup.com

A founding member and owner of Stratford Capital, Mr. Mottola is responsible for the day-to-day operations of the company and his primary responsibilities include strategic planning, business development and the supervision and coordination of Stratford Capital's various business units. Prior to forming Stratford Capital and since 1996, he was the senior member of the real estate investment acquisitions staff for the Franklin Capital Group where he was primarily involved with its real estate investment and acquisition activities. During that time, he was involved in the acquisition of over 9,000 apartment units with a development value in excess of \$600 million. He also oversaw most investment analysis, real estate underwriting and other transactional activities. Prior to joining Franklin Capital Group, Mr. Mottola spent six years with Copley Real Estate Advisors, a Boston, Massachusetts based institutional real estate investment advisory firm where he was responsible for the asset management of over 4,000 multi-family apartment units. He received a Bachelor's degree in Business Administration from St. Michael's College.



JOHN M. ("JERRY") NELSON, IV

Chairman/Principal

jdm@stratfordcapitalgroup.com

A founding member and owner of Stratford Capital, Mr. Nelson's primary responsibilities include strategic planning, business development and supervision of marketing activities. Prior to forming Stratford Capital, from 1995 to 2006, he was Chief Executive Officer of Franklin Capital Group, a real estate investment company specializing in the financing and development of apartment communities nationwide. During his tenure, Franklin Capital Group placed more than \$350 million in equity capital in over 115 residential rental properties consisting of more than 13,500 apartment units. From 1987 to 1994, he was Executive Vice President of Sumner Development Company, a real estate company, and president of an affiliated entity, Mount Vernon Financial Corporation, where he arranged debt and equity financing and participated in project acquisition and development. From 1975 to 1987, he was Managing Director of First Winthrop Corporation and subsequently Chief Executive Officer of Winthrop Financial Associates, both Boston, Massachusetts based real estate companies. As one of the founders of Winthrop, he was responsible for the acquisition and syndication to private investors of over \$5.5 billion dollars of property, including over 40,000 rental apartment units. From 1967 to 1969, he served as an officer in the United States Navy. He is a graduate of Yale University and holds an MBA from the Harvard Business School.

**KYLE F. WOLFF**

Executive Vice-President/Principal | Director of Acquisitions

kfw@stratfordcapitalgroup.com

A founding member and owner of Stratford Capital, Mr. Wolff is Stratford Capital's Director of Acquisitions and is primarily responsible for managing and overseeing Stratford Capital Group's effort to acquire affordable apartment properties that benefit from various federal and state tax credits. Day-to-day activities also include project risk management, business development, asset management and general marketing. Other responsibilities include working in tandem with the investor marketing group to facilitate the review, approval and investment by institutions in Stratford Capital's proprietary and multi-investor funds. Prior to forming Stratford Capital, he was a senior member of the Franklin Capital Group, where he was primarily involved in real estate investment acquisitions and analysis. Prior to joining Franklin Capital Group, he was employed by BankBoston, N.A. as well as Berkshire Mortgage Finance. Mr. Wolff received a Bachelor's degree in Industrial Engineering from Lehigh University and holds an MBA from Boston University.

**JASON B. DUGUAY**

Senior Vice-President

jbd@scgdevelopment.com

Mr. Duguay joined Stratford in 2010 and is primarily responsible for the acquisition and development of affordable housing investments for SCG Development. Prior to joining Stratford, he worked for a Massachusetts-based real estate brokerage firm where he was involved with the analysis and brokerage of commercial and residential real estate. He received a Bachelor's degree in Finance and Economics from Bentley University.

**JONATHAN S. MILTON**

Vice-President

jsm@scgdevelopment.com

Mr. Milton is a member of the asset management department. He has over 14 years of experience working in the affordable housing industry. Prior to joining Stratford, he was an asset manager at Freddie Mac, where he was responsible for overseeing a portfolio of multifamily loans in excess of \$11 billion. Prior to Freddie Mac, he was an associate at Franklin Capital Group, where he was responsible for the analysis of affordable housing investments. He received a Bachelor's degree from Bucknell University, a Master's degree in Philosophy from Temple University and an MBA from American University.

**KEITH J. MCDONALD**

Vice-President

kjm@scgdevelopment.com

Mr. McDonald joined Stratford Capital Group in 2010 and serves as a Vice President overseeing the development process from site selection to stabilized operations. He has over 15 years of experience working in the affordable housing business in the areas of syndication, acquisition, consulting, and property development. Prior to joining Stratford Capital, he served as Vice President at Focustar Capital, a boutique capital market firm responsible for originating and placing debt and equity on multiple real estate and energy market product types. Prior to joining Focustar Capital, he was a Senior Analyst at Carpenter & Company, Inc, assisting development and acquisitions activities. Prior to Carpenter & Co., he was employed at the Reznick Group as a senior analyst where he assisted in structuring historic, new market, and low income housing tax credit transactions. He received a Bachelor's degree in Accounting from the Boston College.



GAIL N. SEVERT

Senior Vice-President

gns@stratfordcapitalgroup.com

Ms. Severt is responsible for the accounting, finance, information technology and marketing for the Company. Gail works closely with the team to develop efficient business process, ensuring proper controls are in place to minimize risk to the company. She has over 22 years of accounting and information infrastructure experience. Prior to joining SCG Development, she was a Manager, Business Process Outsourcing at McGladrey, LLP, where she was responsible for accounting, system implementation, and management consulting for a variety of small to mid-size businesses. Her real estate experience extends from the 8 years working as a partnership controller for the Equity Group Investment Limited Partnership Syndication portfolio. She was involved with the initial public offerings of Equity Lifestyle Properties (fka Manufactured Home Communities, Inc. ("MHC")) and Equity Residential Properties, and subsequently served as Corporate Controller for MHC.



CHARLES N. MARGOLIS

Assistant Vice-President

cnm@scgdevelopment.com

Mr. Margolis joined SCG Development in 2019 and is primarily responsible for assisting in the analysis and underwriting of affordable housing developments. Prior to joining Stratford, he worked at the DC-based affordable housing consultancy Audubon Enterprises. He received a Bachelor's degree in Entrepreneurial Management from Tulane University.



KIRK SALPINI

Director of Construction

kas@scgdevelopment.com

Mr. Salpini is primarily involved in the oversight of construction for a variety of real estate investments. He has over 30 years of experience in the management of construction and development projects in the multi-family, commercial and retail sectors. He has completed projects that required ground up construction, renovations and adaptive re-use of existing structures. Prior to joining SCG Development, he served as Senior Vice President/Vice President of Development for Monument Realty. He is a certified project management professional and a licensed real estate salesperson in the District of Columbia, Maryland and Virginia. He received a Bachelor's degree in Business Administration from James Madison University and an MBA from George Mason University.



JENNIFER SCHNEIDER

Vice-President of Development

jls@scgdevelopment.com

Ms. Schneider joined SCG Development in 2021 and is primarily responsible for leading projects through the development process. Prior to joining Stratford, she worked for a national affordable housing non-profit developer, where she focused on public housing transformation projects in Richmond, VA. She also worked for a local DC non-profit organization developing over 700 units of affordable housing to extremely low-income residents, incorporating support services in design. She has a bachelor's degree from The College of William and Mary as well as an associate degree in Construction Management.

CASSANDRA YOCHUM

Development Analyst

cey@scgdevelopment.com

Cassandra Yochum joined SCG Development in 2021 as a Development Analyst. Prior to joining SCG Development, Cassandra was an Assistant Project Manager for Telesis Corporation, a national affordable housing developer. Preceding her affordable housing experience, Cassandra was engaged with several community-oriented organizations. Notably, she worked under several programs for the Center of Urban Studies in Buffalo, NY and as Editor-in-Chief for the Center of Development and Strategy, a think-tank devoted to the research and discussion of sustainability and development. Cassandra holds Bachelor's degrees in Environmental Design and Communication from University at Buffalo.

CONTACT US



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Soto

**Architecture
& Urban Design**

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CORPORATE RESUME

FOUNDED IN 2014

REGISTERED IN DC, MD + VA

SMALL, MINORITY-OWNED
ARCHITECTURAL FIRM
(MBE/SBE/DBE/CBE)

12 ARCHITECTURAL TEAM
MEMBERS

ZERO TERMINATED
CONTRACTS OR CLAIMS

3,500+ UNITS AND \$300M IN
CONSTRUCTION VALUE

2,000+ AFFORDABLE UNITS

11 LOW-INCOME HOUSING
TAX CREDIT DEALS

1,200+ SUSTAINABLE
APARTMENTS
(LEED, PHIUS, ENERGY STAR,
GREEN COMMUNITIES, ETC)



We are Soto, an urban architecture firm, passionate about the design of high-quality community, commercial, residential, and mixed-use developments in urban settings. We are dedicated to crafting exceptional spaces and lasting structures that enrich our neighborhoods and lives.

We are a Minority-owned, Small Business Enterprise, Registered as an MBE and DBE (Disadvantaged Business Enterprise) as well as a CBE (Certified Business Enterprise) in the State of Maryland and The District of Columbia.

Our expertise is wide and diverse; ranging from master-planning to the renovation and new construction of a variety of institutional, residential, and mixed-use developments.



Our specialty is client and user focused. We listen to our clients' visions and limitations and then lead the design process through the innumerable details and decisions each project entails. We assist our clients in engaging stakeholders in the design decision-making process. We work collaboratively, creatively, and diligently to understand the project conditions, establish goals and priorities, verify, refine and reconcile project criteria, and develop alternative design strategies.

We believe in being good stewards of our clients' funds; our designs provide great value and inspiring concepts while routinely working on accelerated schedules and following sustainability programs such as LEED, Energy Star, EarthCraft, Passive House (PHIUS), Zero Energy Ready Homes, NGBS, and Enterprise Green Communities.





Fernando Bonilla-Verdesoto, AIA NCARB

Principal & Founder



Minority
Business Owner



NCARB
Accredited



Reg. Architect &
AIA Member

Architectural Registrations:

DC #ARC102241
MD #16486
VA #0401016743

Education:

Bachelors of Architecture | 1998 | USFO

Affiliations:

American Institute of Architects (AIA)
Nat. Council Architectural Boards (NCARB)
Urban Land Institute (ULI)
Housing Assoc. of Non-Profit Dev. (HAND)
International Code Council (ICC)
MiCasa Board Member

Relevant Projects:

Varsity on K | Washington, DC
Livingston Place | Washington, DC
Island Walk Comm. Center | Reston, VA
The Oxford | Oxon Hill, MD
22 Light St | Baltimore, MD
Suitland Senior Apartments | Suitland, MD
Cold Spring Lane | Baltimore, MD
Century Apartments | Washington, DC
Ballston Place Renovations | Arlington, VA
Todd A Lee Senior | Washington, DC
Backyard Boats* | Alexandria, VA
900 N Washington St* | Alexandria, VA
*: Projects completed prior to founding Soto

Fernando brings 20+ years of experience in the design, documentation and construction of a variety of community-related developments. His expertise includes multifamily, student residences, institutional and assisted living communities, clubhouses, and mixed-use developments.

Fernando is a determined leader who brings passion and excellence to every project. Fernando is personally involved in all of the firm's projects; he is responsible for Code analysis, Quality Control, Scheduling, Contracts, and oversees all aspects of the design in a collaborative yet resolute manner.

Fernando has significant experience working on tenant in-place renovations, adaptive re-use projects, as well as new construction developments in urban areas. He combines his knowledge of the requirements presented by local jurisdictions and stakeholders desires, with his talent crafting valuable and exceptional spaces that enrich our buildings, neighborhoods and cities.

Fernando is a ULI Regional Land Use Leadership Program fellow and a frequent Guest Speaker and Juror at the University of Maryland, George Washington University, and Catholic University.





Joe Iwaskiw, AIA, LEED AP BD+C

Senior Associate / Project Manager



LEED
Accredited
Professional



Registered
Architect &
AIA Member



Virginia Tech
Alum

Architectural Registrations:
DC#ARC102966

Education:
Masters of Architecture | 2013
Virginia Tech

B.S. in Architecture | 2009
University of Maryland

Affiliations:
American Institute of Architects (AIA)
US Green Building Council (USGBC)
Architecture Faculty (Virginia Tech)

Relevant Projects:
The Oxford | Oxon Hill, MD
Varsity on K | Washington, DC
Park Morton | Washington, DC
Todd A Lee Senior | Washington, DC
22 Kennedy St | Washington, DC
1201 Jefferson St | Washington, DC
17 Mississippi Ave | Washington, DC
Shops at Oxford | Oxon Hill, MD
NY Ave Men's Shelter | Washington, DC
Island Walk | Reston, VA
Sterling Library* | Sterling, VA
Lord Fairfax CC* | Middletown, VA

*: Projects completed prior to joining Soto

Joe is a passionate designer dedicated to creating outstanding spaces that enrich the way we live, work and play. He brings over 10 years of experience in the design, documentation, and construction administration of multifamily, senior, educational, and commercial developments in the DC area.

Joe has a gift for technology and digital graphics; he infuses our designs with technical information in a didactic format which facilitates the communication between the design team, the community, and other stakeholders. As a Project Manager, Joe's responsibilities include program development, zoning and density analysis, Community Input Meetings, BIM modeling, multi-disciplinary coordination, as well as Construction Administration.

Joe's most recent project is the Park Morton Apartments, a mixed-construction, mixed-income development with 148 units in Washington, DC; Joe successfully coordinated the design with the local Housing Authority, and took the project through Permit and Zoning approvals.





Harry Webb, AIA, NCARB, LEED BD+C
Project Manager



LEED
Accredited
Professional



AIA Member



NCARB
Accredited

Architectural Registrations:

DC#ARC201283

Education:

Master of Architecture - Urban Architecture
and Urban Design Specialization | 2017
University of Oregon

Bachelor of Science in Architecture, Minor
in Sustainability | 2015
University of Maryland

Affiliations:

American Institute of Architects (AIA)
US Green Building Council (USGBC)

Relevant Projects:

Blue Oaks North Odenton | Odenton, MD
Todd A Lee Senior | Washington, DC
Island Walk Comm. Center | Reston, VA
22 Light St | Baltimore, MD
Harvard Hall | Washington, DC
The Oxford | Oxon Hill, MD
17 Mississippi Ave | Washington, DC
Livingston Place | Washington, DC
Suitland Senior Apartments | Suitland, MD
Park Montgomery | Silver Spring, MD
The Providence at Fairfax* | Fairfax, VA
The Landing Alexandria* | Alexandria, VA

*: Projects completed prior to joining Soto

Harry Webb joined the Soto team in 2017. An accomplished graduate of the University of Oregon and the University of Maryland, Harry is a strong proponent for sustainable architecture that fits flawlessly in the urban fabric. His diverse educational background and his dedication to creating vibrant urban communities have made him a vital member of our team.

Harry is a charismatic leader, passionate about urban design, sustainability and client success. As a project manager, Harry is responsible for all aspects of design and documentation, from concept planning to construction administration. Areas of expertise include entitlements, sustainability and multi-disciplinary coordination.

Harry's most recent projects include the Todd A. Lee Senior Residences (new, affordable, mixed-use and mixed-construction development in Washington, DC with 38 units for seniors), Blue Oaks at North Odenton (new construction of a tax credit development with 150 multi-family apartments), and Harvard Hall Apartments (renovation and vertical addition of an existing high-rise with 182 apartments in Washington, DC).



LIVINGSTON PLACE ASSISTED LIVING | WASHINGTON, DC

Developer: GD/DP JV LLC

Builder: Hamel Builders

Project Size: 152 AL units, 5 stories,
112,097sf | 38 parking spaces

Project Type: Assisted Living,
Affordable, new construction, Public-
Private Partnership (w/ DCHFA)

Construction cost: \$26,735,000 +/-

Delivery date: 03/2021

Construction type: Midrise, concrete
& wood-frame construction

Website:
www.livingstonplacedc.com



Livingston Place is a new Assisted Living facility serving the aging population of Southeast, Washington, DC. Intended to be an anchor for the community, this development will provide a much needed influx of affordable living options for senior citizens in this part of the City.

The building's main entrance is prominently located off Livingston Road. Service and visitor parking is accessed from the Southern ave side.

The ground floor is entirely devoted to Common Areas, Admin offices, staff, parking and service areas. Amenities include a large dining room with access to an outdoor landscaped courtyard, a library, fitness and physical therapy rooms, beauty salon, Arts & Crafts room, TV room, among other spaces specifically designed to bring residents together in a supervised environment.



LIVINGSTON PLACE ASSISTED LIVING | WASHINGTON, DC



We designed the common areas intentionally with an upscale, urban character using clean yet durable finishes and materials with our senior residents in mind.



The AL units are located on the upper levels; One bedroom and studio layouts are provided. The units include a private bathroom, kitchenette, independent HVAC system, and ample storage/closet space. Unit finishes include wood-inspired plank flooring in the living rooms and bedrooms, porcelain and ceramic tile at bathrooms, european-style kitchen cabinets with quartz countertops, tile backsplash, and stainless steel appliances.

The building is designed following Green Communities sustainability criteria and will achieve 15% minimum in energy savings compared to a similar building. Energy Star appliances, windows and HVAC systems were specified to reduce energy consumption. LED light fixtures were selected throughout. Low-flow Water Sense labeled plumbing fixtures were also specified to reduce water consumption.

THE OXFORD |

MD

Developer: Varsity Investment Group

Builder: CBG Building Company

Project Size: 187 units, 10 stories,
200,380sf + garage w/ 401 spaces

Project Type: Multifamily, market-rate,
adaptive-reuse of office building

Construction cost: \$25,000,000 +/- 9

Delivery date: 12/2018

Construction type: High-rise, steel,
and precast garage

<https://theoxfordapts.com/>

The Oxford is the adaptive re-use of an existing office building into market-rate apartments. The 6.5-Acre site is within short distance of the new MGM Casino at National Harbor, and is surrounded by multiple retail and community-related services.

Our team was brought early in the Due Diligence phase to assess the conditions of the existing 10-story office building and determine potential for a residential use.

The proportions of the office building dictated longer apartments to maximize rentable square footage. We created an open layout with in-board bedrooms & dens and tall ceilings with clerestories to allow for natural light into the sleeping areas. We also prepared an on-site physical and virtual reality mock-up of the typical unit for Owner's approval.

Apartment finishes include wood-inspired plank flooring in the living rooms and kitchens, porcelain and ceramic tile at bathrooms, european-style kitchen cabinets with quartz countertops, tile backsplash, and stainless steel appliances.





THE OXFORD | OXON HILL, MD





We designed the common areas intentionally with an upscale, urban character using clean yet durable finishes and materials. The ground floor includes a fitness room, a cyber café and lounge, a pet care room, and mail room. An entertainment room is located on the 10th floor overlooking Alexandria, National Harbor, and the DC monuments.

Outdoor amenities include an exterior lounge, a dog park and multiple seating areas. A secured bike storage room is located in the garage to encourage resident wellness and local shopping.



We modified the exterior of the building with architectural wall panels in a "brick pattern" for a contemporary, fresh character. The dated precast panels, aluminum panels, and ribbon window frames were painted and resealed. A new canopy with wood soffit and LED lighting was also installed. The effort to re-use as much existing façade as possible saved nearly \$2 million in construction costs.

Other improvements include new elevator cab finishes and upgrades to meet ADA regulations, new trash & recycling chutes and compactors, and new sprinkler and fire alarm system throughout.

PARK MORTON | WASHINGTON, DC

Developer: The Community Builders

Builder: Hamel Builders

Project Size: 142 units, 5 stories, 142,000sf

Project Type: Mixed income, new construction, Public-Private (w/ DC Housing Authority) | PUD

Construction cost: \$48,500,000 +/-

Delivery date: 05/2023

Construction type: Midrise: concrete & Steel construction over underground parking garage



This is the first phase in the redevelopment of the Park Morton neighborhood, off Georgia Avenue in Northwest DC. The proposed redevelopment was approved by City Council in 2017 as a Planned Unit Development and Map Amendment (ZC Case No. 16-12).

Our design includes the construction of a 5-story multifamily building with an underground parking level, a series of 3-story townhomes, and a new road and alley that are being dedicated to DDOT.

The multifamily building consists of 142 mixed-income, rental apartments, 72 parking spaces, 2 elevators and expansive amenity spaces on the ground floor and top story.

The townhomes are designed as a mix of typical 3-story rowhomes, as well as "2-over-1" units. All of the buildings are being designed to meet and exceed the requirements of Green Communities and Energy Star certification.



TODD A. LEE SENIOR RESIDENCES | WASHINGTON, DC

Developer: GD/DP JV LLC

Builder: H2/Broughton JV

Project Size: 38 units, 5 stories, 35,000sf
+ 1,000sf retail

Project Type: Affordable, new
construction, Public-Private
Partnership (w/ DCFHA)

Construction cost: \$10,500,000 +/-

Delivery date: 05/2021

Construction type: Midrise, concrete
& wood-frame construction

The new Todd A. Lee Senior Residences is an urban infill, mixed-use development in the heart of Brightwood Park, a small, yet diverse neighborhood in Northwest, DC.

Our team proposed a design that complements the urban fabric and character of the neighborhood with an L-shape, 38-Apartment building sitting on the Southeast corner of the site. The main entrance is located off Kennedy street, while the retail space sits at the corner of the building for added visibility to foot and vehicular traffic. Parking is on-grade, in the back of the site (directly off the alley), and allows for a secondary access point through a private courtyard. The building was developed in 4 stories with a small penthouse set back from the perimeter walls in deference to the scale of surrounding buildings. Common areas include a fitness suite, cyber cafe, and a multi-purpose room at the Penthouse level, with an outdoor activity patio.



TODD A. LEE SENIOR RESIDENCES | WASHINGTON, DC



We designed the common areas intentionally with an upscale, urban character using clean yet durable finishes and materials with our senior residents in mind.

Our elevations are intentionally contemporary with a fresh, high-end character. The building's structural system is reflected on the massing of the building and use of materials and finishes: heavy materials such as brick are used on the ground floor while lighter materials like aluminum, wood and fiber cement panels are used on the residential levels above. The massing of the building is "carved" at the corner of the building to add interest and highlight the retail component below. The roof top common area and activity patio is also placed at the corner to maximize views and outdoor enjoyment.



Our building exceed the sustainability requirements established by the 2015 version of Enterprise Green Communities; several points were awarded by the site selection and neighborhood amenities; other strategies include vegetative roof, site improvements, energy efficient equipment, water-saving plumbing fixtures, and the use of environmentally-friendly materials.

Storm Water Management and DC's Green Area Ratio are achieved with an internal courtyard and a vegetative roof on the building. The apartments are individually-metered for water and electricity; HVAC system is split with condensers on the roof; kitchens, bathrooms and laundry closets are exhausted to the outdoors; HVAC, windows, appliances and light fixtures are Energy Star rated; all plumbing fixtures are Water-Sense labeled.



Franconia Residential

RESPONSE TO REQUEST FOR PROPOSAL





Roland Clark Place, Fairfax County, Virginia

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- PROJECTS ‘ON THE BOARDS”



6416 Grovedale Drive
Suite 100-A
Alexandria, VA 22310
703.719.6500

LANDSCAPE ARCHITECTURE
PLANNING
SUSTAINABLE DESIGN
URBAN DESIGN
VISUALIZATION
GRAPHIC DESIGN

STUDIO39.COM



FIRM HISTORY

Since 1993 STUDIO39 has been creating, designing and implementing landscapes across the nation and internationally: spaces ranging from small intimate spaces to large campuses. Our designers specialize in Landscape Architecture, Urban Planning, Horticulture, Sustainable Design, Architecture, Visualization and Graphic Design. Over the years we have produced a wide range of project types to include federal, education, urban mixed-use, retail, residential, adaptive reuse, office and hospitality. The combination of 28 years of experience, staying current with today's trends and anticipating our Client's vision and the end users' needs means we consistently exceed expectations with imaginative, implementable designs.

MISSION

STUDIO39's mission is to achieve successful placemaking based on the guiding principles of best management practices and sustainable design. We strive to create spaces that fuse function and aesthetics. Our process allows us to create meaningful spaces that reflect sensitivity to the built and natural environment through an understanding of scale, proportion, natural systems, materials and craftsmanship.



Creating sustainable places has been a priority for STUDIO39 since the firm was founded. We are conscious of the possible negative impact development can have on the environment. As designers, we have the opportunity and obligation not only to mitigate any negative effects of construction, but to further enhance and restore the environment that we live in. Our designs offer individual solutions intended to respond to the needs of each unique ecosystem. Every element of the design process is intimately connected to the final design's ultimate sustainability. STUDIO39's expertise in local flora enables plant selection that not only reduces required maintenance and water usage, but also promotes biodiversity and re-establishes habitats. We look for ways to increase overall site permeability with natural infiltration, mimicking natural conditions with both hardscape and landscape design.

With several of our designers being LEED certified, we understand the necessary requirements and have worked with consultants to increase night sky access, perform environmental assessments, seek renewable resource opportunities and implement storm and wastewater management plans. One of our most notable projects, Square 80 Park at George Washington University was selected as a pilot project for the Sustainable Sites Initiative (SITES™) program, the nation's first rating system for sustainable landscapes.



At Square 80 Park, rainwater is re-routed to rain barrels and cisterns allowing for the re-use of water that would otherwise flow into storm drains, polluting natural waterways and preventing groundwater recharge.

LEED EXPERIENCE

2001 Clarendon
LEED BD + C (pending)

Arboretum Place
LEED ND Pilot Project

Bethesda West Lane
LEED BD + C (pending)

Blair East
LEED Gold (pending)

Army Legal Services HQ
LEED Silver

Atlantic Corporate Park
LEED Gold

BRAC-133 Washington HQ
Services
LEED Gold

DARPA Headquarters
LEED Silver (pending)

Denizen
LEED Silver

Founders Square
LEED ND Pilot Project

Ft. Lee Culinary School
LEED Silver

Latitude Apartments
LEED Gold

The Citron
LEED Silver

Parc Meridian
LEED Silver

Parc Rosslyn
LEED Silver

Rockville Metro Plaza II
LEED Platinum



STUDIO39 has been a proud member of the U.S. Green Building Council since 2009.



Education

Bachelor of Science
Landscape Architecture, 1981
Ohio State University

Licenses and Certifications

Professional Landscape
Architect (PLA):
Maryland, Illinois, New Jersey
New York, South Carolina,
Virginia, Washington, D.C.

Professional Activities

Instructor and Guest Design Juror,
George Washington University's
Landscape Design Certificate
Program

Member, United States Green
Building Council (USGBC)

Member, American Society of
Landscape Architects (ASLA),
Potomac Chapter

Member, International Council of
Shopping Centers (ICSC)

Member, Fairfax County, Virginia
Architectural Review Board for
Historic Sites

Speaker, Pennsylvania APA State
Conference, "The Design of Rural
Hamlets"

Speaker, Landscape Contractor's
Association, Graphic Techniques

Speaker, Greenbuild International
Conference and Expo "Green,
Complete and Smart: Build Green
vs. Grey"

Speaker, ICSC CenterBuild:
Adaptive Reuse and Property
Repositioning in Landscape
Architecture

President, Principal Landscape Architect

JOSEPH PLUMPE, PLA

Joseph founded STUDIO39 Landscape Architecture in 1993. He serves as President and Principal Landscape Architect. In this role, he is responsible for oversight of all projects from conception and coordination through the implementation of design decisions. Clients appreciate his attention to detail, ability to understand and incorporate their needs, and hands-on approach. His dedication to creating memorable spaces and developing community through design has been an integral part of STUDIO39's success.

Select Experience

6th and M
MidCity Financial
Washington, D.C.

Anthology
Jair Lynch
Washington, D.C.

Arlington Mill
APAH
Arlington, Virginia

BLVD | Reston Station
Comstock Companies
Reston, Virginia

Buchanan Gardens
APAH
Arlington, Virginia

Eisenhower Block 20
Paradigm Companies
Alexandria, Virginia

Graham Park Townhomes
EYA
Fairfax County, Virginia

Latitude Apartments
Davis Carter Scott
Arlington, Virginia

Marymount Ballston Center
The Shooshan Company
Arlington, Virginia

Meridian at Braddock Station
Paradigm
Alexandria, Virginia

Meridian at Courthouse Commons
Paradigm
Alexandria, Virginia

Monroe Place
RST Development
Bethesda, Maryland

Monticello Falls Church Apartments
Eakin Properties
Fairfax County, Virginia

Mount Vernon Plaza
Federal Realty Investment Trust
Fairfax County, Virginia

Notch 8
JBG Smith
Alexandria, Virginia

Old Town Commons
ARHA
Alexandria, Virginia

Parc Meridian at Eisenhower Station
Paradigm
Alexandria, Virginia

Parc Rosslyn
APAH
Arlington, Virginia

Roland Clarke Place
Woodfield
Reston, Virginia

Square 80 Park
The George Washington University
Washington, D.C.

The Daley at Shady Grove
Bozzuto
Rockville, Maryland

The Parks at Walter Reed Building P
Hines
Washington, D.C.

Vyne at One Loudoun
RPAI
Ashburn, Virginia

Washington Boulevard at Kirkwood
Mill Creek Residential Trust
Arlington, Virginia

Westfields Landbay 'A'
JLB Partners
Fairfax County, Virginia

The Workhouse
Lorton Arts Foundation
Lorton, Virginia



Education

Bachelor of Science in
Landscape Architecture, 2000
University of Maryland

Professional Activities

Member - Whitehaven Garden
Club, Washington, D.C.

Illustrator, Landscape Designer

CAITLIN OLSON

Caitlin Olson has been practicing in the field of Landscape Architecture since 2001 and has been with STUDIO39 since 2004. Over the past 18 years she has been involved with the early design process of many of our projects, from rooftop terraces to entire city streetscapes. She works on a diverse array of projects within the office, mainly at the conceptual and schematic phases, helping to develop innovative design concepts and ideas. Her background in fine arts brings a strong graphic skill set to her practice. She produces many of the hand graphics for the office including watercolors and illustrative perspectives. Caitlin is known for conceptualizing clients' programmatic ideas into a cohesive design solution.

Select Experience

6th and M
MidCity Financial
Washington, D.C.

2722 Merrilee Drive
Elm Street Development
Fairfax County, Virginia

3500 Picket Road
EYA
Fairfax County, Virginia

Anthology
Jair Lynch
Washington, D.C.

Graham Park Townhomes
EYA
Fairfax County, Virginia

Latitude Apartments
Davis Carter Scott
Arlington, Virginia

Meridian at Braddock Station
Paradigm Companies
Alexandria, Virginia

Monroe Place
RST Development
Bethesda, Maryland

Mount Vernon Plaza
Federal Realty Investment Trust
Fairfax County, Virginia

Notch 8
JBG Smith
Alexandria, Virginia

One Loudoun Block H
RPAI
Ashburn, Virginia

Parc Rosslyn
APAH
Arlington, Virginia

Passport NOVA
Woodfield
Fairfax County, Virginia

Port Potomac
Kettler
Woodbridge, Virginia

Potomac Greens
Elm Street Development
Alexandria, Virginia

Roland Clarke Place
CGP II Siesta Key MD Venture
Reston, Virginia

Station 650
Wood Partners
Alexandria, Virginia

The Daley at Shady Grove
Bozzuto
Rockville, Maryland

The Oronoco
EYA
Alexandria, Virginia

The Parks at Walter Reed Parcel WXY
Urban Atlantic
Washington, D.C.

The Porter Del Ray
Woodfield Investments
Alexandria, Virginia

Three Parc Crest
DCS Design
Fairfax County, Virginia

Vyne at One Loudoun
RPAI
Ashburn, Virginia

Westfields Landbay 'A'
JLB Partners
Fairfax County, Virginia

FAIRFAX COUNTY EXPERIENCE

ALEXANDRIA

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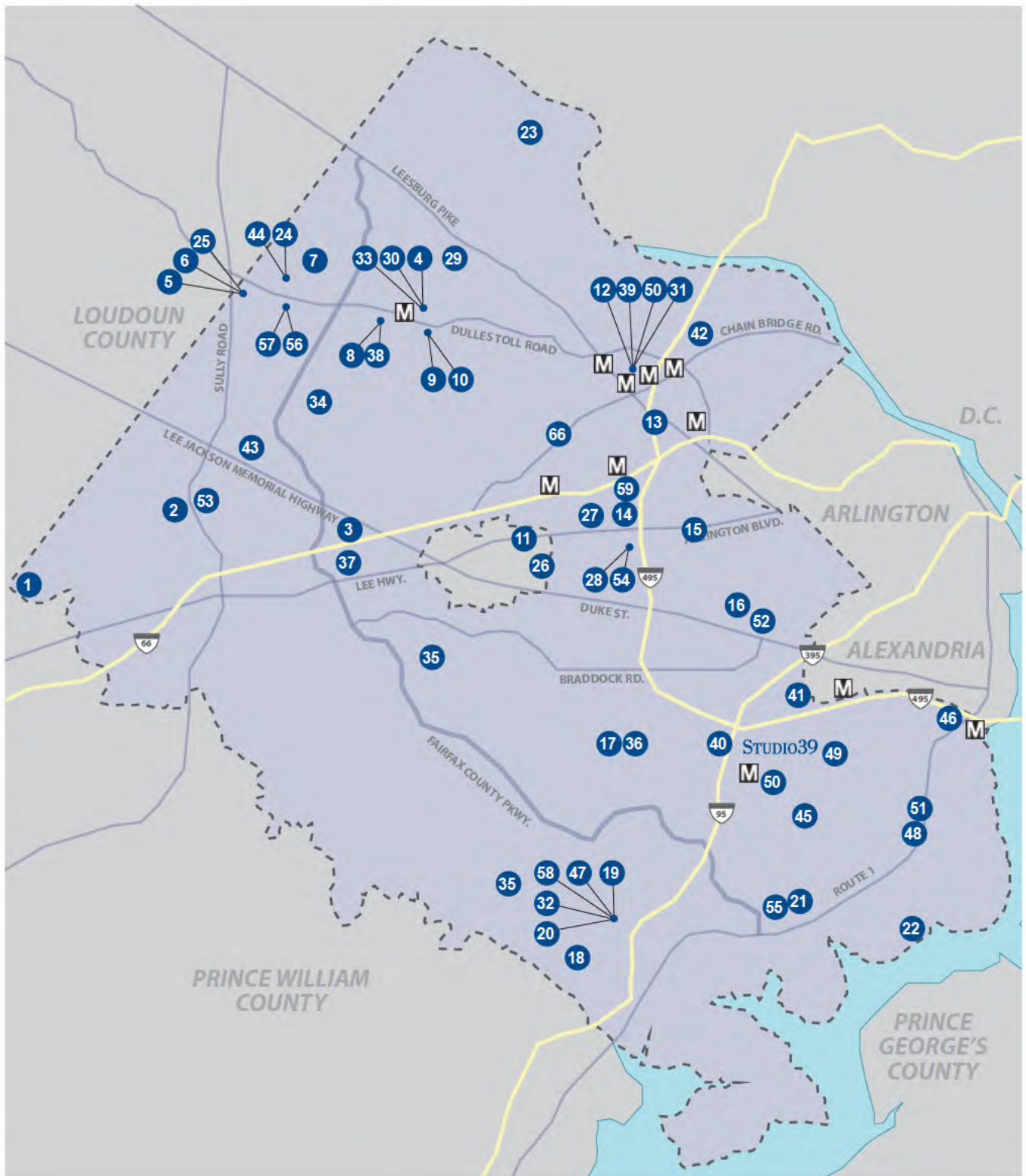
TYSONS

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VIENNA

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*Projects that have undergone the FDP review/approval process.



SELECT EXPERIENCE

AFFORDABLE HOUSING



Old Town Commons



Main Street Connect



St. James Plaza

MARKET RATE HOUSING



Notch 8



The Daley at Shady Grove



Roland Clarke Place



Meridian at Courthouse Commons



Anthology



Vyne at One Loudoun



Westfields Landbay A



The Parks at Walter Reed Building P



6th and M

ARHA: Alexandria Redevelopment & Housing Authority

- Chatham Square
- Old Town Commons
- Old Dominion Boulevard at Glebe Park
- St. James Plaza
- West Glebe at Glebe Park

APAH: Arlington Partnership for Affordable Housing

- Arlington Mill
- Buchanan Gardens
- Parc Rosslyn (LEED Silver Certified)

RRHA: Richmond Redevelopment & Housing Authority

- Creighton Court

Notable Projects with Affordable Housing Components

ALEXANDRIA

- The Clayborne
- Potomac Greens

ARLINGTON

- Sedona | Slate

WASHINGTON, D.C.

- Bryan Square
- The Flats at Atlas District
- Rhode Island Row

MARYLAND

- Arts District Hyattsville (Hyattsville)
- Metropointe (Wheaton)
- Park Potomac (Potomac)
- Main Street Connect (Bethesda)

STUDIO39



AFFORDABLE HOUSING



OLD TOWN COMMONS

ALEXANDRIA, VA

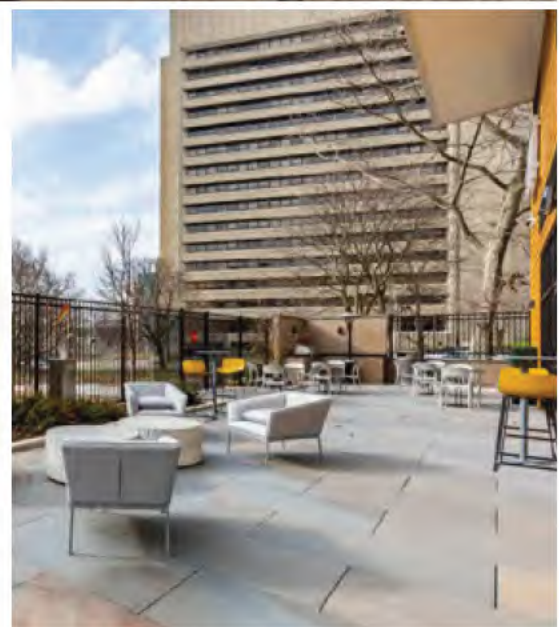


CLIENT Alexandria Redevelopment and Housing Authority (ARHA), EYA

PROJECT TYPE Urban infill, Multifamily

PROJECT SITE 8.95 acres, 173 townhomes, 140 units

Located within historic Old Town Alexandria, James Bland is part of the Braddock Metro Neighborhood Plan. The site will be a mix of public housing, affordable, workforce and market rate units. Open space and corner parks help to create a pedestrian connection from a brand new recreation center to existing parks to the North. Specialty paving in the alleys serves as a traffic calming device. Work within existing street grid and around an existing church.



MAIN STREET CONNECT

BETHESDA, MARYLAND



CLIENT RST Development

PROJECT TYPE Inclusive Living Community

PROJECT SITE 70-units, community park

Main Street Connect is a unique market rate apartment community that offers a place for adults with disabilities to thrive, because they feel at home and included. Programming includes community coaching, cooking meals together, games, visits to local parks and restaurants and social skills discussions. An on-site coafe offers a place for socialization and employment. Funding has come from the state of Maryland as well as a grant from Maryland's Department of Health and Mental Hygiene and fundraising from private individuals and foundations. STUDIO39 provided landscape architecture services for the entry motor court, exterior amenity spaces, streetscape, site signage and the adjacent James Monroe Park.

AFFORDABLE HOUSING



ST. JAMES PLAZA APARTMENTS

ALEXANDRIA, VIRGINIA



OWNER AHC, Inc.
ARCHITECT/CLIENT Cunningham Quill
PROJECT SITE .8 acres

St. James Plaza is a new affordable community with an onsite preschool, apartments and market-rate townhomes. It is located in the West End of Alexandria, in a transit-oriented community that is close to Northern Virginia Community College. STUDIO39 provided design services for "The Mews" open space, the Fillmore Avenue streetscape, the sunken terrace, the playground and pedestrian spaces. An important pedestrian connection was created between the end of Echols Avenue (a single family detached housing community) and Fillmore Avenue, connecting the daycare and leasing office to the streetscape. The extensive ramp system is woven into the landscape with a series of steps and terraces, promoting inclusive design. The sinuous layout provides the necessary length to fit the ramp. The cost conscious design utilizes stackable block retaining walls and integrates low maintenance plantings throughout. St. James Plaza was named the Best Affordable Housing Development at the 2018 Governor's Housing Conference.



NOTCH 8

ALEXANDRIA, VIRGINIA



CLIENT/OWNER JBG Smith

PROJECT TYPE Mixed-use: Residential, Retail

PROJECT SITE 1.87 acres

Notch8 is a 4-story multifamily residential building with a ground floor grocery tenant located in Potomac Yard. The streetscape along the ground floor is designed to replicate the railroad tracks that were at the site. The second floor terrace includes landscaped areas, outdoor movie walls, a pool, lounge seating and an outdoor fireplace. The courtyard was designed as four separate rooms within the plaza, each with their own unique planned outdoor activities.

MARKET RATE



Photos courtesy of www.daleyshadygrove.com.

THE DALEY AT SHADY GROVE METRO ROCKVILLE, MARYLAND



CLIENT/OWNER Bozzuto, EYA

PROJECT TYPE Multifamily

PROJECT SITE 333 Units

Multifamily apartments that are part of a mixed-use community adjacent to the Shady Grove Metro Station in Rockville, Maryland. Streetscape and outdoor amenity area with a pool, a variety of gathering areas with firepits, an outdoor terrace and a grilling station.



ROLAND CLARKE PLACE

RESTON, VIRGINIA



CLIENT /OWNER Woodfield Investments, LLC

PROJECT TYPE Multifamily: Apartments; Streetscape

PROJECT SITE 286,000 SF

Roland Clarke Place will be a new multifamily building with 306 luxury apartments in a prominent location between the Wiehle-Reston East and Town Center Metro Stations. STUDIO39 is providing services from schematic design through construction administration for this seven story apartment building. In addition to creating the overall site plan, STUDIO39 designed two private residential courtyards, a pool area, third floor patio seating, .87 acres of open space which makes up approximately 1/3 of the overall site, a dog park and garage screening. Streetscape amenities for private and public use include cafe seating, a freestanding water wall, reflecting pool, splash pad and spaces for active and passive recreation.



MERIDIAN AT COURTHOUSE COMMONS

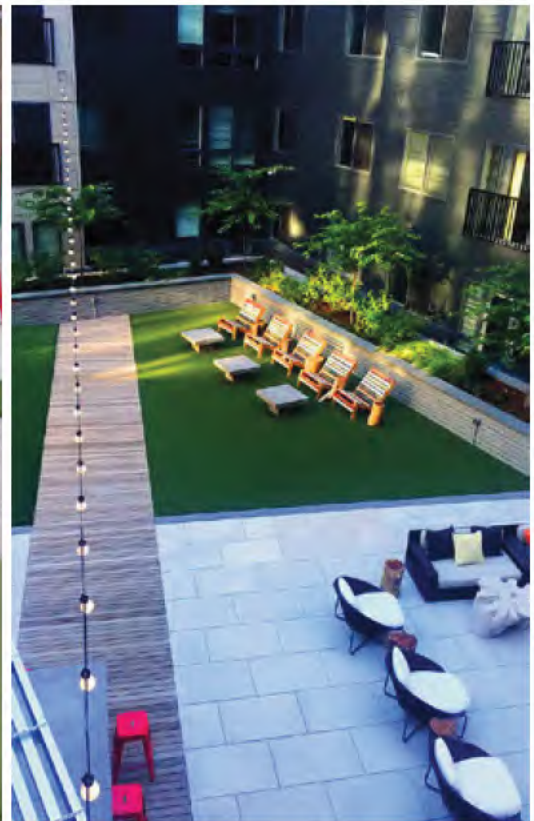
ARLINGTON, VIRGINIA



OWNER Paradigm Companies

PROJECT TYPE Courtyard Renovation

STUDIO39 provided Landscape Architecture services for the renovation of an existing multifamily amenity courtyard. Improvements include a multi-use turf field, bocce court, two grilling and outdoor dining areas, two lounge areas with firepit and a pedestrian connection between buildings. The new space accommodates seating, eating and gaming areas that appeal to today's market and to the next generation of residents. The renovation was complete in April of 2021.



ANTHOLOGY

WASHINGTON, D.C.



OWNER Jair Lynch

CLIENT Hord Coplan Macht

PROJECT TYPE Mixed-Use: Residential, Retail

PROJECT SITE 0.5 acre, Courtyards and Rooftop

High-rise multifamily project with ground floor retail space and a wealth of amenities. On the first floor there is a courtyard amenity area that includes: an outdoor movie wall, outdoor kitchens, lawn area, and a quiet meditative space. There is also a second floor green roof and courtyard that includes a seating area with fireplace. The rooftop includes a courtyard space with a pool, tanning ledge, grilling areas, and unbeatable views of D.C.

MARKET RATE



VYNE AT ONE LOUDOUN

ASHBURN, VIRGINIA

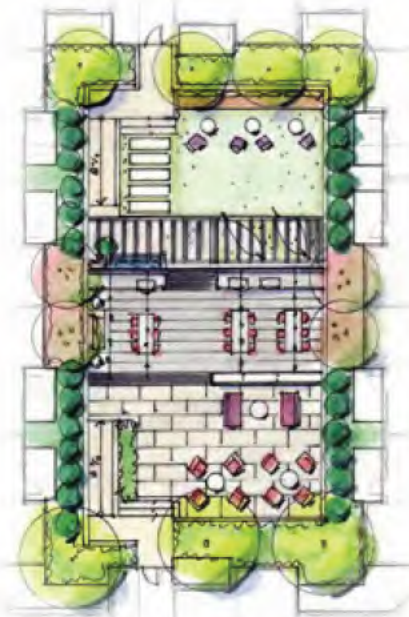


CLIENT/OWNER RPAI and Kettler

PROJECT TYPE Mixed-use

PROJECT SIZE 16,000 SF

One Loudoun is a new retail destination in the rapidly growing Loudoun County, Virginia. Vyne at One Loudoun and its sister Residential Building H are both have central courtyards, parking and office components. STUDIO39 provided design services for the two interior courtyards, streetscape frontage for the two buildings, and created a unique retail and amenity space on the median between the buildings.



WESTFIELDS LAND BAY A

FAIRFAX COUNTY, VIRGINIA



OWNER JLB Partners

PROJECT TYPE Multifamily

PROJECT SITE

Part of the Westfields Mixed Use Community, Residential Landbay A has two interior courtyard amenity spaces. STUDIO39 is providing design services for construction documentation and construction administration for the entire project, to include the perimeter of the building, as well as schematic design services for the amenity pool. The western courtyard has cozy areas for gathering and dining, grills and a shaded turf lawn. The eastern courtyard has additional seating for lounging and gathering, grilling and a pool deck.



THE PARKS AT HISTORIC WALTER REED: BUILDING P

WASHINGTON, D.C.



CLIENT/OWNER TPWR Developer, LLC

PROJECT TYPE Mixed-use

PROJECT SIZE 5 Story; 60 units

A new town center located at The Parks at Historic Walter Reed is planned to be surrounded by two residential buildings. STUDIO39 is providing landscape architecture services for Building P: a 5-story residential building with ground floor retail. Service areas include the streetscapes adjacent to the building and all landscaped terraces and rooftops. Services included Conceptual Design through Construction Administration.



3D Renderings courtesy of Torti Gallas.

6TH AND M STREET WASHINGTON, D.C.



OWNER MidCity Financial

CLIENT/ARCHITECT Torti Gallas

PROJECT TYPE Multifamily

PROJECT SITE 365 units

This urban infill project will be a 365 unit with two buildings, connected by a shared residential lobby and amenities. A unique aspect of this project will be the central park, accessible to the public at 5th and Ridge Streets. STUDIO39 is providing Landscape Architecture services for the streetscape, four courtyards and the rooftop terrace. Design elements include a water wall feature, tall, airy shade trees for privacy, bike racks, an outdoor open space for yoga or other active recreation and a rooftop pool with lounge seating and grilling stations. Three existing trees along the streetscape will be preserved. The project is expected to break ground in 2021.



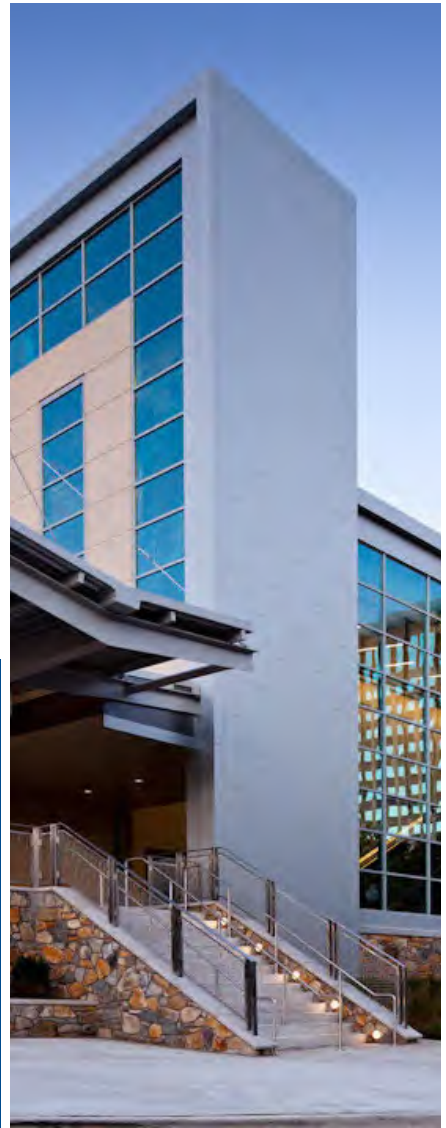








Connect







Est. **1993**

STUDIO39 LANDSCAPE ARCHITECTURE, P.C.
6416 GROVEDALE DR., SUITE 100-A ALEXANDRIA, VIRGINIA 22310 | T: 703.719.6500



Steve Wilson

SSG Development
100 Corporate Place #404,
Peabody, MA 01960

**Franconia Governmental Center
Qualification Package**
April 2022

Submitted by:
Hamel Builders, Inc.



Baltimore
5710 FURNACE AVE, SUITE H
ELKRIDGE, MD 21075
(410) 379-6700

Washington
2520 PENNSYLVANIA AVE SE
WASHINGTON, DC 20020
(202) 584-2100

Greenville
3600 NORTH DRIVE
GREENVILLE, NC 27834
(252) 999-0373

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Corporate Profile

Corporate Profile



Originally founded in 1988, Hamel Builders, Inc. has earned a reputation for excellence in multifamily renovation and new construction in the mid-Atlantic region. Hamel Builders has developed over 35,000 units of multi-family residential, affordable housing, adaptive reuse, senior living, historic, and mixed-use development, including about 7,000 Resident-in-place renovations.

Represented by a staff of diversified construction professionals with backgrounds spanning all aspects of the development process, Hamel can effectively evaluate projects not only from a construction perspective, but with sensitivity to property management and marketing needs. With offices in ElkrIDGE, MD and Washington, DC, Hamel Builders' staff is comprised of over 150 employees. Hamel is pleased to have several employees whose careers in project management span over twelve years. In addition, several of our staff have achieved LEED accredited professional status while employed at Hamel.

We will work with your development team to ensure all construction activities, from estimates to project management, are coordinated and executed thoroughly. Hamel utilizes a systemized team approach to estimating, buying, and managing time and resources on a project. This enables us to effectively aid architects, engineers, and consultants in identifying problems and developing solutions before construction commences. Hamel Builders' success in delivering time sensitive projects with significant shared savings and limited contractor callbacks has contributed to our growing base of repeat clientele.

Since inception Hamel has been devoted to our clients and their prospective communities. With focus placed on investing in people, we devote ourselves to not only capture the diverse nature of each neighborhood, but provide opportunities for individuals to become part of the redevelopment of their home.

Preconstruction Services



Hamel Builders begins each new project's preconstruction phase with a positive, open-book, team approach. First, we determine the development team's goal with respect to the overall project (design, cost constraints and timelines). We immediately begin our work as part of the development team, and believe that our role is to provide timely, accurate, detailed cost estimates, and input throughout this phase.

For each new project, we assign a project management and estimating team based upon similar experience and capacity. As a partner in the process, we will provide cost analysis, document review, coordination and constructability reviews, scheduling, progressive cost estimating services, and cost savings input. Our ability to evaluate technical issues early assists the design team in determining cost effective solutions and minimizes re-design and delays in the development schedule.

Utilizing our staff of in-house experts and database of qualified subcontractors, Hamel Builders will physically investigate each project and proposed site, enabling our project management team to evaluate constructability and phasing. This added input complements the estimating and value engineering process, as construction methods and materials are identified and major systems are finalized.

Our project teams become involved during the planning stages of projects and continue working together until completion of construction. This ensures continuity between the preconstruction and construction phases, so that decisions made during the planning stages are properly implemented in the field. The end result is that Hamel's preconstruction expertise on pricing, scheduling, materials, building systems, and construction methods assures delivery of projects of best value for our clients. Our project management involvement during preconstruction ensures a seamless flow into the construction phase.

- Accurate conceptual estimating
- Document and constructability reviews
- Design input
- Team development
- Scheduling and Phasing analysis
- Permit and utility coordination
- Value engineering
- Systems analysis
- Collaborative design process for sustainable design

Construction Services



Hamel Builders provides clients with tenured construction experience and intuitive leadership from concept to completion, working in partnership with owners, architects, subcontractors, and engineers to deliver successful projects. Providing a full gamut of construction services from the earliest stages of the design process through warranty, Hamel can effectively and efficiently impact project costs and schedule.

Supported by a staff of passionate construction professionals, Hamel consistently distinguishes itself from the competition through quality of construction, attention to detail, and superior service. Staffing projects with construction management teams consisting of Project Executives, Project Managers, and onsite Superintendents, we can continuously monitor every project detail from quality to safety.

Hamel Builders has the experience to ensure successful project completion, capabilities with ranging from general contracting to design-build, and a history of on time and within budget project completion.

- LEED/Green construction practices and documentation
- Subcontractor management and selection
- Schedule development and enforcement
- CBE and MBE/WBE credits
- Progress meetings
- Monthly job and budget reviews
- Construction management: Project Executives, Project Managers, and Superintendents
- Detailed accounting and contract practices
- Payment and Performance bond
- Quality control plan
- Safety education and management

2

Resumes



Oscar Macció

EXECUTIVE VICE PRESIDENT

EXPERTISE

- Began Construction Career in 1996
- Joined Hamel in 2007

ADDITIONAL CREDENTIALS

- Board Member and Co-chair of the Governance Committee for the Coalition for Non-Profit Housing and Economic Development (CNHED)
- Board Vice Chair for Vida Senior Centers
- Member of the Program Committee for the Housing Association of Nonprofit Developers (HAND)

BIO

Born, raised and educated in Argentina, Oscar moved to the Washington, DC area in 1996. He immediately launched a career characterized by hard work, consistently high performance and a steady rise from roofer to project manager to senior executive two decades later.

Oscar quickly progressed from the field to Project Manager with a real estate development consulting firm where he was involved in a wide range of projects, expanding the company's footprint across the Mid-Atlantic region. In addition to three golf courses, Oscar led the execution of 723 units funded through the Low Income Housing Tax Credit (LIHTC) affordable housing program.

Oscar joined Hamel in 2007 and was promoted to Project Manager in 2008. During the next four years, he led the completion of 1,427 units worth \$100 million. In 2012 he was promoted to Director of Business Development and also served as Hamel's Director of Preconstruction Services.

Oscar's passion for empowering communities through delivering affordable, sustainable housing is demonstrated by his civic engagement and leadership roles. He is a Board Member and Co-chair of the Governance Committee for the Coalition for Non-Profit Housing and Economic Development (CNHED). Additionally, Oscar serves as the Board Vice Chair for Vida Senior Centers, the oldest Latino/Hispanic nonprofit in Washington, DC. Oscar is also a member of the Program Committee for the Housing Association of Nonprofit Developers (HAND). Most recently, Oscar joined the Advisory Council for Pennsylvania Avenue East Main Street.

*Since 2012, Oscar's expanded role in the company has represented **\$1,346,925,372** in **13,565 units** with his involvement and leadership.*

omaccio@hameldc.com • Mobile: (202) 368-8755 • www.hamelbuilders.com

CONFIDENTIAL AND PROPRIETARY INFORMATION



Timothy Bowes

VICE PRESIDENT OF ESTIMATING

BIO

EXPERTISE

- 20+ Years in Construction Industry

RELEVANT PROJECTS

Studio 3807

- \$32,031,816
- Brentwood, MD
- New Construction
- 147 Apartments

Stanton Square

- \$27,768,263
- Washington, DC
- New Construction
- 121 Apartments

Southern Avenue Assisted Living

- \$28,959,614
- Washington, DC
- New Construction
- 152 Apartments

With over 20 years of experience in estimating and project coordination, over half of which has been earned in his current position with Hamel, Tim brings a great deal of know-how to the table for clients. Educated in accounting and information systems management, his approach is highly detailed and thorough, beginning in the early schematic phase, and continuing through design development, permitting and construction drawings.

Since joining Hamel in 2007, Tim has grown through the ranks in Estimating. In November of 2017, Tim was promoted to the Director of Preconstruction where he now leads the department. Tim's passion is to follow Hamel's mission of "Building Relationships" by sustaining current relations with clients, architects, and subcontractors as well as to cultivate new relationship opportunities.

Tim works closely with various agencies such as CDA, VHDA, DHCD, and HUD to ensure compliance with the different standards applicable to our projects in the greater Baltimore, Washington Metropolitan Area.

Under Tim's direction, Estimating is focused on finding cost effective solutions and addressing constructability concerns. Tim strives for consistency and has a keen attention to detail. His goal is to further develop the capabilities of the Estimating Department by emphasizing on cutting edge, detailed output to clients as well as to develop and bring a healthy stable of subcontractors and suppliers to each opportunity.

As Director of Preconstruction, Tim has overseen 37 projects, 3,369 units completed, and \$413,296,627 in value.

tbowes@hamelbuilders.com • Mobile: (410) 247-1081 • www.hamelbuilders.com

CONFIDENTIAL AND PROPRIETARY INFORMATION



Peter Saunder

PROJECT EXECUTIVE

EXPERTISE

- Joined Hamel in 2002
- B.S. Civil Engineering, Cape Town University

RELEVANT PROJECTS

Providence Place

- \$22,955,289
- Washington, DC
- New Construction
- 93 Units

Abrams Hall North Senior Assisted Living

- \$8,616,960
- Washington, DC
- Renovation
- 54 Units

Murraygate Village

- \$15,185,522
- Alexandria, VA
- Renovation
- 200 Units

BIO

Peter started at Hamel Builders as a Project Manager in October 2002 and was promoted to Project Executive in August 2007. He oversees all facets of the projects, from pre-construction to purchasing, scheduling, construction and close out documentation. Peter believes in a team approach for his projects and has forged good working relationships with Owners, Architects, Subcontractors, Suppliers, and Co-workers.

Peter graduated from Cape Town University in 1982 with a Bachelor of Science, Civil Engineering degree. He worked 11 years for a construction company and then owned his own company in Zimbabwe before moving to the United States in October 2002. Peter's company specialized in multi-story concrete framed office buildings, factories, satellite stations, abattoirs, and luxury single family homes.

*Peter has completed **5,061 units** of new construction and renovation for a value of **\$374,569,375**.*

psaunder@hamelbuilders.com • Mobile: (443) 790-1554 • www.hamelbuilders.com

CONFIDENTIAL AND PROPRIETARY INFORMATION



Jeff Warner

SENIOR ESTIMATOR

EXPERTISE

- Joined Hamel in 2005

RELEVANT PROJECTS

Capitol Vista

- \$33,659,788
- Washington, DC
- New Construction
- 104 Units

Spring Flats Family

- 25,587,018
- Washington, DC
- New Construction
- 87 Units

1736 Rhode Island Ave

- \$13,293,734
- Washington, DC
- New Construction
- 61 Units

BIO

Jeff Warner started his career as an Estimator in 1989 working for Architectural Woodworking, Inc. The company was primarily a commercial carpentry company specializing in high end millwork and rough carpentry for tenant fit-out, commercial office space, embassy construction and large residential estates.

In June of 1993, Jeff started work with Master Carpentry Corporation with a scope of work very similar to his previous employer, but with the addition of 6A prime contracts with various Maryland school boards for new school construction projects. His responsibilities included estimating, sub-contractor scopes and award of sub-contracts. He also managed several projects from start to completion.

Jeff was hired by Hamel Builders, Inc. in March of 2005 as a Senior Estimator. He is responsible for estimating and scoping new construction and renovation projects with costs ranging from \$500,000 to \$25,000,000.

Hamel began construction in May 2010 on one of Jeff's most recent estimates for around \$38,000,000. The project consists of ten interconnected four-story wood-framed modules totaling 378 apartment units wrapped around a six level, cast-in-place concrete parking garage with approximately 600 parking spaces.

Jeff has successfully estimated over 30 projects for a total contract value of approximately \$400,000,000.

jwarner@hamelbuilders.com • Mobile: (443) 871-2194 • www.hamelbuilders.com

CONFIDENTIAL AND PROPRIETARY INFORMATION

3

Bonding
Capacity

HMS INSURANCE

ASSOCIATES, INC.

April 7, 2022

Steve Wilson
SCG Development
100 Corporate Place #404
Peabody, MA 01960

Rick Edson
NFP Affordable Housing Corp.
4405 East-West Hwy #309
Bethesda, MD 20814

Re: Hamel Builders, Inc.
Project: Franconia Governmental Center

Dear Mr. Wilson and Mr. Edson:

This letter is to confirm that Fidelity and Deposit Company of Maryland, a subsidiary of Zurich, N.A. serves as Surety for Hamel Builders, Inc., and has committed to provide bonding capacity on individual projects in excess of \$70,000,000, with an aggregate amount of \$300,000,000. Fidelity and Deposit Company of Maryland has an AM. Best Rating of 'A+' (Excellent).

Should Hamel Builders, Inc. be awarded a project and enters into a contract with the Owner, F&D stands ready to provide the required Performance & Payment Bonds for the project.

As is customary, our commitment would be subject to our standard underwriting at the time a particular bond is requested, which will include but not be limited to the acceptability of the contract terms and bond forms.

In our opinion, Hamel Builders, Inc. is one of the best-managed construction firms in the region. Further, the principals of Hamel Builders, Inc. are of the highest character and integrity and can be dealt with in full confidence.

Please do not hesitate to contact us should you have any questions or concerns.

Very truly yours,
HMS INSURANCE ASSOCIATES, INC.



Craig Bancroft, AFSB, CPCU, AIC, AAI
Senior Vice President

Socioeconomic & Participation Approach

4

Socioeconomic & Participation Approach

Hamel strives to recruit, train and employ Section 3 and special designation companies owned by socially and economically disadvantaged groups. Our efforts will be fulfilled through recruitment events, local advertising, project signage and most importantly, through liaisons with community organizations, private and public institutions, and Fairfax County government.

We practice a standard bidding process in which we extend invitations to bid to all qualified subcontractors in the region, however, special designation and Section 3 businesses are given preference. We track special designation businesses in the region with our bidding software and update our contact list regularly, referencing the Virginia Department of Minority Business Enterprise directory.

We encourage and assist our subcontractors to hire Section 3 residents when positions become available, and to tier work out to special designation businesses and suppliers. In the past 12 years alone, Hamel and its subcontractors have hired 405 Section 3 residents, accounting for 72% of all new hires.

Our experience of working with special designation contractors speaks for itself. Since 2010, Hamel has awarded nearly half a billion dollars in contracts to special designation and Section 3 businesses.

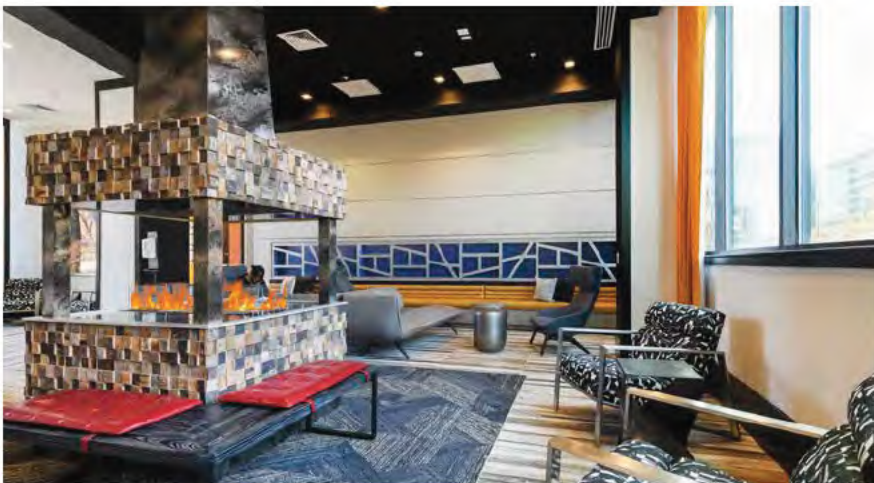
5

Representative Projects



Capitol Vista

NEW CONSTRUCTION



ARCHITECT Grimm + Parker Architects
OWNER Dantes Partners

LOCATION Washington, DC
COMPLETED October 2020

No. UNITS 104
SQ. FT. 106,815



Bread for the City SE Expansion

NEW CONSTRUCTION



ARCHITECT Michael Marshall Design

LOCATION Washington, DC

No. UNITS n/a

OWNER Bread, Inc.

COMPLETED June 2020

SQ. FT. 28,132



Livingston Place at Southern Avenue

NEW CONSTRUCTION | ASSISTED LIVING



ARCHITECT Soto Architecture & Urban Design

OWNER Southern Avenue Owner LLC

LOCATION Washington, DC

COMPLETED April 2021

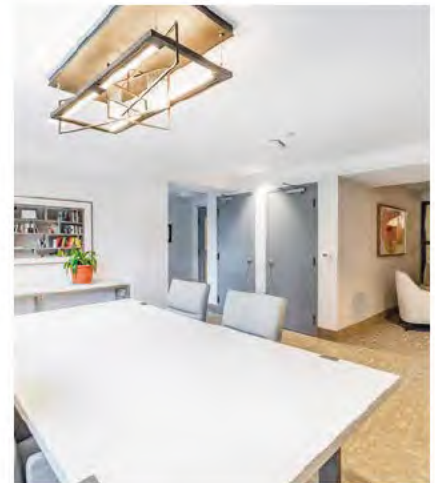
NO. UNITS 152

SQ. FT. 112,097



Lewinsville Senior Apartments

NEW CONSTRUCTION



ARCHITECT Wiencek + Associates
Architects + Planners

OWNER Wesley Lewinsville
Limited Partnership

LOCATION McLean, VA

COMPLETED November 2018

No. UNITS 82

SQ. FT. 80,031



Studio 3807

NEW CONSTRUCTION



ARCHITECT Grimm + Parker Architects

OWNER Brentwood Development, LLC

LOCATION Brentwood, MD

COMPLETED September 2018

NO. UNITS 147

SQ. FT. 252,630



Murraygate Village RENOVATION



ARCHITECT Moseley Architects

LOCATION Alexandria, VA

No. UNITS 200

OWNER Murraygate Village LP

COMPLETED December 2020

SQ. FT. 188,570



The Carlin RENOVATION



ARCHITECT Grimm + Parker
Architects

OWNER Carlin Springs RHF
Partners LP

LOCATION Arlington, VA

COMPLETED December 2020

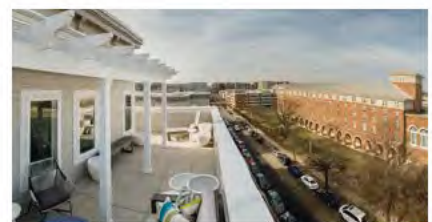
No. UNITS 162

SQ. FT. 154,907



The Bixby

NEW CONSTRUCTION



ARCHITECT Lessard Design, Inc.

LOCATION Washington, DC

No. UNITS 195

OWNER DCHA | Square 882N
Affordable, L.P.

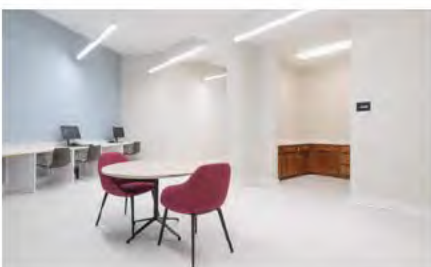
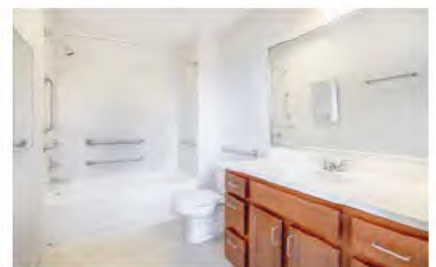
COMPLETED November 2016

SQ. FT. 264,573



Baker Street School

HISTORIC ADAPTIVE REUSE



ARCHITECT Commonwealth

LOCATION Richmond, VA

No. UNITS 50

OWNER Baker School LLC

COMPLETED October 2021

SQ. FT. 67,827

6

Letters of
References



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

February 26, 2021

Hamel Builders, Inc.
5710 Furnace Ave, Suite H
Elkridge, MD 21075

Subject: Letter of Recommendation

To whom it may concern,

Hamel Builders recently completed a construction contract for renovation of 200 affordable housing units at Murraygate Village for the Fairfax County Redevelopment and Housing Authority. The units had not been fully renovated since their construction in the early 1970's, so the scope of work included all new kitchens, bathrooms, finishes, and heat pump systems for each unit.

Early in the project, significant design revisions were required after unforeseen conditions were identified in multiple locations throughout the buildings. After design changes were made, Hamel prepared a new schedule for the completion of the buildings considering the additional scope of work to be performed. The Hamel team kept to the schedule, meeting every scheduled building completion date for the remainder of the project, and allowing for smooth resident relocation and smooth coordination with other project vendors.

The Chairman of the Fairfax County Board of Supervisors recently visited the site and stated that the finished project was "a monumental task and a great final product". I would definitely recommend Hamel for any such renovation project in the future.

Regards,

Tony G. Esse, P.E.
Associate Director, Design, Development and Construction Division

Department of Housing and Community Development

3700 Pender Drive, Suite 300
Fairfax, Virginia 22030-6039
Tel. 703-246-5100 • Fax 703-246-5115 • TTY 703-385-3578
www.fairfaxcounty.gov/rha



April 16, 2021

Hamel Builders
2520 Pennsylvania Avenue SE
Washington, DC 20020

Letter of Recommendation

To whom it might concern:

I am pleased to write this letter of recommendation for Hamel Builders, Inc. who, for over 10 years, has been a trusted partner in their role as general contractor. Together we have completed five projects for a total of 393 units of affordable and senior housing. These units along with some associated commercial space represent a total volume of \$80.4M.

For each project, Hamel provided preconstruction services and assisted in the process of bringing our vision to reality. Due to their wide range of expertise, Hamel was able to tackle the complexities of Phyllis Wheatly, transforming a historic YWCA to 84 units of affordable housing, to the luxury affordable high-rise of Capitol Vista, 11 stories of 104 mixed-income units. Our new assisted living facility in the District, Livingston Place at Southern Avenue, is a 5-story, 152-unit Affordable Assisted Living Community (AALC), the first of its kind in Washington.

Worth noting is that Hamel was able to deliver Capitol Vista and Southern Avenue Assisted Living through the complications of COVID-19, navigating restrictions, supply chain disruptions and the general uncertainty with minimal impact. Their construction experience is matched by their knowledge of the compliance requirements in Washington, DC. Hamel's commitment to the local community, their drive to hire local small firms as part of the CBE program, and employment of local individuals which supports their First Source hiring requirements is a key component for us, and they perform with great sincerity.

I founded Dantes Partners to create quality affordable housing for hard-working people which is a core-value that Hamel and Dantes share.

If you have any questions at all about their capabilities, please do not hesitate to contact me at buwa@dantespartners.com

Regards,

Buwa Binitie
Managing Principal

DANTES PARTNERS

3467 14th Street NW, Unit 1, Washington, DC 20010 | Office: 202.588.0622
www.dantespartners.com

December 12, 2021

Mr. Phil Gibbs
President
Hamel Builders
5710 Furnace Avenue Suite H
Elkridge, MD 21075



Re: Southern Avenue (Livingston Place) Assisted Living

Dear Phil,

Please receive this belated note in recognition to the excellent work your team did at Southern Avenue. The Hamel team was professional, respectful, and worked with a positive problem-solving attitude from conceptual design through the construction of the project.

It was such a pleasure working together on the design and construction of this amazing facility. Livingston Place is the first affordable Assisted Living facility in the District of Columbia and will provide housing to more than 150 DC residents. We particularly enjoyed working with Tim Bowes during the design phase and with Hank Coleman during the project's construction. Tim led the estimating team and made the project possible by pricing several revisions during the life of the project and ensured the design came in on budget. Hank led the construction team and coordinated the innumerable layers: contracts, contractors, schedules, and constructability decisions, a project of this magnitude requires.

We look forward to continuing working with Tim, Hank, and the rest of the Hamel team.

Sincerely,

A handwritten signature in blue ink, appearing to read "Fernando Bonilla-Verdesoto". The signature is fluid and stylized, with a large loop at the end.

Fernando Bonilla-Verdesoto, AIA, NCARB
Principal & Founder
Soto Architecture & Urban Design, PLLC
cell: (202) 909-5485

Cc: Tom Wahl, Oscar Maccio, Tim Bowes, Hank Coleman





January 5, 2021

Phil Gibbs
President
Hamel Builders, Inc.
5710 Furnace Ave. Suite H
Eldridge, MD 21075

Dear Mr. Gibbs:

I want to commend the Hamel team and their work on the renovation of Retirement Housing Foundation's (RHF) community, The Carlin, located in Arlington, Virginia. The 10 story, 162-unit community is a LIHTC refinance/renovation project using Virginia Housing (VHDA) 4% bonds. It was certainly a challenge for the entire team, but Hamel managed to overcome obstacles the project presented in order to reach completion on time. Hamel effectively resolved many unforeseen issues that arose during the course of construction. We were also hit hard with COVID-19 related delays. Hamel was extremely proactive and stepped up to the plate to provide solutions. For example, when Arlington building inspectors were unable to provide on-site inspections, a virtual inspection solution was coordinated that resulted in a successful inspection. Hamel continually addressed the relocation delay issues and helped communicate with and reassure residents. They also quickly created a COVID-19 safety protocol for Hamel employees and their subs. RHF's main headquarters is located in Long Beach, CA, so we had to rely very heavily on both our architect and our general contractor to understand and execute Virginia Housing's LIHTC requirements, as well as rely on their relationship with Virginia Housing. .

Hamel has an excellent relationship and reputation with the staff at both Virginia Housing and Viridiant (Earth Craft). Hamel also developed a very close relationship with Arlington County staff, especially the building inspectors. It was because of those relationships, along with their ability to "think outside of the box" to address COVID-19 related issues, that we were able to meet our critical completion deadline of December 31, 2020.

Even with all of the challenges faced with the Carlin project, Hamel was able to provide cost savings and limited change orders. This allowed us to expand the scope of work to include the first floor common area. The Carlin residents can now enjoy lovely, renovated units along with a beautiful first floor common area.

Retirement Housing Foundation

911 N. Studebaker Road, Long Beach, CA 90815-4900 • (562) 257-5100 • Fax (562) 257-5200

Member, Council for Health and Human Service Ministries, United Church of Christ

www.rhf.org • TDD (800) 545-1833 EXT. 359 • Email: info@rhf.org

www.facebook.com/RetirementHousingFoundation • Twitter: @RHFoundation



I congratulate and sincerely thank Hamel Builders and their employees on a job well done and would recommend Hamel without hesitation.

Sincerely,

A handwritten signature in cursive script that reads "Florence Webb". The signature is fluid and elegant, with a long horizontal stroke at the end.

Florence Webb
Senior Project Manager



April 21, 2021

Hamel Builders, Inc.
5710 Furnace Avenue
Elkridge, Maryland 21075

Letter of Recommendation

To whom it m concern,

I am happy to provide my recommendation of Hamel Builders, Inc. as general contractor for your current project. Hamel provided valuable preconstruction services which helped the planning of our most recent project, Riverwatch Phase II, a new 58-unit garage-townhouse project. With funding from HUD and CDA, Riverwatch Phase II required not only an experienced contractor, but also a partner to navigate all the contract requirements of the HUD process. Hamel certainly met and assisted in this process every step of the way.

While Hamel's involvement in preconstruction was extremely helpful, it was surpassed by their construction execution which navigated the delivery and completion of Riverwatch Phase II through the COVID-19 health crisis. Despite this unprecedented and unforeseen challenge, Hamel delivered the high-quality product on time and on budget.

We look forward to our next project with Hamel and are happy to recommend them for any of your upcoming ventures. If you have any questions, please contact me at jeff@kirbydev.com or 410-960-9801.

With regards,

Jeffrey C. Kirby



April 14, 2021

Re: Hamel Builders, Inc. - Reference & Recommendation

To whom it may concern:

I am pleased to recommend Hamel Builders, Inc. for the above captioned project. Since 1994, Hamel has completed 24 projects for Victory Housing across the DC region worth over \$160 million in construction.

Presently, Hamel is assisting us with the redevelopment of a significant property in the District of Columbia which includes a historic adaptive reuse, a large new construction multifamily building and a for-sale component, worth approximately \$50 million in construction.

For each project, Hamel provided extensive preconstruction services that ensured the concept was realized. During the construction phase, Hamel's team offered solution-driven responses to every challenge. It is from these experiences that I am confident Hamel will be a valuable partner in your important redevelopment.

Please feel free to contact me at (301) 493-6991 or via email LFinucane@victoryhousing.org as I will be happy to offer additional information regarding Victory Housing's experience working with Hamel.

Sincerely,

Leila A. Finucane
President & CEO



LANDEX Development, LLC

801 International Drive, Linthicum, Maryland: Phone: (410) 234.0111 Fax: 410/234.0902

Re: Hamel Builders
Reference & Recommendation

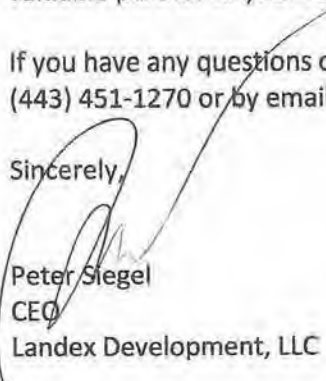
To whom it might concern:

I am very pleased and honored to be writing this letter of recommendation for Hamel Builders, Inc. My firm, Landex Development, LLC, has worked with Hamel since 1997 for the new construction, renovation and adaptive reuse of 15 affordable, mixed-income and mixed-use communities totaling more than 6000 apartments and 30,000 square feet of retail throughout the Washington, DC metropolitan area. These developments have ranged from \$7,000,000 to \$25,000,000 in construction costs. In addition, we have done over 3000 units of resident in-place renovations. We recently completed two mixed-use communities, Studio 3807 and Artisan 4100, in the Prince George's County Gateway Arts District with Hamel. These two communities involved extensive community engagement to which Hamel was an eager and contributing partner.

The reason we work exclusively with Hamel is their extensive preconstruction services that ensures each community vision becomes an economic, physical and social reality. During the construction phase, Hamel's team offered solution-driven responses to every challenge. I am confident Hamel will be a valuable partner to your redevelopment.

If you have any questions or would like additional information, please do not hesitate to contact me at (443) 451-1270 or by email at peter@landex.org.

Sincerely,



Peter Siegel
CEO

Landex Development, LLC

ABOUT christopher consultants

OFFICES

christopher consultants, ltd. (christopher) is a leading civil engineering, surveying and design firm founded in 1982. christopher provides surveying, civil engineering, planning, landscape architecture, environmental and sustainable design services from our offices in Fairfax, Prince William, Loudoun, Warrenton and Richmond, Virginia and in Lanham, Maryland. The firm currently employs 150 professionals including licensed professional engineers, licensed surveyors, registered landscape architects, planners, certified arborists, technicians and information technology specialists. Members of our firm are additionally qualified through OSHA training, confined space entry and LEED certification.

Our staff provides a full range of infrastructure, site and facility services. Our extensive project list includes large multi-year sustainable projects, public/private partnership developments, LEED certified projects, mixed-use development, federal installations, municipal buildings, state and local government term contracts, educational and training facilities, roadways and religious facilities. In our 39 years, christopher has worked on some of the most significant projects in the Washington Metropolitan Region.



CIVIL ENGINEERING



SURVEYING



PLANNING



LANDSCAPE
ARCHITECTURE



fairfax, va
HQ



manassas, va



leesburg, va



lanham, md



richmond, va



warrenton, va

MISSION STATEMENT

To provide superior engineering services for all projects in the communities we serve through innovative design, technical expertise and strong relationships.



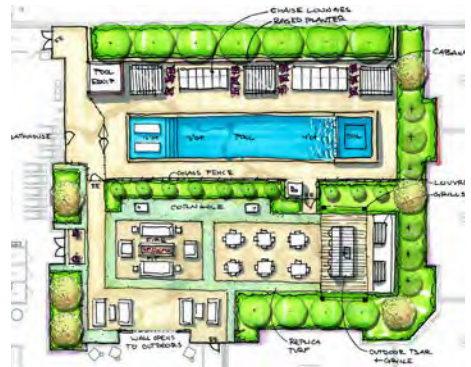
- Construction Plans & Specifications
- Infrastructure Plans - Water, Roads, Pedestrian
- Masterplanning & Site Development Plans
- Stormwater Management and Drainage Design
- Best Management Practices (BMP) Systems Design
- Feasibility Studies
- Construction Administration (CA) Services
- Traffic Control Plans
- Erosion and Sedimentation Control Plans
- Preliminary Plan Design and Preparation
- Hydraulic/Hydrologic Studies
- Plan Processing and Approval
- ADA/FHA Compliance
- Expert Witness Testimony
- Plan Review
- Landscape and Streetscape Coordination



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



- Comprehensive Master Plans
- Conceptual Plans
- 3D Modeling
- Landscape Design
- Urban Forestry
- Arborist Services
- Entitlements
- Landscape Planting Design
- Hardscapes
- Entry Features Design
- Condemnation Support & Expert Witness Testimony
- Public Hearings and Presentations
- Design Charettes





MICHAEL S. KITCHEN, PE PRINCIPAL / VICE PRESIDENT

Michael Kitchen has over 38 years of experience providing civil engineering design. He is known for his long-lasting work relationships with clients, State and Local Officials and various regulatory associations. His extensive knowledge ensures that project production is of the highest quality, on time and within budget while meeting or exceeding client expectations. He has been responsible for the design of storm drainage, sanitary sewer and water supply facilities, as well as all phases of land development, including grading, erosion and sediment control plans and stormwater and Best Management Practices facilities.

QUALIFICATIONS

EXPERIENCE:

38 years overall
24 years with christopher

EDUCATION:

BS, Civil Engineering
Virginia Polytechnic Institute
and State University

REGISTRATION:

Professional Engineer, VA

Designated Plans Examiner -
Prince William County

ASSOCIATIONS:

NVBIA - Life Director

NAIOP Northern Virginia - Board
of Directors

RELEVANT PROJECTS

NORTH HILL

FAIRFAX, VA

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

OAKWOOD SENIOR HOUSING DEVELOPMENT

FAIRFAX COUNTY, VA

Vice President for civil engineering, surveying and technical support for the senior housing development. The project is 6.2 acres, and the plans include a single affordable senior housing building containing approximately 150 units. Project efforts included preparation of a SE/FDP/PCA submission package, conditions/proffer statement preparation, re-zoning plats and legal descriptions. Additional work includes preliminary design and surveying.

SPRING HILL SENIOR CAMPUS

FAIRFAX COUNTY, VA

Vice President overseeing project tasks including site planning, permit processing, zoning, surveying and landscape architecture at the Spring Hill Senior Campus in Lorton, Virginia. The 47-acre development includes 142 single family homes, 39 villas and 125 condominium units. This 55+ gated community is an adult community. christopher has actively worked on the Spring Hill Senior Campus throughout its development, and current efforts include historic adaptive reuse of existing buildings on the property.

HERITAGE MALL REDEVELOPMENT AND EXPANSION

FAIRFAX COUNTY, VA

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



ERIC BOGUMIL, PE PROJECT MANAGER

Eric Bogumil has over eight years of experience in civil engineering. In his role as a Project Manager, Eric provides client satisfaction through superior communication and a timely, efficient, and a budget-conscious product delivery. He is also responsible for overseeing the design, submission, approval, and construction of the site related engineering drawings, as well as the relentless coordination with the client, jurisdiction, and contractor from concept layouts to the ribbon cutting. He has performed work throughout Northern Virginia as well as other locations in the greater Commonwealth of Virginia.

QUALIFICATIONS

EXPERIENCE:

8 years overall
8 years with christopher

EDUCATION:

Bachelor of Science, Civil Engineering, The Pennsylvania State University, 2014

Bachelor of Science, Surveying Engineering, The Pennsylvania State University, 2014

REGISTRATION/CERTIFICATIONS:

Professional Engineer, VA

ASSOCIATIONS:

NVBIA Future Leaders Committee Chairperson, 2021

PUBLICATIONS/AWARDS/COMPETITIONS:

Fairfax County ESI/LDS Plan Excellence Award – Nominee

RELEVANT PROJECTS

OAKWOOD SENIOR HOUSING DEVELOPMENT

FAIRFAX COUNTY, VA

Group Leader for civil engineering, surveying and technical support for the senior housing development. The project is 6.2 acres, and the plans include a single affordable senior housing building containing approximately 150 units. Project efforts included preparation of a SE/FDP/PCA submission package, conditions/proffer statement preparation, re-zoning plats and legal descriptions. Additional work includes preliminary design and surveying.

NORTH HILL

FAIRFAX COUNTY, VA

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

HERITAGE MALL REDEVELOPMENT AND EXPANSION

FAIRFAX COUNTY, VA

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

FAIRFAX COMMUNITY CHURCH

FAIRFAX COUNTY, VA

Project Manager for civil engineering and surveying services to Fairfax Community Church to the new building addition measuring approximately 21,573 sf. christopher provided all services necessary to prepare and submit construction site plans to Fairfax County for review. Project efforts included site planning and layout, SWM/BMP design, permitting and plat submissions, grading and septic tank design and construction administration.



LAURIE BETH DONNACHIE, PLA

PROFESSIONAL LANDSCAPE ARCHITECT/ISA CERTIFIED ARBORIST

Laurie Beth Donnachie is a Registered Landscape Architect and ISA Certified Arborist in christopher consultants' Planning and Landscape Architecture Division. In this role, her responsibilities include site design, site evaluation, land planning, tree conservation plans, landscape (planting) plans, illustrative site plans and exhibit.

QUALIFICATIONS

EXPERIENCE:

11 years overall
4.5 years with christopher

EDUCATION:

BLA, Bachelor of Landscape
Architecture,
Pennsylvania State University

PROFESSIONAL REGISTRATION:

Maryland Professional
Landscape Architect

Virginia Registered Landscape
Architect #1880

ISA Certified Arborist
MA-5723A

PROFESSIONAL ACTIVITIES:

American Society of Landscape
Architects - Potomac Chapter

International Society of
Arbiculture - Mid Atlantic
Chapter

RELEVANT PROJECTS

OAKWOOD SENIOR HOUSING DEVELOPMENT

FAIRFAX COUNTY, VA

Landscape Architect and Arborist for this senior housing development as part of a public-private partnership. The project is 6.2 acres; plans include an affordable senior housing building containing approx. 150 units. Laurie Beth was the Project Manager during the rezoning and provided landscape architectural and arborist services during the site plan and construction monitoring phases.

NORTH HILL

FAIRFAX, VA

Landscape Architect and Arborist for the multi-family affordable housing portion of this 34-acre redevelopment as part of a public-private partnership. This portion of the project included townhomes. Laurie Beth attended preconstruction meetings, performed construction monitoring site visits for the multifamily phase and coordinated with UMFD on plan changes.

BOULEVARD VI

CITY OF FAIRFAX, VA

Landscape Architect for the redevelopment of the high school site into a vibrant mixed-use community featuring: 115 townhomes, 7 single family homes, 144 condominiums, 20,000 SF of commercial/retail space, and 24,000 SF of community/office space. Laurie Beth was the Project Manager during the rezoning and provided landscape architect and arborist services during the site plan phase.

SULLY COMMUNITY CENTER

FAIRFAX COUNTY, VA

Landscape Architect and Arborist for new 32,000 SF community center facility on a five-acre site to include a gymnasium, multipurpose spaces, a kitchen, offices and on-site parking, all designed to LEED Silver. Project efforts include full civil engineering and surveying services.

DEMOCRACY LANE STUDENT HOUSING

FAIRFAX, VIRGINIA

Landscape Architect and Arborist for a six-acre student housing building that will accommodate up to 825 George Mason University students with easy access to campus and downtown. Colin is leading the landscape and hardscape design for the outdoor amenity spaces including a pool, water features, summer kitchen, and other outdoor spaces. Design efforts include streetscape design along the public streets with wide brick sidewalks, shade trees and seating areas. Additionally, the project emphasizes multi-modal transportation options including shuttle services and a future bike-share station.



NORTH HILL FAIRFAX COUNTY, VA

PROJECT DETAILS

SERVICES PROVIDED:

- Site Evaluation
- Conceptual Road Design
- Concept Layouts
- Stormwater Outfall Analysis
- SWM/BMP
- Conceptual Grading
- Landscape and Tree Preservation Plan
- Meetings and Conferences Support
- Due Diligence Support
- Surveying

SIZE:

34 Acre Site

YEAR COMPLETED:

Ongoing

CLIENT:

- Community Housing Partners
- Fairfax County
- Penrose

christopher is providing civil engineering, surveying and land planning services for the North Hill Park Project in Fairfax County as part of a public-private partnership. The 34-acre property is being redeveloped for residential and public use consisting of multi-family affordable apartment buildings, single-family and townhomes, site amenities and a public passive-use recreational park. Project efforts to date have included site evaluation studies and due diligence analysis, conceptual engineering design, stormwater management design, stormwater outfall analysis and community meeting support services.

This important community project requires a multi-phased approach due to the complexities of the property. The property is currently “split-zoned” and requires a comprehensive plan amendment, entitlements and rezoning prior to final site design. christopher is providing the surveying, preliminary engineering and site evaluation services as part of the land acquisition, zoning and entitlement processes.

christopher has faced several challenges on the site. Marine clay and steep slopes across the site made land acquisition and project financing complex. Through land planning and engineering support, christopher assisted the client in adjusting the proposed site layout and overcoming high construction costs associated with the original layout.

North Hill Park faced community and political pressure to make the project a staple of the Richmond Highway Corridor, including high visibility, preservation of existing features and pedestrian accessibility. christopher supported the client and architect to develop creative solutions for the site. christopher also assisted the developer in presenting and negotiating solutions with Fairfax County and the community.

This project was officially approved in 2020 with construction starting in June 2020.



OAKWOOD SENIOR HOUSING DEVELOPMENT FAIRFAX COUNTY, VA

PROJECT DETAILS

SERVICES PROVIDED:

- Site Evaluation
- Surveying
- Conceptual Layouts and Grading
- Adequate Outfall Analysis
- SWM/BMP
- Conceptual Grading
- Landscape and Tree Preservation Plan
- Meetings and Entitlement Support

SIZE:

6 Acre Site
150 Units

YEAR COMPLETED:

Ongoing

CLIENT:

- Arlington Partnership for Affordable Housing

christopher is providing civil engineering, surveying, land planning and entitlement services for the Oakwood project in Fairfax County as part of a public-private partnership with the Arlington Partnership for Affordable Housing and the Fairfax County Housing and Redevelopment Authority. The six acre property is currently occupied by a stormwater management pond and is being redeveloped with a three story, 150 unit senior affordable apartment building.

Project efforts to date have included site evaluation studies and due diligence analysis, conceptual engineering design, stormwater management design, stormwater outfall analysis and community meeting support services during the entitlement process. The zoning has recently been approved and final site plan preparation will begin soon.

christopher has faced several challenges on the site. The existing stormwater management pond on the site provides controls for offsite areas and was designed a number of years ago under outdated standards. The facility is to be replaced with underground facilities meeting current standards and providing much more environmentally friendly standards.

Sensitivity of the project to the adjacent residential development has also been a concern. Layout and building changes have been made to increase the distance from the property line; arborist and landscape design services have been provided to analyze the condition of the existing trees on the property and provide additional landscaping to buffer the development from the residences.

PARADIGM MANAGEMENT

PORTFOLIO INFORMATION



Currently, over 1,500 apartments in Paradigm's portfolio are part of an affordable housing program, with an additional 844 affordable apartment homes to be added to that portfolio in the next two years. Paradigm's affordable housing experience includes management of properties with funding sources / restrictions that include Low Income Housing Tax Credits, HOME funds, Tax-Exempt Bonds, Taxable Bonds, Section 8 Vouchers, Permanent Supportive Housing, Project Based Section 8, Workforce Dwelling Units (WDU), Affordable Dwelling Units (ADU), and AHIF funds.

It is worthy to note that an affordable housing component is present in most communities managed by Paradigm. A sampling of projects is included below:

Residences at Government Center I and II, Fairfax VA. This 270-unit community includes both LIHTC and WDU apartments and is subject to HUD REAC inspections. This community serves households at 50% and 60% of area median income. As an indication of the overall maintenance of the community, the most recent HUD REAC inspection yielded scores of 98 and 93 respectively.

Ballston Park at Historic Buckingham Village, Arlington VA.

Originally part of Buckingham Village, Paradigm acquired this project in partnership with a non-profit and worked closely with Arlington County to spearhead the renovation of 512 apartment homes utilizing a combination of LIHTC and Historic Tax Credits. The result of a multi-year community process and renovation yielded a mixed community that provides 233 affordable apartments at 60% of area median income.

Madison at Ballston Station, Arlington VA.

Once part of the original Buckingham Village, Paradigm worked closely with Arlington County to redevelop a portion of the site. The result, a newly constructed apartment community which yielded both market rate and affordable housing. The affordable portion of the

community, 100 apartments, is both LIHTC and AHIF at 60% of area median income.

Experience with the Virginia Housing

Paradigm has acquired or developed seven properties in partnership with VHDA in various combination of bonds, construction, and permanent loans, Federal LIHTC and Virginia historic rehabilitation tax credit programs. Paradigm works regularly with the Asset Management and Compliance Teams at VHDA, to prepare annual budgets, conduct routine inspections, manage the WTCMS database, and manage reserve account draws. Paradigm Management is a VHDA Certified Management Company and has an excellent reputation at VHDA for effective management of affordable and mixed income communities.

Affordable Compliance

Paradigm utilizes a multi-tiered process for the review of all files, at move-in and recertification, to minimize errors and occurrences of non-compliance. To ensure compliance with the physical inspection requirements associated with the various programs that are in place, Paradigm utilizes routine property inspections and conducts pre-inspections prior to any scheduled inspection by outside parties. Paradigm developed some of the first Low Income Housing Tax Credit communities in the Commonwealth of Virginia and has been actively involved in the management and oversight of affordable housing for over thirty years. Paradigm has a strong reputation and an established working relationship with the Arlington County's Department of Housing and Community Development, Fairfax County Department of Housing and Community Development, the City of Alexandria's Department of Planning and Zoning and Office of Housing, and Virginia Housing.

Paradigm has not received any notice for any noncompliance with any requirements of an affordable housing program at any of the communities it manages in over ten years.

PARADIGM MANAGEMENT

PORTFOLIO INFORMATION



Property Name: 360 H Street
Property Type: Luxury Mid-Rise
Address: 360 H Street, NE
 Washington, DC
Involvement: Manager
Unit Mix: 197 Market Rate Units / 18
*District of Columbia Affordable
 Dwelling Units (ADU)*

Property Name: Ballston Park Apartments
Property Type: Garden
Address: 351 North Glebe Road
 Arlington, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 279 Market Rate Units / 233 LIHTC
*Units. Partially financed with tax-
 exempt bonds through ARHA
 (Alexandria Redevelopment Housing
 Authority)*

Property Name: Carlyle Place Apartments
Property Type: Luxury High Rise **Unit Mix:**
Address: 2251 Eisenhower Avenue
 Alexandria, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 313 Market Rate Units / 13 City of
*Alexandria Affordable Dwelling Units
 (ADU)*

Property Name: C.E. Scott Street
Property Type: Garden
Address: 1910 North 13th Street
 Arlington, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 21 Market Rate Units

Property Name: East Falls Apartments
Property Type: Garden
Address: 2913-A Peyton Randolph Drive
 Falls Church, VA
Involvement: Manager
Unit Mix: 305 LIHTC Units

Property Name: Evans Ridge Apartments
Property Type: Garden
Address: 428 Evans Ridge Terrace
 Leesburg, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 150 LIHTC / VHDA Bond Units /
*Including 30 Virginia Partnership
 Fund Units*

Property Name: Madison at Ballston Station
Property Type: Luxury Mid-Rise
Address: 4400 North Fourth Street
 Arlington, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 134 Market Rate Units / 100 LIHTC /
AHIF Units

Property Name: Madison at Ballston Station Building B
Property Type: Luxury Mid-Rise
Address: 4401 North Fourth Street
 Arlington, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 270 Market Rate units

Property Name: Meridian at Ballston Commons
Property Type: Luxury High Rise
Address: 900 North Stuart Street
 Arlington, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 435 Market Rate units

Property Name: Meridian at Braddock Station I & II
Property Type: Luxury High Rise
Address: 1200 First Street
Alexandria, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 480 Market Rate Units

Property Name: Meridian at Courthouse Commons I/II
Property Type: Luxury High Rise
Address: 1401 North Taft Street
Arlington, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 717 Market Rate Units

Property Name: Meridian at Eisenhower Station
Property Type: Luxury High Rise
Address: 2351 Eisenhower Avenue
Alexandria, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 354 Market Rate Units / 15 *City of Alexandria Affordable Dwelling Units (ADU)*

Property Name: Meridian at Gallery Place
Property Type: Luxury High Rise
Address: 450 Massachusetts Avenue, NW
Washington, DC
Involvement: Owned through Affiliate / Manager
Unit Mix: 462 Market Rate Units

Property Name: Meridian at Grosvenor Station
Property Type: Luxury High Rise
Address: 5230 Tuckerman Lane
North Bethesda, MD
Involvement: Owned through Affiliate / Manager
Unit Mix: 277 Market Rate Units / 24 *Montgomery County Moderately Priced Dwelling (MPDU)*

Property Name: Meridian at Mt Vernon Triangle
Property Type: Luxury High Rise
Address: 425 L Street, NW
Washington, DC
Involvement: Owned through Affiliate / Manager
Unit Mix: 390 Market Rate units

Property Name: Meridian at Mt Vernon Triangle II
Property Type: Luxury High Rise
Address: 415 L Street, NW
Washington, DC
Involvement: Owned through Affiliate / Manager
Unit Mix: 393 Market Rate Units

Property Name: Meridian on First
Property Type: Luxury High Rise
Address: 1000 M Street, SE
Washington, DC
Involvement: Owned through Affiliate / Manager
Unit Mix: 275 Market Rate Units

Property Name: Monterey Apartments
Property Type: Garden
Address: 813 South Greenbrier Street
Arlington, VA
Involvement: Manager
Unit Mix: 109 LIHTC / AHIF Units / VHDA Taxable Financing

Property Name: Parc Meridian at Eisenhower Station
Property Type: Luxury High Rise
Address: 750 Port Street
Alexandria, VA
Involvement: Owned through Affiliate / Manager
Unit Mix: 471 Market Rate Units / 33 *City of Alexandria Affordable Dwelling Units (ADU)*

Property Name: Park Triangle
Property Type: Luxury Mid-Rise
Address: 1375 Kenyon Street, NW
Washington, DC
Involvement: Manager
Unit Mix: 117 Market Rate Units

Property Name: Patrick Henry Apartments
Property Type: Garden
Address: 6172 Wilson Boulevard
Arlington, VA
Involvement: Manager
Unit Mix: 110 LIHTC / AHIF Units

Property Name: Quebec Apartments
Property Type: Garden
Address: 4014 Columbia Pike
Arlington, VA
Involvement: Manager
*172 LIHTC / AHIF / VHDA REACH /
Project Based Section 8*

Property Name: Residences at Government Center I/II
Property Type: Mid-Rise
Address: 11851 Monument Drive
Fairfax, VA
Involvement: Manager
*270 LIHTC / Fairfax County
Workforce Housing / HUD
Financing*

Property Name: South Ballston Place
Property Type: Garden
Address: 522 North Piedmont Street
Arlington, VA
Involvement: Manager
Unit Mix: 15 Market Rate Units

Property Name: Washington Center
Property Type: Residential Student Housing
Address: 1333 16th Street, Northwest
Washington, DC
Involvement: Manager
Unit Mix: 96 Units

Practice Areas, Industries & Attorneys

Practice Areas

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

Industries

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

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

For over 60 years, Bean, Kinney & Korman has been a leading Northern Virginia law firm that has continuously grown and diversified to meet the needs of its expanding client base and their complex legal needs.

While we have grown in size and the depth and breadth of our capabilities, we have remained committed to those fundamental elements of value that are integral to our practice philosophy: experience, versatility, dedication to service, flexibility and efficiency.

We take great pride in our reputation for responsive, professional and outstanding client service coupled with our sensitivity to clients' needs. We are dedicated to achieving exceptional results for our clients in every matter we are entrusted to handle, mindful of each client's resources and unique circumstances.

Delivering greater value to our clients day in and day out is how we continue our reputation as one of the most highly-regarded law firms in the Washington, D.C. metropolitan region.

Timothy Dugan

tdugan@beankinney.com

ph 703 526 5583

fx 703 525 2207



PRACTICE AREAS

Appellate Practice
Real Estate
Zoning & Land Use

INDUSTRIES

Construction
Property Management
Real Estate Development &
Investment
Retailers & Restaurateurs

BAR AND COURT ADMISSIONS

Virginia, 1983
Maryland, 1984
District of Columbia, 1984
Maryland Court of Appeals
U.S. Supreme Court

EDUCATION

Georgetown University, M.A., 1986
William and Mary School of Law,
J.D., 1983
University of North Carolina at
Chapel Hill, B.S., Business
Administration & Accounting, 1976

A fourth generation Washingtonian, Tim Dugan's national and local developer and institutional clients rely on him to navigate their mixed-use, commercial, residential, retail, and industrial projects through zoning regulations, land use regulations, and the often complicated and lengthy processes necessary to develop or redevelop their properties. Tim represents clients in Northern Virginia and the Maryland suburbs.

In collaboration with the other development team members, Tim presses for prompt and fair governmental determinations. An experienced real estate and land use attorney for over 30 years, Tim not only regularly appears before governmental agencies and community organizations, he also negotiates a variety of agreements necessary to implement his clients' entitlements.

He is the former chair of the Case Studies Committee of the Washington, D.C. Urban Land Institute. He is a member of the Arlington County Bar Association and the Montgomery County Bar Association.

He serves on the Northern Virginia Transportation Alliance Board of Directors.

He is a member of: (1) NAIOP: Northern Virginia and D.C. /Maryland (2) Northern Virginia Building Industry Association; (3) Maryland Building Industry Association; (4) Montgomery County Chamber of Commerce; and (5) Montgomery County Leadership Montgomery.

Tim is licensed in Virginia, Maryland, and the District of Columbia.

Mark M. Viani

mviani@beankinney.com

ph 703 525 4000

fx 703 525 2207



PRACTICE AREAS

Real Estate
Zoning & Land Use

INDUSTRIES

Construction
Government Contracting
Property Management
Real Estate Development & Investment
Retailers & Restaurateurs

BAR AND COURT ADMISSIONS

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

EDUCATION

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

Mark Viani is a shareholder with a varied practice that centers on commercial real estate and development (zoning and land use, real estate, environmental law), public utilities and infrastructure and public agency and local government law in Virginia, Maryland, and the District of Columbia. Throughout his commercial real estate and development practice, Mark provides extensive services to clients throughout the region who have encountered growth management and increasingly complex legislative and regulatory issues during all phases of the development process.

He also assists clients with complex transactional matters, construction contracting and environmental compliance. In this regard, he has represented local, regional, and national developers on retail, office, residential and mixed-use projects, as well as industrial property owners and property developers, golf course developers, nonprofit and religious organizations, financial institutions, affordable housing providers and major medical institutions. He is a LEED Accredited Professional with knowledge of the law as it relates to the design, construction, and operation of green buildings.

Mark serves as the general counsel for the Prince William County Service Authority. Working with the Metropolitan Washington Council of Governments, he assisted the Commonwealth of Virginia, state of Maryland, District of Columbia with the formation and establishment of the Metro Safety Commission. He is a member of the Virginia Local Government Attorney's Association and Former Chair of the State and Local Government Section Council of the Maryland Bar Association.

Mark acts as Mid-Atlantic regional counsel for several national retail and institutional client and devotes a significant amount of time leading and assisting various community, civic, charitable, business, and professional organizations.

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

Introduction to Klein Hornig LLP

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 Rental Assistance Demonstration (“RAD”) program, the Section 18 demolition/disposition program with 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 Low-Income Housing Tax Credits (“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, we are 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 our website, www.kleinhornig.com.

Klein Hornig works with nonprofit, for-profit and public agency developers to build and rehabilitate affordable housing across the country. Our 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. We structure and close transactions using a full range of funding sources, creating financing strategies that match programs, minimize conflicts between sources, and close expeditiously. Our 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.

Virginia Experience

Each year, Klein Hornig is engaged to assist with approximately 8-15 tax credit applications in Virginia, and we annually close 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, QAP and Manual (both the written and unwritten rules), and the application and exhibits. We often assist 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 well as with scrubbing applications to eliminate technical flaws and errors and to maximize scoring. 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 has closed or is engaged in closing scores of projects in Virginia.

We are familiar with all of the financing tools available in the Commonwealth, including Amazon Funds, Virginia Housing Trust Funds, National Housing Trust Funds, CARES act funding, Virginia PILOTs and tax abatements, VHDA REACH and SPARC funding, and others. In publicly financed projects, legal counsel must function beyond the paper documents, the projections, and spreadsheets and have a better understanding of the politics, program goals and restrictions, and the people and personalities of the funding institutions.

Representative Projects

Government Residences, Fairfax County VA: Klein Hornig served as financing counsel on The Residences at Government Center, a 270-unit project that sits on nine acres in Fairfax, Virginia. The property was ground leased with a condominium regime imposed on the leaseholds to allow separating projects and increased leveraging. In 2017, the property received the Outstanding Project Innovation Award by the National Council for Public-Private Partnerships for its unique financing including utilizing 9% and 4% Low-Income Housing Tax Credits (9/4 twinning structure), the first in the Commonwealth of Virginia.

North Hill Redevelopment, Fairfax County VA: Klein Hornig was financing counsel on the North Hill redevelopment project located in Fairfax County, Virginia. North Hill will consist of 279 affordable housing units spread out across five four-story buildings in four distinct project phases. The 33-acre development used multiple ground leases subjected to a homeowners’ association (HOA) structure. The projects will support mixed-income family and senior rental apartments, 175 for-sale townhomes, and a large community park with a public plaza. Financing for the entire redevelopment includes a 9/4 twinning structure with tax-exempt and taxable financing and 9% and 4% Low Income Housing Tax Credits through VHDA and HOME, CDBG for infrastructure and park improvements, as well as State and Federal Housing Trust Funds.

Church Hill Redevelopment: Klein Hornig served as financing counsel on the multiphase redevelopment of Creighton Court (Church Hill), in Richmond Virginia. Church Hill North will provide a total of 256 mixed-income rental and for-sale homes on a 22-acre site that includes a 20,000-square foot community center, community gardens, and common areas. The financing included a RAD conversion, 9% LIHTC, 4% LIHTC, tax-exempt bonds, FHLB funding, and Section 108 financing.

Ovation at Arrowbrook Centre Apartments, Herndon VA: Klein Hornig was financing counsel for Ovation at Arrowbrook Apartments located in Herndon, Virginia. The mixed-use, transit-oriented development will consist of 274 affordable housing for low- and moderate-income families with approximately 38,000 square feet of community retail space. The land was provided by a charitable donation under distinct ground leases that were subjected to a condominium regime. The financing used

a 9/4 twinning structure with financing provided by TD Bank, M&T Bank, M&T Realty Capital Corporation, Freddie Mac, Stratford Capital Group, Virginia Housing and the Fairfax County Redevelopment & Housing Authority. Ovation is expected to be completed in 2022.

Resumes of Key Personnel

- Erik T. Hoffman, Partner
- Aaron O'Toole, Partner
- Katie Day, Tax Partner
- Daniel Fojas, Associate
- Doruk Onvural, Associate

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**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.

BAR ADMISSIONS

- District of Columbia
- Virginia

TRANSACTIONS

- Represented a for-profit housing developer in a mixed-income Northern Virginia development that was divided into two phases using a condominium-ground lease structure to maximize leveraging of 9% Low-Income Housing Tax Credits, taxable debt, Tax Exempt bonds and 4% credits, and local subsidy funds (the transaction was acknowledge by The Housing Report for its complexity)
- Represented a for-profit housing developer on a 100% affordable housing property in Washington, DC, using tax-exempt bonds, FHA 221(d)(4) insurance, 4% housing tax credits, and Housing Production Trust Funds
- Represented a for-profit housing developer on an affordable senior housing project in Prince George's County, MD, that included seven financing sources, including tax-exempt bonds and 4% Low-Income Housing Tax Credits, a Payment in Lieu of Taxation (PILOT), and HOME funding (transaction used as 2007 model by Housing Association of Nonprofit Developers seminar)
- Represented a large regional developer in mixed-use, mixed-income project in Montgomery County that incorporated tax-exempt bond financing, self-syndicated housing tax credits, local subsidy funding, and a PILOT agreement

PUBLICATIONS

- "All Aboard with Tax Increment Financing for Redevelopment of Tysons Corner," *Washington D.C. Business Journal*, October 26, 2007
- "Affordable Housing and Unaffordable Taxes, Utilities, and Insurance, and Strategies to Keep them In Check," *Bingham RE Reporter*, 2007
- "Enforceability of Lender and Investor Letters of Intent," *Bingham RE Reporter*, 2007

ACTIVITIES

- Virginia Housing Alliance, *Board Member* (2019- present) and *Chair of the Housing Credit Conference Calypso Committee* (2018, 2019)
- Virginia Tech Real Estate Advisory Board, *Member* (2019 – present)
- District of Columbia Bar Association, Real Estate, Housing and Land Use Section, *Member*
- Virginia State Bar Association, Real Property Section, *Member*
- New Hope Housing, *Chair and Member of Board of Directors* (2009)

- Federal Reserve Bank of Richmond, Advisory Committee on the Future of Community Development in the Commonwealth of Virginia, *Committee Member* (2009)
- Wesley Housing Development Corporation, a nonprofit housing developer in Northern Virginia, *former Chairman of the Board of Directors*
- Falls Church Housing Commission, *former Chair*

EVENTS

- Panelist, "Twinning is Winning: 9-4 Twinning in Maryland" Maryland Housing Conference - October 2019
- Panelist, "Year 15 Exits, Capital Accounts, and Purchase Options" Virginia Housing Alliance Tax Credit Conference – September 2019
- Moderator and Panelist, "Twinning in the DMV, the Rules and Regulations in DC, Maryland and Virginia," Housing Association of Non-profit Developers – March 2019
- Panelist, "Funding Affordable Housing through Creative Aggregation," Pennsylvania Homes Within Reach Conference—December 2017
- Moderator, "9-4 Twinning Policy and Project Challenges and Opportunities," Southeast Regional Conference of National Association of Redevelopment and Housing Authorities—November 2017
- Organizer, "Regional Update and Reporting by the Maryland, DC and Virginia Housing Chiefs," HAND, Washington, D.C., November 2017
- Moderator and Panelist, "9-4 Twinning: Why, Why Not, and How?" National Housing & Rehabilitation Association, Washington D.C. – October 2017
- Moderator and Presenter, "Redeveloping Low Income Housing Tax Credit Properties," Virginia Tax Credit Conference—September 2017
- Panelist, "Advance Issues for Year 15 Exits," Virginia Tax Credit Conference—September 2017
- Presenter, "9-4 Twinning for Policymakers to Montgomery County, HOC, MDCDA," Maryland, August 2017
- Organizer, "HUD Program Update," HAND, Maryland – April 2017
- Moderator, "Winning the QAP in DC, Maryland and Virginia," HAND, Washington D.C. – February 2017
- Panelist, "Tax Exempt Bond Financing and Post-Election Update," HAND, Maryland – January 2017
- Panelist, "Pitfalls and Potential of 9-4 Twinning to Stretch Limited Resources," Virginia Housing Alliance, 4th Annual Housing Credit Conference – September 2016
- Presenter, "Structuring Seller Take Back Financing with Tax Exempt Bonds and 4% Credits—Luring the Tax Averse Seller," Virginia Housing Alliance, 4th Annual Housing Credit Conference – September 2016

- Presenter, "9-4 Twinning Structures in DC, Maryland and Virginia" Housing Association of Nonprofit Developers at Silver Spring Civic Building, February, 2016
- Moderator, "The State of Our Tax Credit Union—the QAPs of Maryland, DC, and Virginia with Elaine Cornick, Oke Anyaebunam, and JD Bondurant," HAND & VHDA, May 2016
- Presenter, "The Good, Bad, and the Ugly of Twinning 9% Credits with Tax Exempt Bonds and 4%," Virginia Housing Coalition Conference – September 2015
- Presenter, "Negotiating Now to Plan for Year 15: Strategies for Nonprofit and For-profit Sponsors" HAND at Silver Spring Civic Center, May 2015
- Moderator, "Equity Roundtable Sharktank-Nova," Virginia Housing Credit Conference – September 2014
- Panelist, "Planning and Executing a Year 15 Exit Strategy," HAND – June 2014
- Panelist, "Policy & Emerging Issues for the Low Income Housing Tax Credit (LIHTC)" moderated by Maryann Dillon, HAND – February 2014
- Organizer, Sponsor and Moderator, "The Challenges to Financing Supportive Housing and Services," Community Services Board of Northern Virginia – May 2012
- Sponsor and Moderator, two-day seminar on "Challenges to Financing Supportive Housing," Fairfax County, VA – 2012
- Presenter, "15-Year Exit Strategies and Tax Credit and Legislative Updates," Housing Association of Nonprofit Developers (HAND), VHDA-sponsored Seminar – 2009, 2012
- Moderator and Speaker, "Financing Affordable Housing with Recovery Act Funds" (2009); and "Innovative Structures to Finance Affordable Housing with Insufficient Gap Financing" (2011), Virginia Governor's Conference on Housing
- Service-enriched Housing, Financing Services, and Job, Moderator and Organizing, Housing Association of Nonprofit Developers (HAND) and Coalition for Nonprofit Housing & Economic Development (CNHED), Washington, DC – 2011
- Moderator and Presenter, "Affordable Housing Finance Assessment of Debt and Equity Markets," Affordable Housing Conference of Montgomery County – 2010
- Panelist, "Unique Structures, Tax Credit Markets, and Special Needs Housing" moderated by Michael Bodaken, Maryland Affordable Housing Conference – 2009
- HAND, Maryland Affordable Housing Conference, Joint Session and Training on Maryland Affordable Housing Opportunities – 2009
- Panelist and Speaker, "Financing Affordable Housing and Other Uses for Tax-Exempt Bonds," Arlington Alliance for Housing Solutions, Lecky Forum – 2009
- "Innovative Acquisition Structures for Multifamily Projects," National Association of Local Housing Finance Agencies, 2009 Spring Conference – 2009

- Advisor, Arlington County's "Committee of 100" on considerations for establishing a redevelopment and housing authority – 2008
- "Review of the 2008/2009 Changes to the Virginia, DC and Maryland Qualified Allocation Plans to Address the Federal Housing and Economic Recovery Act and the Challenges in the Equity Markets," HAND, 2008 Holiday Party and Roundtables – 2008
- Presenter, "Creative Uses of Tax Increment Financing," National Association of Counties for Community Economic Development (NACCED), 2006 Annual Meeting – 2006
- Recipient, International Academy of Lawyers' Award for Excellent in the Art of Advocacy for drafting community development bank and finance legislation adopted in New York State
- Recognized by the Fairfax County Redevelopment and Housing Authority for designing a new multifamily housing financing program
- Recipient, Fairfax Housing Award for *pro bono* services to the homeless
- Recipient, Congressional Lyndon B. Johnson Award for work on Capital Hill

AARON W. O'TOOLE

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PRACTICE AREAS

- Housing Development
- LIHTC Investments
- New Markets Tax Credits
- Housing Preservation
- Mixed-Finance Public Housing
- Condominiums / Cooperatives / Tenant Associations
- Mixed-Use Development
- Real Estate

EDUCATION

Georgetown University Law Center, LLC, 2002

Stanford Law School, JD, 1998

Tufts University, BA, 1994, *magna cum laude*

EXPERIENCE

Aaron O'Toole has represented clients in connection with numerous multifamily rehabilitation projects involving the full range of affordable housing finance tools. In addition to low-income housing tax credit and tax-exempt bond financing, he has been involved in the preservation of expiring use properties, the restructuring of troubled HUD-financed properties, and in public housing/mixed-finance developments. Many of these projects have involved a mix of residential and commercial uses. Aaron also represents developers utilizing New Markets Tax Credits to finance community development facilities such as charter schools and health centers. A considerable part of Aaron's practice involves projects in the District of Columbia, and he is intimately familiar with the District's funding agencies as well as local laws governing real property tax exemption, cooperative and condominium conversion, rent stabilization, tenant purchases, tax exemptions, and general landlord/tenant issues.

Before joining Klein Hornig, Aaron served as Adjunct Faculty and Staff Attorney for the Georgetown University Law Center's Housing and Community Development Clinic (Harrison Institute for Public Law). Prior to joining the Harrison Institute, Aaron practiced in the Real Estate and Litigation Departments of Wiggin & Dana in New Haven, CT, and clerked for Judge Lucero of the United States Court of Appeals for the Tenth Circuit.

BAR ADMISSIONS

- Connecticut
- District of Columbia

TRANSACTIONS

- Represented a national nonprofit developer in a Mark-to-Market transactions involving tax-exempt bond financing and Low-Income Housing Tax Credits
- Represented a national nonprofit developer in the preservation of a Section 8 property, including the prepayment of a Section 236 loan, assignment and long-term renewal of the HAP contract, and syndication of Low-Income Housing Tax Credits
- Represented local developers in mixed-use developments that combined commercial space, Low-Income Housing Tax Credits, bond financing, and operating and capital subsidies, using condominium and air rights structures
- Represented several community health centers in connection with the renovation and expansion of their facilities using New Markets Tax Credits (NMTCs) and Federal funds from the Health Resources and Services Administration (HRSA)
- Represents developers in negotiating disposition agreements with the District of Columbia Department of Housing and Community Development and Deputy Mayor for Planning and Economic Development, and subsequently redeveloping those sites using a combination of local, Federal and private funds
- Represented a national for-profit developer in various HOPE VI public housing revitalization projects involving mixed-income rental and homeownership communities
- Represents public housing authorities in connection with mixed-finance transactions, RAD conversions, disposition applications, and project-based voucher assistance
- Represented multiple tenant associations in exercising their right to purchase under District of Columbia law, with transactions structured as limited equity cooperatives, condominium conversions, or joint ventures with or assignments to for-profit and nonprofit developers

PUBLICATIONS

- "Tenant Purchase Laws as a Tool for Affordable Housing Preservation: The DC Experience," with Benita Jones, *Journal of Affordable Housing and Community Development Law*, Summer 2009.
- "Leaders, Followers and Free Riders: The Community Lawyer's Dilemma when Representing Non-Democratic Client Organizations," with Michael Diamond, *Fordham Urban Law Journal*, January 2004.
- *Legal Guide for Housing Underserved Populations in the District of Columbia*, published by the Harrison Institute for Public Law, 2004.

- Edited the 6th Edition of the *Tenant Survival Guide*, published by the Harrison Institute for Public Policy, Georgetown University Law Center, July 2003

ACTIVITIES

- ABA Forum on Affordable Housing and Community Development Law, *Member*
- MEI Futures Academy Public Charter School, *Founder and Board Member* (2006-2009)
- Task Force on District of Columbia Rental Housing Conversion and Sale Act, *Mayoral Appointee* (2006)

EVENTS

- Moderator, "Stretching Your Resources – 9%-4% Twining, Land Value, and More," Virginia Association of Housing and Community Development Officials (VAHCDO) – April 2017
- Moderator, "Structuring and Documenting, Joint Ventures," ABA Forum on Affordable Housing and Community Development – May 2015
- Presenter, "Financing Charter School Developments," FOCUS Real Estate Council – May 16, 2014
- Presenter, "Preserving LIHTC Properties in the District of Columbia," Coalition for Nonprofit Housing & Economic Development (CNHED) – September 19, 2013
- Panel Moderator, "District of Columbia First Source Hiring Law," (CNHED) – June 21, 2012
- Panel Moderator, "2012 LIHTC Outlook," Housing Association of Nonprofit Developers (HAND) – January 20, 2012
- Presenter, "Preservation of LIHTC Properties Facing Foreclosure, Year 15, and Transfers of Ownership," District of Columbia Preservation Network – July 12, 2011
- Presenter, "Mixed-Use Development in the District of Columbia: Financing Tools and Structuring Considerations," CNHED – October 21, 2010
- Moderator, "Tax Credit and Bond Financing Outlook 2010" – September 30, 2010
- Presenter, "Housing Authorities as Development Partners: Financial and Legal Considerations," Virginia Governor's Housing Conference – November 2009
- Presenter, "Preservation of Affordable Housing: The District of Columbia Tenant Right to Purchase," ABA Forum on Affordable Housing and Community Development Law – May 21, 2009
- Panel Moderator, "Current Trends in the LIHTC Market," HAND – May 1, 2009

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PRACTICE AREAS

- Taxation
- Tax Credit Finance & Syndication
- Affordable Housing
- Historic Rehabilitation Tax Credits
- New Markets Tax Credits
- Low-Income Housing Tax Credits

EDUCATION

Boston University School of Law, LL.M., 2014

Boston College Law School, J.D., *cum laude*, 2006

The College of William & Mary, B.A., *summa cum laude*, 2003

EXPERIENCE

Katie joined Klein Hornig in 2015 as a member of the Firm's Tax Group with expertise in affordable housing, partnership tax and the taxation of tax-exempt entities. Katie advises clients on the structuring of complicated transactions involving multiple credits and other subsidies, compliance matters, investor exits and unwinds.

Katie represents developers, syndicators and investors in federal and state tax credit transactions, including historic, new markets and low-income housing tax credits. Katie also has extensive experience representing non-profit organizations and is well-versed in the law of tax-exempt organizations, including the rules governing private foundations, various federal and state reporting requirements, and the tax on unrelated business income. Prior to joining Klein Hornig, Katie worked for Edwards Wildman as a member of the firm's Tax, Benefits & Compensation Department.

BAR ADMISSIONS

- Massachusetts

TRANSACTIONS

- Currently represents investor in syndicated funds in the acquisition of low-income housing tax credit properties nationwide.
- Currently represents national low-income housing tax credit syndicator in 80-20 deals.

- Represented individual investors in multiple projects utilizing Federal and state historic tax credits.
- Represented multiple developers in connection with the development of boutique luxury hotels in Massachusetts, Georgia and Florida.
- Represented national non-profit developer in connection with the redevelopment and expansion of a town center, including a NMTC component and a LIHTC component.
- Tax credit counsel for the historic rehabilitation of The Waltham Watch Factory in Waltham, MA.
- Represented the City of Boston in the new markets tax credit financing of the former Ferdinand building in Dudley Square.
- Served as special tax counsel to the Worcester Business Development Corporation and affiliates in connection with the rehabilitation of the former Worcester Telegram & Gazette complex, utilizing new markets and rehabilitation tax credits.

PUBLICATIONS

- "The Low-Income Housing Tax Credit" (co-author), 2007-2019
- "State Tax Credits Can Be a Real Drag," *Bloomberg BNA Tax Management Real Estate Journal*, Vol. 32, No. 4, 2016

ACTIVITIES

- Massachusetts Bar Association, *Member*
- Boston Bar Association, *Member*

EVENTS

- Speaker, "Federal Tax Incentives for Historic Preservation," Lorman Education Live Webinar – March 2018
- Panelist, "LIHTC Compliance after the Compliance Period: Once the Credits are Gone," American Bar Association Forum on Affordable Housing and Community Development Law – May 2017
- Panelist, "Historic Rehabilitation Tax Credits: Using Tax Incentives to Develop and Invest in Historic Properties," Lorman Education National Webinar/Teleconference – July 2016
- Panelist, "Pre-Conference 202 Workshops," CohnReznick New Markets Tax Credit Summit – May 2016
- Panelist, "Federal Income Tax Aspects of State Tax Credits," ABA Tax Section, Real Estate Committee – September 18, 2015
- Panelist, "State Tax Credit Structuring and Challenges," ABA Forum on Affordable Housing and Community Development – May 2015

DANIEL O. FOJAS

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PRACTICE AREAS

- Real Estate
- Acquisitions and Dispositions
- Affordable Housing
- Community Development

EDUCATION

American University, Washington College of Law, JD,
2010

Columbia University, Columbia College, BA, 2004

**EXPERIENCE**

Daniel Fojas joined Klein Hornig in 2018 focusing his practice on real estate, affordable housing, and community development transactions. He has worked with a wide range of housing and real estate developers on numerous real estate development projects and transactions involving complex financing structures.

Prior to joining Klein Hornig, Daniel was an Associate at Shulman, Rogers, Gandal, Pordy & Ecker, P.A., where he counseled and represented large-scale, residential real estate developers in the acquisition and disposition of real estate properties located in various major metropolitan regions.

Daniel also worked as in-house Counsel to a housing developer dedicated to building sustainable affordable housing in communities throughout the country. More recently, at the U.S. Department of the Treasury's Community Development Financial Institutions Fund, Daniel served as Attorney Advisor, playing a crucial role in the relaunch of a federal housing program designed to support our nation's housing developers and to finance affordable housing and economic development nationwide.

Daniel earned his B.A. from Columbia University, Columbia College and his J.D. from American University, Washington College of Law, where he was a Student Attorney in the Community and Economic Development Law Clinic, was a Senior Editor of the Journal of Gender, Social Policy, & the Law, and served as President of the Asian Pacific American Law Student Association.

BAR ADMISSIONS

- New York
- District of Columbia
- Maryland

TRANSACTIONS

- Currently represents a national housing developer in the construction of an affordable housing project with approximately 200 affordable housing units, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, and other Federal, state, and local funding sources.
- Currently represents a regional nonprofit housing developer rehabilitating a 60-year old affordable community located in a neighborhood/major metropolitan area experiencing significantly increased housing costs, using Low Income Housing Tax Credits, Federal project-based housing subsidies, State Housing Trust Fund financing, county transit-oriented funding, and other state and local funding sources in addition to conventional debt financing.
- Currently represents multiple housing developers in the acquisition, predevelopment, financing, and development of affordable housing projects using Low Income Housing Tax Credits, tax-exempt bond financing, commercial loans, and other state and Federal funding sources.
- Represented a regional nonprofit housing developer in the rehabilitation of an existing LIHTC/Section 8 development, using Federal Historic Tax Credits, State Historic Tax Credits, new LIHTCs, and other commercial debt financing.
- Represented a regional nonprofit housing developer in the construction of a 113-unit affordable housing project located on a Church campus, in cooperation with the Church's community and governing board, using Low-Income Housing Tax Credits, State Housing Trust Fund financing, and other state and local funding sources in addition to conventional debt financing.
- Represented a Virginia for-profit housing developer negotiating a joint venture agreement with a regional affordable housing developer.
- Represented and advised multiple housing developers in the negotiation of financeable ground leases for the purposes of developing affordable housing projects.

ACTIVITIES

- Asian Pacific American Bar Association of Washington DC, *Member*
- American Bar Association, *Member*
- D.C. Bar Real Estate, Housing and Land Use Community, *Member*
- Maryland State Bar Association, *Member*

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PRACTICE AREAS

- Affordable Housing
- Community Development
- Real Estate Financing

EDUCATION

Vanderbilt University, JD, 2015

University of North Carolina, BA, 2011

EXPERIENCE

Doruk Onvural joined Klein Hornig in May 2021 focusing his practice on a wide range of real estate, affordable housing, and community development transactions.

Prior to joining Klein Hornig, Doruk was a real estate associate at a major New York law firm, where he represented developers on real estate matters across various property types and geographic markets, with focus on mortgage loans, acquisitions and dispositions, development projects, joint ventures, commercial leases and corporate acquisitions with real estate components.

BAR ADMISSIONS

- New York
- District of Columbia*

**Admitted in New York only; I am practicing law in the District of Columbia under the supervision of a member of the District of Columbia Bar while my application for admission to the District of Columbia Bar is pending.*

ACTIVITIES

- American Bar Association, *Member*
- New York Bar Association, *Member*
- ABA Forum on Affordable Housing & Development Law, *Member*

Memorandum

TO: Clients

FROM: Klein Hornig LLP

DATE: March 1, 2010

SUBJECT: Klein Hornig Policy on Non-Exclusivity

Klein Hornig represents a wide range of affordable housing developers who frequently participate in competitive selections for development opportunities. Not surprisingly, our developer clients often compete against one another. In such situations, it is Klein Hornig's policy to participate as a team member with any developer client that so requests. This memo explains that policy and offers assurances that we will implement the policy in accordance with the reasonable ethical and business expectations of our clients.

Requests for Qualifications/Proposals generally ask that a developer identify core team members. This permits the selecting entity to verify not only that the developer team has the requisite subject area expertise, but also that all its members have reputations for working constructively and effectively. We, and more importantly our clients, believe that the identification of Klein Hornig as a team member enhances the competitiveness of a response.

There are many exemplary developers in our world with whom we are eager to work, and who want to invest in developing a regular working relationship with us. We believe that we are obliged to repay that investment by being available when they need us, unless there is a matter-specific conflict that cannot be avoided. We make that same commitment to any client we take on.

Our experience is that while we are frequently listed as team members, it is uncommon for developer clients to involve us in preparing their responses and extremely rare for them to ask that we participate in interviews. When a client requests our assistance in connection with a competitive response, however, we maintain the same strict protection of client confidences that we do in all our client representation. We do not identify the teams that we are participating on until the due date for responses has passed, and we do not either tell one client what another client has asked us nor make an affirmative effort to offer one client the same information or guidance that another requested. The single exception to this policy is that in the unlikely event that one client requests that we attend a team interview and we agree, we will notify other clients (if they remain under consideration) and will take steps to avoid implied favoritism.

TAB 7: DEVELOPMENT OVERVIEW

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT



TAB 7: DEVELOPMENT OVERVIEW

Project Vision

Our approach to the development of the Franconia Governmental Center envisions a plan that introduces high-quality affordable housing to the existing 3.26-acre site located at 6121 Franconia Road in Alexandria, VA.

The proposed development will consist of 123,950 total gross square feet of residential and common area space comprising approximately 120 affordable units within 1 four story building. The units will be dedicated to tenants earning at or below 60% Area-Median Income (“AMI”) and will be a mix of one-, two-, and three-bedroom layouts. The square footage for each unit type are 625 square feet, 880 square feet and 1,020 square feet, respectively. A comprehensive unit mix is provided in the chart below:

9% UNIT MATRIX			
BEDROOM TYPE	# OF UNITS	AMI RESTRICTION	
1BR	2	80%	
2BR	6	80%	
3BR	4	80%	
1BR	2	60%	
2BR	9	60%	
3BR	3	60%	
1BR	4	50%	
2BR	15	50%	
3BR	5	50%	

FRANCONIA GOVERNMENTAL CENTER

1BR	1	30%
2BR	1	30%
3BR	5	30%

4% UNIT MATRIX

BEDROOM TYPE	# OF UNITS	AMI RESTRICTION
1BR	6	80%
2BR	5	80%
3BR	2	80%
1BR	31	60%
2BR	7	60%
3BR	5	60%
1BR	2	30%
2BR	3	30%
3BR	2	30%

In addition to the creation of affordable units, the development also includes approximately 6,000 gross square feet for community uses. This includes a community room which will be utilized by Good Shepherd Housing (“GSH”) for tenant services which enhance social equity.

GSH transforms the lives of residents with services in four areas: 1) housing stability, 2) economic mobility, 3) youth, children, and families, and 4) community engagement. GSH supports them with case management services, financial assistance, budgeting and credit management programs, financial mentoring, and goal-directed individualized counseling to move them to greater self-sufficiency. Its service area is 15 miles along Richmond Highway in Fairfax County. With its main service area along Richmond Highway in Fairfax County, GSH provides many of its housing and services resources within the Lee Magisterial District, where the Franconia Government Center site is located. At the project site, GSH will deliver services, programs, and support onsite to residents in the community room, where a computer lab for jobs searching and online trainings, virtual video screens for their programming, and space for individualized one-on-one meetings with case managers will be located.

Development Plan Goals

Our proposal for this comprehensive development is one that is underpinned by the goals outlined in the RFP and Fairfax County Comprehensive Plan (the “Plan”). Specifically, the Plan notes that the Franconia Governmental Center site and surrounding area should develop as the community focal point for the greater Franconia area and as a suburban neighborhood concept. This proposal will bring a compatible and affordable multi-family residence to the greater Franconia area and will thus contribute to these particular objectives of the plan. The Franconia Governmental Center is a development that will strengthen social cohesion, increase access to vital services, and support the transformation of the existing local government center to a bustling community.

On a more general note, the Franconia Governmental Center development will provide affordable housing which will contribute to the overall County-wide objectives and needs that are identified in the Comprehensive Plan. Our proposal would contribute to enabling its residents, County residents, including their children, to live in a thriving section of the County in a modern, attractive building, which will help them reach their highest level of personal achievement.

In accordance with the aforementioned plans' collective goals, the Developers' proposal utilizes a framework that is focused on high-quality design principals while also providing much-needed affordable housing to Fairfax County close by to a wealth of existing amenities.

The Franconia Governmental Center is located at 6121 Franconia Road in Alexandria, VA and enjoys a close proximity to several neighborhood amenities including:

- Metrorail Blue Line
- 310 Franconia-Rolling Valley Bus Line
- 232 Kingstowne Clockwise Bus Line
- 231 Kingstowne Counter-Clockwise Bus Line
- Springfield Mall
- Home Depot
- Franconia Elementary School
- Franconia Park
- Springfield Forest Park
- Kingstowne Library
- CVS Drugstore

The Franconia Governmental Center's design supports a mix of unit types in order to accommodate a range of household sizes and ages. In order to optimize the existing site, we are aiming to build-in approximately 6,000 square feet of community space that will be used to support tenant services, including;

- 1,000 sf lobby, mail & package rooms
- 1,000 sf management office and conference room
- 1,000 sf community room
- 500 sf social room
- 1,000 sf of interior secure bike storage
- 1,000 sf fitness room

The project will utilize EarthCraft. As for additional energy efficiency measures within the building design and construction, the Developers have four main priorities for sustainable development: 1) minimize utility consumption, 2) minimize impact on the stormwater system, 3) improve indoor air quality, and 4) introduce financially responsible innovative technologies. The Developers will use these priorities as guiding principles for the implementation and development of the Project. Finally, our proposal is to design the building so that its roof is solar ready.

The Developers will ensure that universal design and UFAS standards will be met in at least 10% of the living units, complying with the necessary accessibility requirements per local, state, and federal governing codes and regulations.

Land Area Description

The Developers' proposal for the Franconia Governmental Center will utilize the entire 3.26-acre application area. As such, we anticipate that normal and customary approvals and modifications will need to be secured, as applicable, including, but not limited to, zoning, site plan, building permits, road contraction and construction entrance permits (and the like) from the approving agency. Please refer to Tab 7: Project Schedule for a timeline to secure the necessary approvals.

The existing Franconia Governmental Center site presents clearly defined street and tree edges with a 4' difference in elevation between north and south property lines and large sections of existing plantings. These constraints were integrated in the proposal.

Existing Conditions

The subject property consists of 3.26 acres located on the south side of Franconia Road, between Beulah Road to the east and Grovedale Drive to the west with one vehicular access off Franconia Road. The property is currently owned by Fairfax County and zoned as R-2.

The site is located within the Cameron Run Watershed (Subwatershed: Backlick Run Tributary) and ultimately drains to the Potomac River. Drainage flows across the site from south to north. The site does not contain Fairfax County floodplain or FEMA Flood Hazard Areas. Per Fairfax County GIS, there is no existing stormwater management facility within the project area.

The property is proposed to be rezoned to PDH-40 and will require a Proffer Condition Amendment ("PCA"), Conceptual Development Plan Amendment ("CDPA"), and Final Development Plan Amendment ("FDPA"). In addition to a PCA/CDPA/FDPA, the Developers will request that the Board of Supervisors ("BOS") process a Comprehensive Plan Amendment concurrent with a Zoning Application to amend the governing proffers and development plan.

Based on a preliminary engineering study, there are adequate public utilities to serve the proposed 120 affordable units. The site has access to a 24-inch water main along Franconia Road and an 8-inch sanitary sewer also located in Franconia Road. The topography has approximately 8 feet of grade change from the high point at the existing eastern corner of the south drive entrance to a low point at the north drive entrance for an average grade of 2.0% along the parking lot. There are no steep slopes greater than 15%, 100-floodplain, Resource Protection Area (RPA) or Environmental Quality Corridor (EQC) on the property.



Figure 1: Existing Conditions (Source Fairfax County Jade)

Impact on Public Facilities, Improvements, and Surrounding Properties

Transforming the site to affordable housing is expected to have minimal impacts to the public infrastructure or the surrounding neighborhoods. The development will require public improvements and enhancements to align with the County Comprehensive Plan guidance, in addition to appropriate mitigation measures to support the change in use.

Proposed Site Plan public improvements, features and amenities will likely include the following:

Community Amenities	Unit Amenities
<ul style="list-style-type: none">Secure Bike Parking and Maintenance StationCommunity Laundry Rooms on each floor	<ul style="list-style-type: none">Solid Surface CountertopsLVT FlooringProgrammable Thermostats

<ul style="list-style-type: none">● Social room with TV● Community Room (managed by GSH)● Pet Grooming Station● Fitness Center with Free Weights● Outdoor Lounge● Landscaped Courtyard & Street front● Tot Lots/playground● Wi-fi Throughout● 24-Hour Emergency Maintenance● Controlled Access	<ul style="list-style-type: none">● Online Payment & Maintenance Requests through Resident Portals● Ceramic Tiled Bathrooms with Tile Bathtub Surrounds● Complimentary Individual Wi-Fi● USB Charging Ports in Kitchens, Living Rooms, and Bedrooms● Pre-wired for Cable, Telephone, & High-Speed Internet● Dishwasher● Carpeted Bedrooms● Dehumidification Systems
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The Developers recognize that the Franconia Governmental Center may have an impact on public facility systems, such as parks, libraries, police, fire and rescue, stormwater management and other publicly owned community facilities. The Developers look forward to identifying and evaluating any potential public facilities impacts in coordination with the County during the development review process.

Public Utilities. Franconia Governmental Center is located in an area with public water and sewer.

Emergency Access. The layout of the building and site provides emergency access around the entire perimeter of the building, with a maximum distance between the drive aisle to the facade of 30', excluding the courtyard. The courtyard is open to the east will be accessible via the loading space to the south or from curb cuts at the drive aisle and parking to the east.

Stormwater Management. According to the available Fairfax County Records, there appear to be no current stormwater management (SWM) or best management practices (BMPs) in place at the Franconia Governmental Center. The proposed project will provide onsite water quality (BMP) to meet the current state and county requirements. The water quality facilities will be integrated into the design, based on final engineering design and County approval, and may include:

- Bioretention facilities
- Vegetated roof
- Underground manufactured treatment devices
- Dry swales
- Other practices approved for use in Virginia and Fairfax County

The project intends to provide for a stormwater management facility for water quantity control. Due to the location of the property in an urban environment and the proposed density use, the SWM facility will be located underground and will meet all applicable state and local requirements.

Pedestrian and Vehicular Connectivity. The proposed development will fully integrate itself into the surrounding community by providing accessibility for residents to nearby employment and commercial opportunities, as well as access to the greater Northern Virginia region through bus and metro transit routes. The proximity of the site to Route 66 and other major arterial roadways, such as Route 50 and Route 29 already provide access to the proposed development by automobile; additionally, with existing and future pedestrian improvements, the site has the potential to access high levels of multimodal service.

The proposed site is served well by the Fairfax Connector, with a covered bus stop directly in front of the site and several within .2 miles walking distance of entry to the building. Three bus routes (310, 231 & 232) utilize these stations, providing access to downtown Alexandria as well as several metro stations and other transit hubs.

In addition to the bus service this site is situated well for pedestrian and bicycle connections. Franconia road has an existing sidewalk with plans to expand the sidewalk into a multi-modal pathway along the corridor. Potential connections from the south of the project site can also serve to connect this project with more pedestrian and bicycle routes.

Private vehicle access will utilize existing curb cuts and existing traffic patterns outside of one change, we suggest that the western curb cut be modified to be right turn only when exiting the site. Further development of traffic patterns and vehicle access will take place with consultation of a traffic engineer. See **Figure 3** for diagrammatic layout of site access and circulation.

The proposed parking lot consists of approximately 108 regular and compact spaces, 12 covered spaces, 2 uncovered HC spaces and 4 covered HC, totaling 126 spaces (1.05/DU) with landscape islands. A minimum of 4 total spaces will be equipped with vehicle chargers for residents' use. At the southern end of the site there is the area to add 38 additional spaces (1.36/DU) as a trade-off to open green space, see the conceptual development plan for more information.

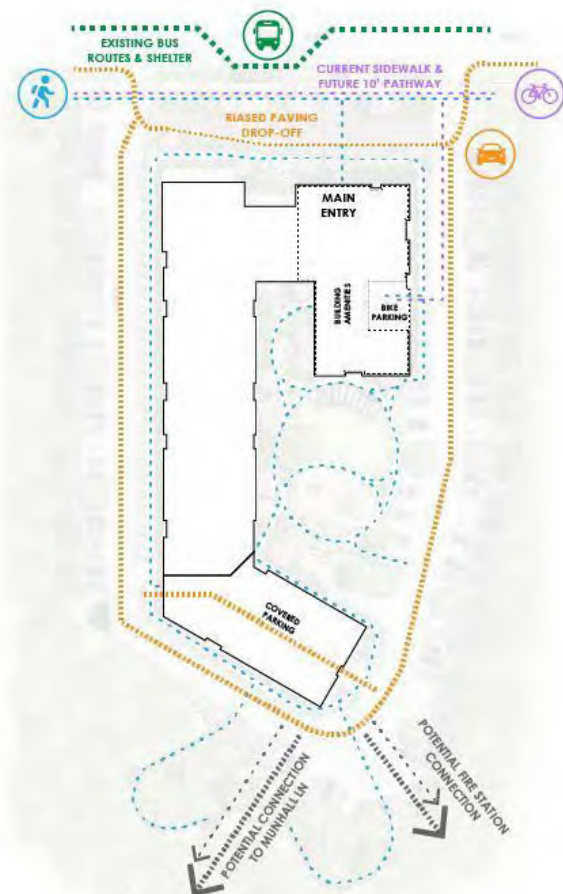


Figure 3

Design Description

*For full plans and graphics see the Conceptual Development Plan



Site and Architectural Development. As the first development of this scale in the area, the Franconia Governmental Center Redevelopment's architecture is defined by its relationship to context, both existing and planned. With 120 family-oriented affordable housing units (4 Stories and Approx. 120,000 GSF) the proposed design creates a strong identity for the property while also maintaining the current quality of the surrounding community. The project is set back from Franconia Road to allow for a safer and more pleasant pedestrian experience when entering the building, while still creating a strong urban street wall. A raised one-way drop-off at the front of the building encourages caution by drivers and allows for the connection to the bus stop and sidewalk along Franconia Road to be easily accessed by all residents.

In tandem with the context, the sustainable and accessible features of this building are an important driver. A minimum of 15 percent of units will be ADA accessible and the project will meet EarthCraft standards, incorporating universal design principles as much as possible across the board. The new development will offer a 'complete' site that will include opportunities for a diverse demographic of users. For more detailed information on the architectural approach please refer to the Conceptual Development Plan.

Landscape Design. As noted earlier, the Project includes the open-air landscaped courtyard with playground equipment that is logically surrounded on three sides by the building and thus protects the residents and their children from the noise and activity on Franconia Road. The

drop off area at the front of the building provides one-way directional flow. It is demarcated in decorative pavers to enhance the arrival experience. Lit bollards line the curb between the main entrance and the lobby providing a clear indication of the entrance zone. Formal plantings line the entrance walk connecting the public sidewalk and bus shelter to the west. Benches are located on either side of the lobby entrance, and a small seating area flanked by small flowering trees is located further west.

The outdoor amenity spaces within the large courtyard provide a variety of recreational opportunities for residents while maintaining a high-level aesthetic. Small gathering areas arranged along a winding path are nestled into lush garden beds. The plant material within the garden provides a buffer between unit windows and the community spaces outside. Flowering trees line the distance of this path leading to the larger open space. The main open spaces are elliptical in shape and divided into two use areas. The first area is a large artificial turf lawn with a curved shade structure on the north edge. Beneath the shade structure is a patio with movable seating and a curved bench. The second area includes play equipment for children ages two through twelve. Along the south edge of the play area is a berm with tunnels for passing through and grips for climbing over.

The loading dock area on the far south end offers a secondary function as a play area when it is not being used for loading. Four square and hopscotch graphics on the paving expand the usable play space for children. Oversized pebble seating adds a bit of whimsy in several seating zones. A large specimen tree in the central green will provide shade and anchor the space as it matures. Mature tree canopy trees have been preserved to provide a shaded exercise area connected by a mulch pathway. Fitness stations are located sensitively among the trees for the residence to enjoy. The Project will also include appropriate landscaping in conformance with all applicable Zoning Ordinance standards.

In addition to the community and unit amenities, a parking garage will be available for residents on-site. Currently, we have designed for 126 parking spaces, or a parking ratio of 1.05. Our proposal for the Franconia Governmental Center provides an excellent opportunity for a meaningful and successful public- private partnership between the Developers and Fairfax County. The proposal will make a significant contribution to affordable housing opportunities in Fairfax County. The Franconia Governmental Center will provide affordable housing and related amenities and services, in a desirable location with opportunities for the County to create a place for residents to live, work, and play.

TAB 8: DEVELOPMENT PLAN AND RENDERINGS

FRANCONIA GOVERNMENTAL CENTER



SCG
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CONCEPTUAL DEVELOPMENT PLAN
FRANCONIA GOVERNMENTAL CENTER REDEVELOPMENT RFP RESPONSE



As the first development of this scale in the area, the Franconia Governmental Center Redevelopment's architecture is defined by its relationship to context, both existing and planned. With 120 family-oriented affordable housing units (4 Stories and Approx. 120,000 GSF) the proposed design creates a strong identity for the property while also maintaining the current quality of the surrounding community. The project is set back from Franconia Road to allow for a safer and more pleasant pedestrian experience when entering the building, while still creating a strong urban street wall. A raised one-way drop-off at the front of the building encourages caution by drivers and allows for the connection to the bus stop and sidewalk along Franconia Road to be easily accessed by all residents.

In tandem with the context, the sustainable and accessible features of this building are an important driver. A minimum of 15 percent of units will be ADA accessible and the project will meet EarthCraft standards, incorporating universal design principles as much as possible across the board. The new development will offer a 'complete' site that will include opportunities for a diverse demographic of users.

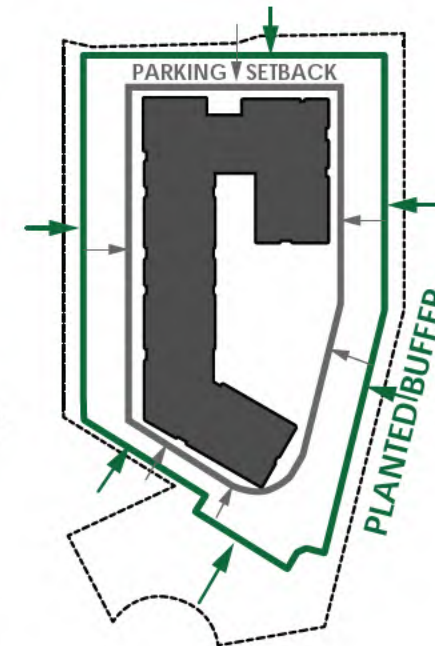
Along the edges of the site the design maintains a landscaped buffer as well as a full row of parking and a two-way drive aisle to mitigate the building's height impact on its neighbors. The drive aisle and parking wrap around the full perimeter, ensuring the amount of activated areas are maximized. It is assumed that development will continue along Franconia Road and throughout the community, therefore our design team has laid out the site circulatory pathways so that they may connect to other future developments. The existing connection to Franconia Volunteer Fire Department to the south and to the unfinished street at Munhall Lane are both opportunities to connect this property to the south and reduce reliance on Franconia Road for daily access and service.

To preserve as much open green space as possible the design includes a 7,500 GSF partial podium at the southern end of the building to allow for parking to move from open site to underneath the structure. To further open occupiable green space where the property narrows to the south and large growth vegetation currently exists this design proposes preserving the existing natural area and transforming it into a community amenity in lieu of additional parking.

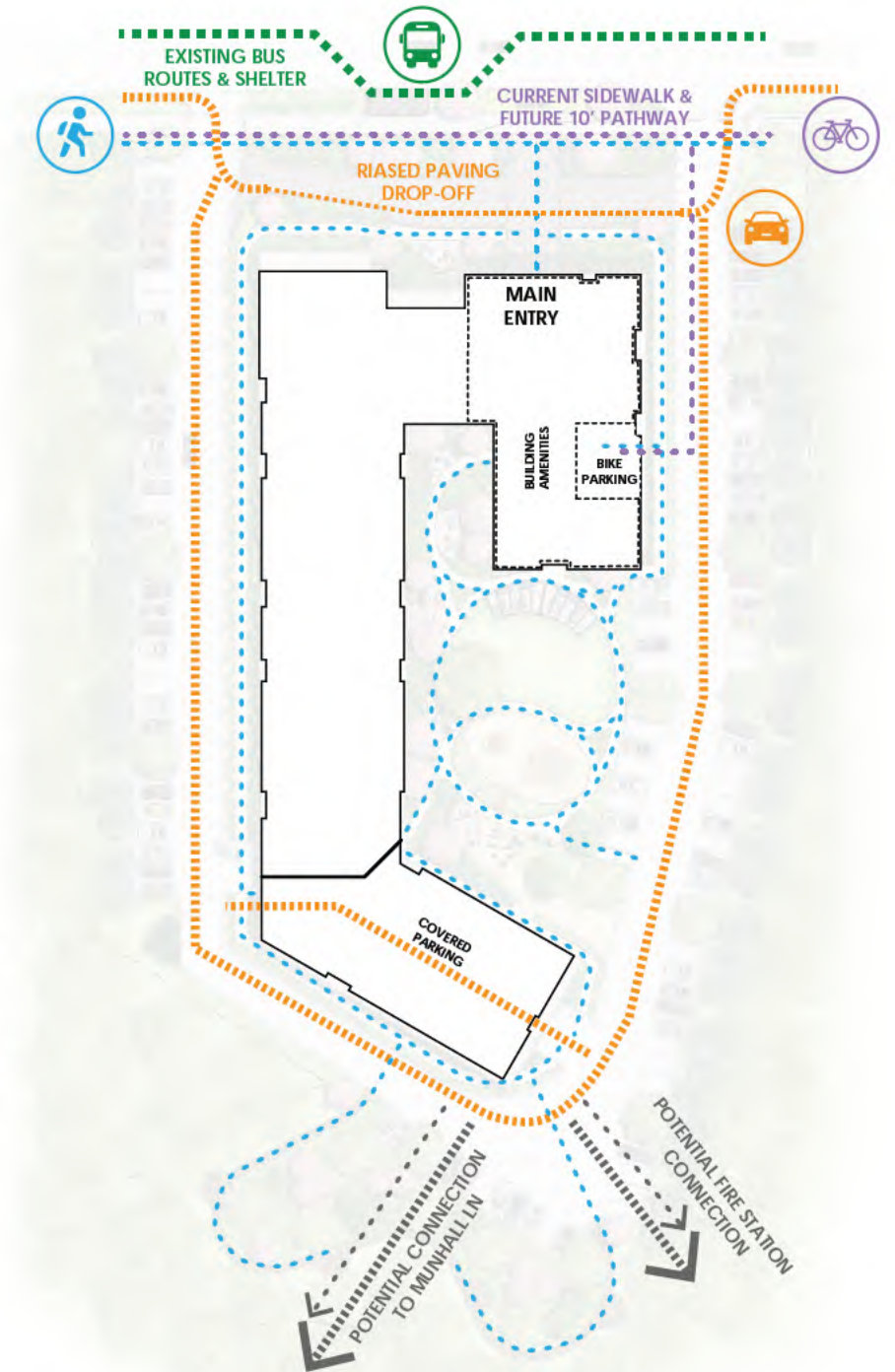
The massing of the structure maximizes daylighting in the units while reserving a large and open landscaped courtyard space for resident use. The courtyard program will include play areas for children, sitting and activity space for adults and quiet and contemplative space for all residents to enjoy. The southeastern exposure of the courtyard ensures that the space will receive substantial daylight throughout the day. The placement of the amenity areas on the ground floor of the eastern edge of the building serves to activate the exterior and interior connections from the entry to the courtyard. This active facade includes the main office, bike storage, fitness room and community room.

This design breaks down its scale to better relate to its context by utilizing a core of traditional masonry with layers of more contemporary fiber cement panel, siding and corrugated metal to compliment and break down the overall mass. The design includes a variety of window sizes and placements as well as Juliet balconies to add elements of human scale across all facades. The mass also steps and moves as it transitions from the ground floor up and along the facades horizontally.

To accommodate the grade change on this property from north to south the main amenities and building entry will have 11' ceilings and the ground floor will step up 2' as the building moves south to allow for 9' ceilings as a minimum and 9' ceilings on the upper floors.



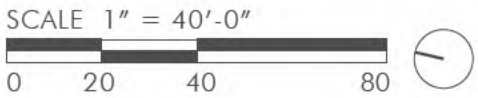
LANDSCAPE AND
PARKING BUFFERS

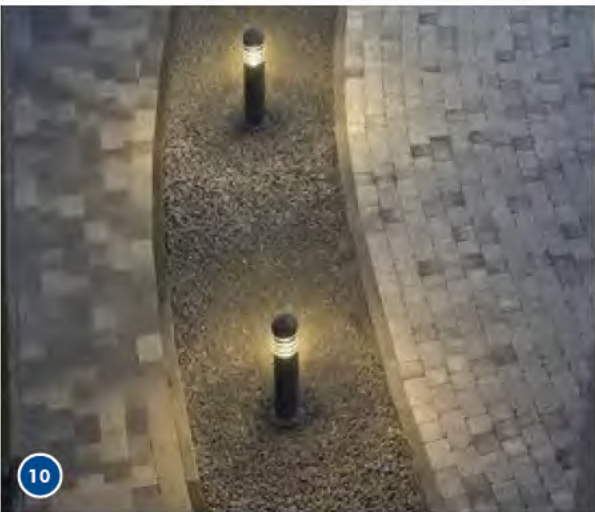
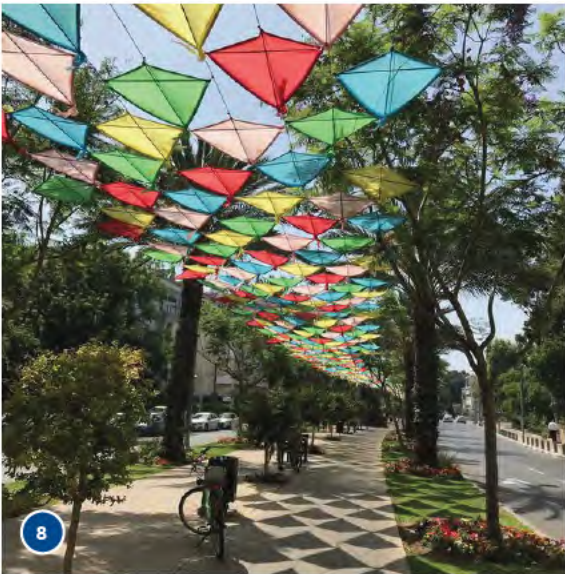


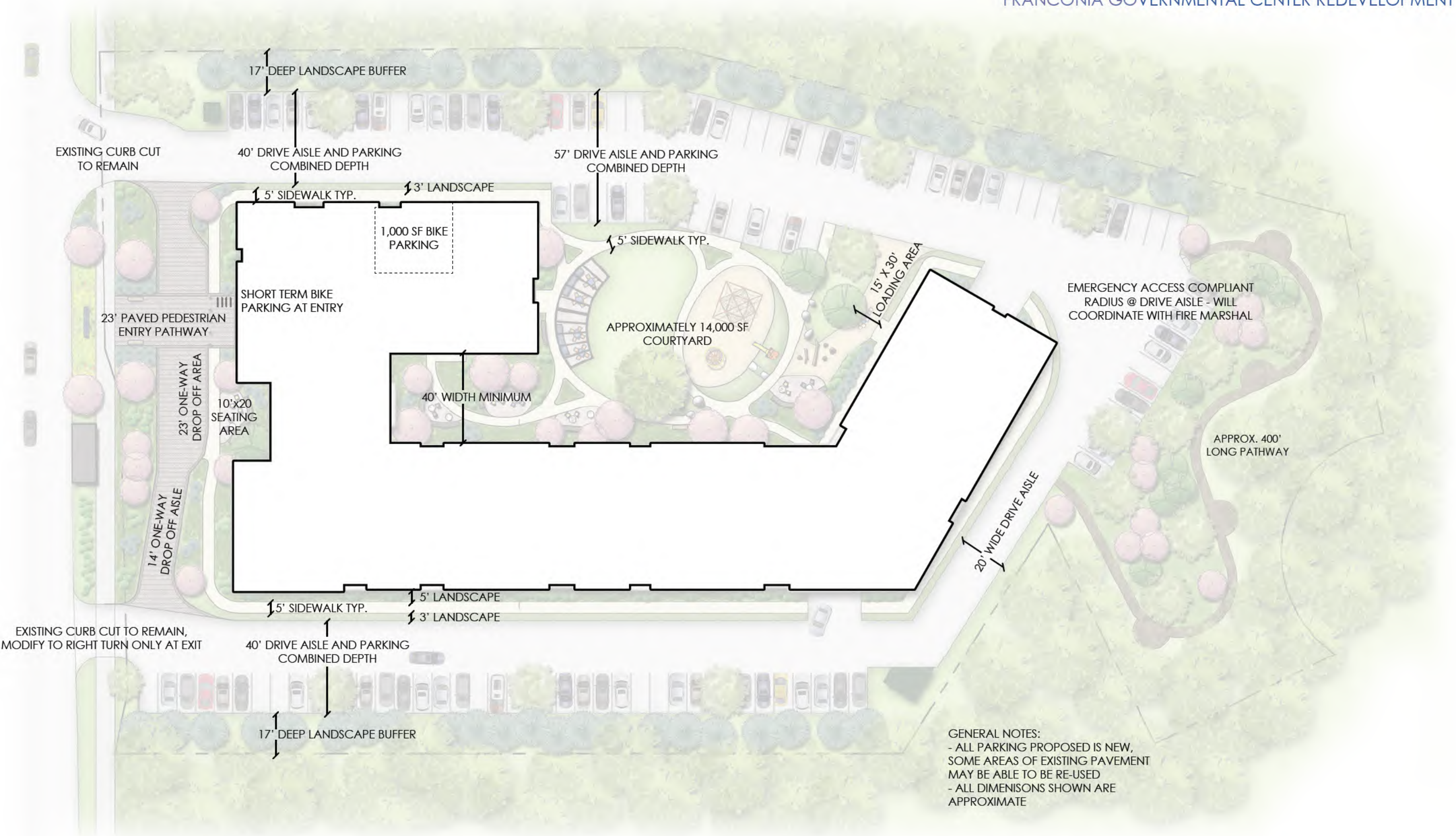
CIRCULATION
PATHWAYS



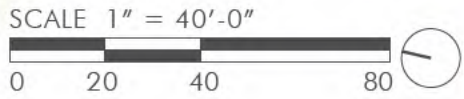
CONCEPTUAL SITE PLAN

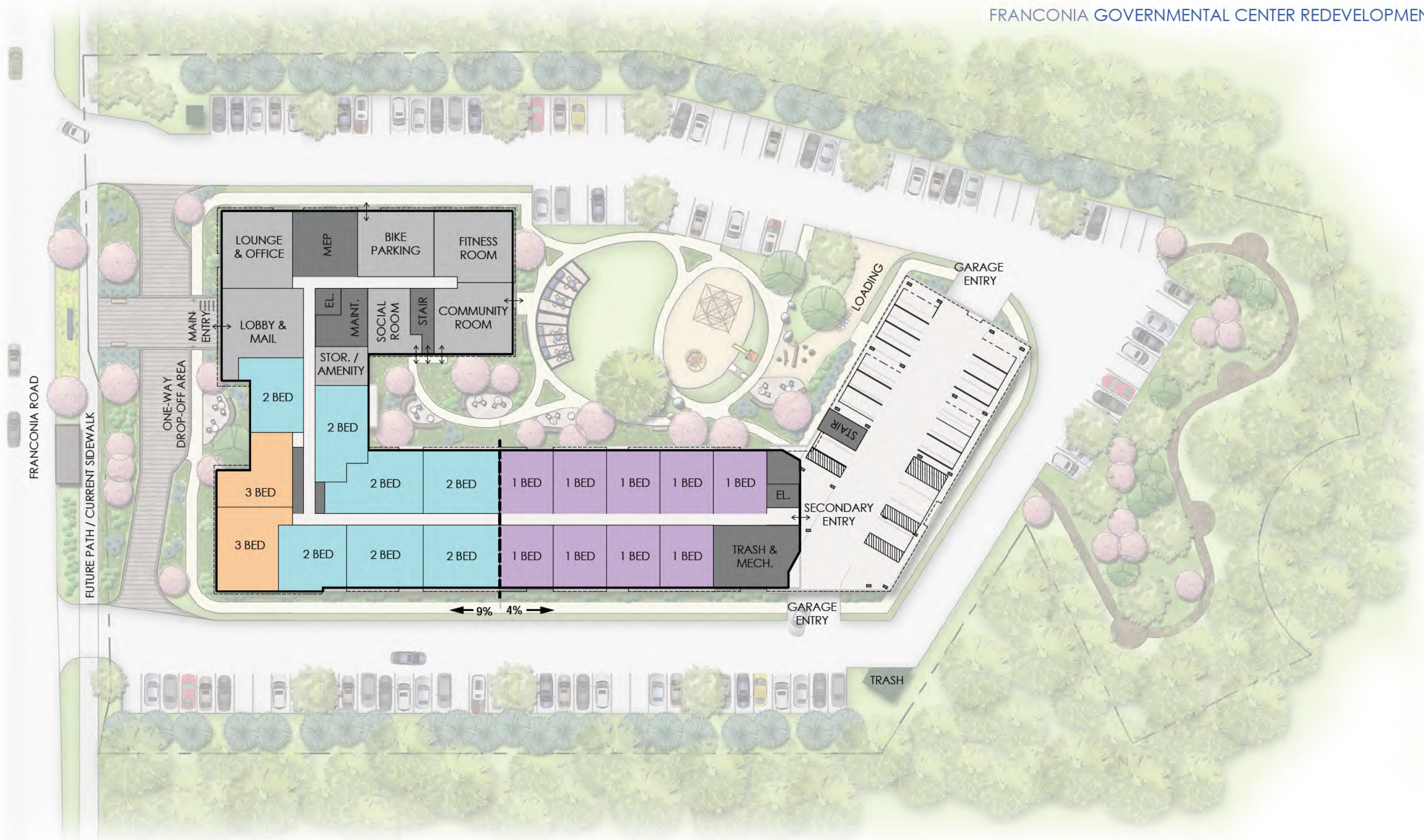






ANNOTATED SITE PLAN

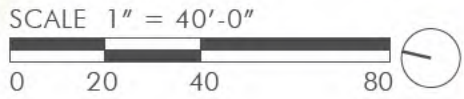




GROUND FLOOR CONCEPT PLAN



TYPICAL FLOOR CONCEPT PLAN





VIEW OF MAIN FACADE AND MAIN ENTRY



AERIAL VIEW TO SOUTHEAST



AERIAL VIEW TO SOUTHWEST



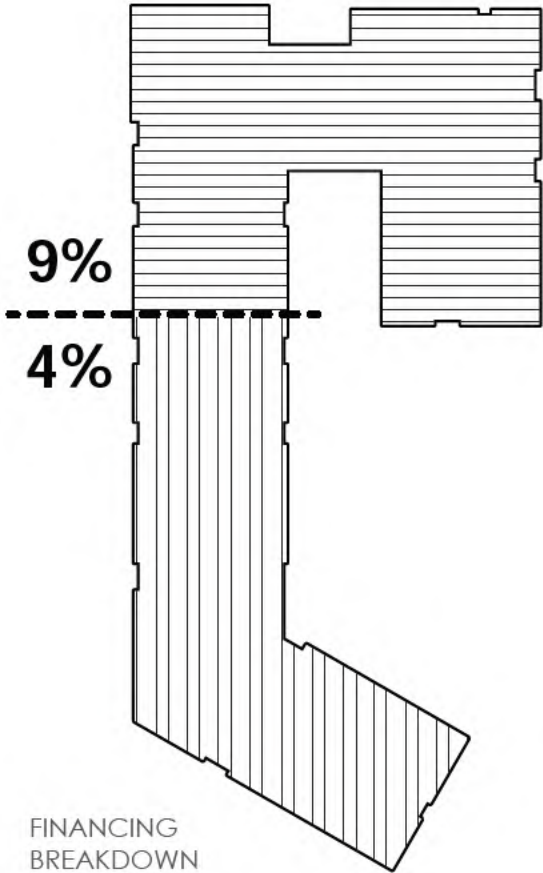
COURTYARD VIEW

6121 FRANCONIA RD - 4% BUILDING								4/14/2022
Level	Floor Area (constructed gsf)	Net Area (sf)	1 BED	2 BED	3 BED	Number of Apts	Efficiency	Height (Ft.)
			625	880	1020			
Level 4	15,500	13,710	10	5	3	18	88%	10.00
Level 3	15,500	13,710	10	5	3	18	88%	10.00
Level 2	15,500	13,710	10	5	3	18	88%	10.00
Level 1	7,500	5,625	9		-	9	75%	13.00
	54,000	46,755	39	15	9	63		43.00
			62%	23.8%	14.3%			

6121 FRANCONIA RD - 9% BUILDING								4/14/2022
Level	Floor Area (constructed gsf)	Net Area (sf)	1A	2 BED	3A	Number of Apts	Efficiency	Height (Ft.)
			625	880	1020			
Level 4	16,500	14,015	3	8	5	16	85%	10.00
Level 3	16,500	14,015	3	8	5	16	85%	10.00
Level 2	16,500	14,015	3	8	5	16	85%	10.00
Level 1	16,500	8,200	-	7	2	9	50%	13.00
	66,000	50,245	9	31	17	57		43.00
			16%	54.4%	29.8%			

TOTAL:	48	46	26
	40%	38%	22%

AREA OF SITE (GSF)	142,076
TOTAL APARTMENTS	120



DEVELOPMENT MIX

TAB 9: PROJECT SCHEDULE

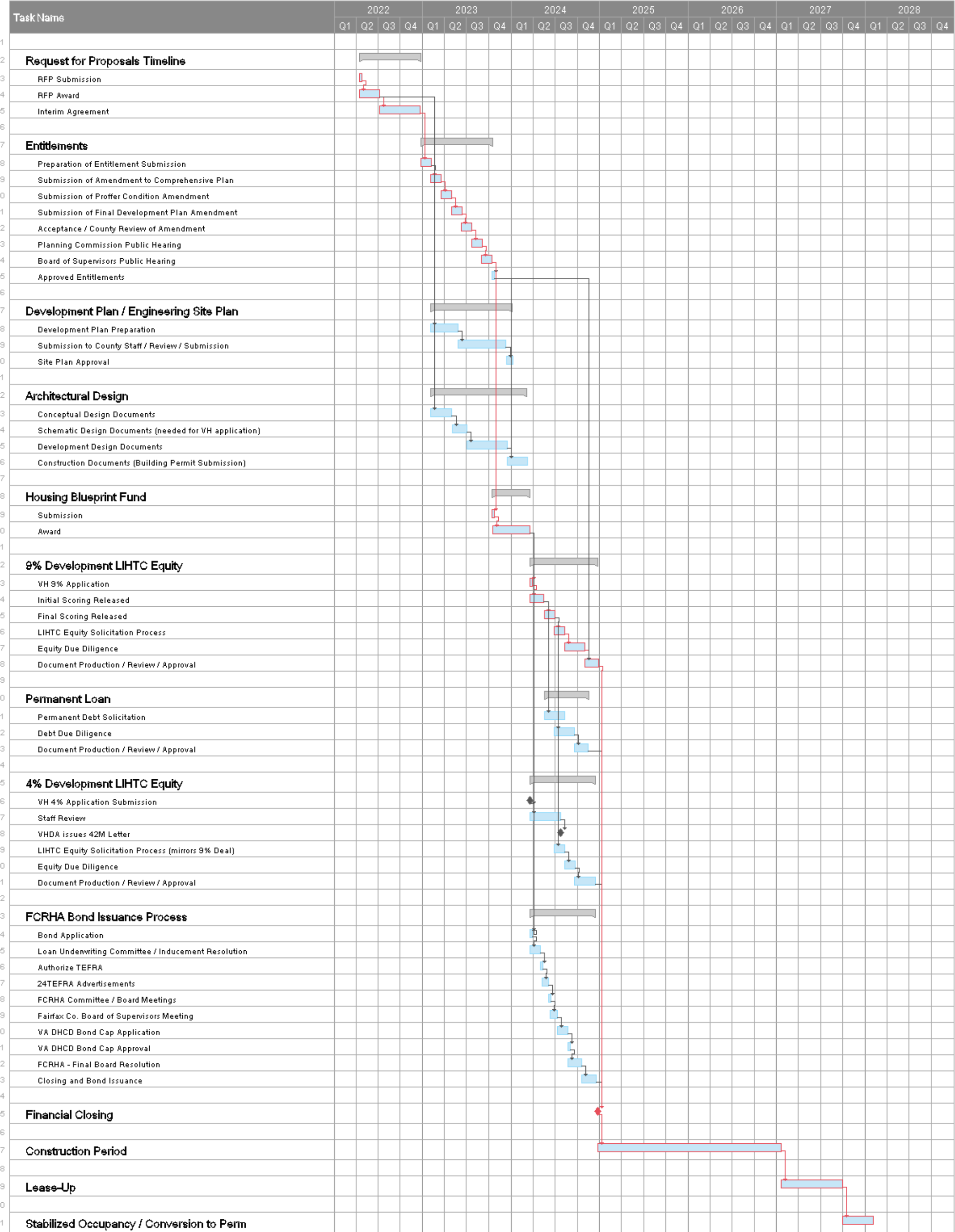
FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 9: PROJECT SCHEDULE

We anticipate developing the site as one phase, using twinning to combine 9% and 4% LIHTCs. Please see the attached project timeline following this narrative:



TAB 10: COMMUNITY STAKEHOLDER OUTREACH

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 10: COMMUNITY AND STAKEHOLDER OUTREACH

NFP, Good Shepherd Housing, and SCG recognize that the bedrock of a successful development is built on extensive collaboration with stakeholders and as such, we will work closely with Fairfax County to develop a comprehensive public outreach and communication plan for the Franconia Governmental Center.

This team brings significant experience and success in working with communities where affordable housing is proposed and at first not well received. Recently, NFP and SCG worked together with an at first very difficult community in suburban Maryland which vehemently opposed a proposed affordable housing project jointly developed by NFP and SCG. After much outreach to the community, numerous meetings with Town officials and community residents, and some compromise by all sides, the Town and community almost unanimously supported the project, and it is now built and occupied. Based on our experience with working with community stakeholders over the years, the community and stakeholder outreach strategy for the proposed the Franconia Governmental Center that we have developed is provided below:

Overall Community and Stakeholder Outreach Strategy

The Development Team will conduct consistent, meaningful outreach to all stakeholders involved in the development of the Franconia Governmental Center (the “Project”). Community outreach will involve the Development Team meeting with and making presentations to Fairfax County Staff, the Lee District Land Use and Environment Committee, and homeowners associations proximate to the Property.

The Development Team will maintain close communication, and have regular meetings, on an as-needed basis with County Staff in the Department of Housing and Community Development (“DHCD”), and the Department of Planning and Development (“DPD”) and any other Fairfax County Staff, as needed.

The Development Team’s specific steps toward implementing successful community outreach are described below.

Steps in the Fairfax County Application and Community Outreach Process

Upon selection as the developer, the Development Team will meet with Fairfax County Staff in DHCD and DPD to discuss the proposed development before submitting the application.

The Development Team will present its concept for the Project and solicit the County Staff's thoughts about issues or concerns about the Project.

Early in the process, again, in advance of filing the Application, the Development Team will arrange a meeting with Lee District Supervisor Rodney Lusk and Planning Commissioner Daniel Lagana and solicit their feedback. The Development Team will be available to meet with any other interested Board of Supervisors members and Planning Commissioners as well.

Further, meeting with the key community stakeholders before submission of the Application will also provide the Development Team an opportunity to address any preliminary concerns in the initial submission.

Preliminary Meetings with Community Stakeholders

The Development Team will meet with the following community stakeholders as described in greater detail below.

Lee District Land Use and Environment Committee:

The Lee District Land Use and Environment Committee is a district-wide independent citizen committee that reviews Lee District land use proposals and makes recommendations to the Planning Commission and Board of Supervisors. The Development Team will present the Project and solicit their feedback at one of the committee's monthly meetings, again, in advance of filing the Application.

Surrounding Homeowners Associations and nearby Apartment Communities:

In addition to the Lee District Land Use and Environment Committee, the Development Team will offer to present the Project to the homeowners' associations located near the Franconia Governmental Center property. A chart of various associations is included below:

Amberleigh	Greenwood HOA	Rose Hill CA
Brookland Bush Hill	Gunnell Estates HOA	Springhill Forest
Clermont Woods CA	Heritage Hill of Alexandria	Springfield Square Association
Crestleigh HOA	Island Creek HOA	Tara/Wallhaven CA
Devonshire Townhomes	Kingstowne Residential Owners Corp.	Towns at Manchester Park
Franconia Commons	Monticello Woods CA	
Georgetown Woods	North Franconia CA	

In addition, the Development Team will endeavor to identify and correspond with any residents proximate to the property who might not be a member of a formal association.

The Development Team will offer to coordinate site visits to the subject property in order for the interested parties to observe its existing conditions first-hand and to visualize the proposed development.

Application Filing, Acceptance, and Pre-Staffing Review

Following the initial meetings with all stakeholders, the Development Team must determine the nature and scope of any necessary changes to the Project and prepare and submit the Application to Fairfax County.

After initial acceptance of the Application, the Development Team will be available to meet with County Staff, provide additional information as requested, and respond to any preliminary questions. After each agency provides comments to the County's assigned Staff coordinator, the Development Team will meet with County Staff to discuss the Staff's Pre-Staffing Comments. Following the Development Team's discussion with the Staff about the Staff's Pre-Staffing Comments, the Development Team will draft appropriate responses and make any necessary revisions to the Application while maintaining communications with the Staff.

During this stage of the process, the Development Team will keep the Lee District land use committees, surrounding homeowners' associations, and any individual stakeholder neighbors informed about the status of the review of the Application. The Development Team will offer to meet with all of the community stakeholders to discuss any revisions to the Application.

At the end of the process, the Staff will notify the Development Team whether any additional submittals are necessary before the Staff assembles its report and supporting materials for the Planning Commission.

Planning Commission Public Hearing

After the Development Team submits its final set of application materials and after the County Staff issues its report with supporting materials in advance of the Planning Commission public hearing, the Development Team will continue its correspondence with Planning Commissioner Daniel Lagana and address any "last minute" concerns. Before the Planning Commission's public hearing, the Development Team also will correspond, and in some instances, meet, with all of the community stakeholders to discuss the Application's final development plan, proffers, and County Staff recommendations. The Development Team will solicit the support of each stakeholder as part of these interactions. Following the Planning Commission public hearing, the Planning Commission will make a recommendation about the rezoning, the concept development plan, and the final development plan.

Board of Supervisors Public Hearing

After the Planning Commission public hearing, the Development Team will make any additional revisions necessary in preparation for the Board of Supervisors public hearing. The Development Team will offer to meet with Supervisor Lusk to resolve any remaining concerns before the Board of Supervisors public hearing. Following the public hearing, the Board of Supervisors will decide whether to approve the rezoning, the concept development plan and the final development plan.

Summary of Milestones and Key Decision Points

Preliminary Meetings:

Having productive preliminary meetings with County Staff and all community stakeholders is the first significant milestone. After the meetings, the Development Team will decide about the scope and nature of any changes to the proposed development.

Staffing Comments and Community Meetings:

The next major milestone will be after receiving pre-staffing and staffing comments from the County and the meetings with community stakeholders before the final submission of application materials to the County. At this point, the Development Team must decide about changes to the proposed concept development plan, the proffers, and the final development plan, in coordination with County Staff, and prepare for the final submission to the County in advance of the staff report.

Publication of the Staff Report and Community Meetings:

Achieving a positive County Staff recommendation is a critical milestone. Obtaining expressions of support from all stakeholder groups also will be an important milestone. The Development Team endeavor to address and resolve all County Staff and community stakeholder concerns in order to obtain a positive Staff recommendation and to obtain the stakeholder's support.

Planning Commission Public Hearing:

The Planning Commission public hearing will be an important milestone for the project to obtain a recommendation of approval about the rezoning, the concept development plan, and the final development plan. The Development Team will respond to any remaining concerns of the Planning Commission and County Staff as a result of the public hearing. The final revisions in advance of the Board of Supervisors public hearing will be a key decision point for the Applicant.

Board of Supervisors Public Hearing:

The Board of Supervisors public hearing is the most important milestone because the Board of Supervisors approves the rezoning, and the concept development plan. The Planning Commission approves the final development plan.

Summary of Anticipated Frequency of Meetings

1. Fairfax County Staff

- 1.1. One pre-application meeting.
- 1.2. One meeting following pre-staffing.
- 1.3. Meetings weekly or every other week during the staffing review.
- 1.4. Informal correspondence/meetings as needed with particular Fairfax County Staff, as necessary.
- 1.5. Meetings as necessary in preparation for the public hearings.

- 1.6. Meetings with DHCD and DPD as necessary throughout the processing of the Application.
2. Community Stakeholders
 - 2.1. One meeting with the Lee District Land Use and Environment Committee and the surrounding homeowners' associations before filing the Application.
 - 2.2. Meetings offered to all groups and at least one or two meetings (likely) with the Lee District Land Use and Environment Committee following pre-staffing review.
 - 2.3. One meeting each with the Lee District Land Use and Environment Committee, and the surrounding homeowners' associations during staffing review process and final plan preparation.
 - 2.4. One meeting each with the Lee District and Land Use and Environment Committee, and the surrounding homeowners' associations after publication of the staff report in preparation for the public hearings.

Conclusion

The Development Team recognizes that consistent and meaningful community outreach is essential to engage the various community stakeholders throughout the process to maintain goodwill in the community and to garner support for the Application in advance of the Planning Commission and Board of Supervisors public hearings. The Development Team looks forward to implementing extensive and successful community outreach throughout the review of the Franconia Governmental Center.

TAB 11: REQUESTED STATEMENTS

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

Requested Statements
Franconia Government Center ("the Project")
Fairfax County, VA

I, Richard H. Edson, do hereby make oath and affirmation that, to the best of my knowledge, the following information is true and correct as of the time of application:

- a) The Project will conform to all applicable federal, state, and local laws, regulations and ordinances including all federal and relevant local environmental regulations
- b) NFP Affordable Housing Corp. ("NFP") does not have any past, current, or anticipated contractual or financial relationship with Fairfax County.
- c) NFP has not had any contact contact with Fairfax regulatory staff regarding the Project or its anticipated permitting or zoning issues or concerns.



Richard H. Edson
Executive Director
NFP Affordable Housing Corp.

Requested Statements
Franconia Government Center ("the Project")
Fairfax County, VA

I, Good Shepherd Housing and Family Services, do hereby make oath and affirmation that, to the best of my knowledge, the following information is true and correct as of the time of application:

- d) The Project will conform to all applicable federal, state, and local laws, regulations and ordinances including all federal and relevant local environmental regulations
- e) Good Shepherd Housing has identified no contractual or financial relationship that would give the appearance of a conflict of interest.

The following chart identifies Good Shepherd Housing's past, current, and anticipated contractual and financial relationships with Fairfax County.

DEVELOPMENT NAME	RELATIONSHIP
75 scattered-site affordable housing units financed in part or whole with CDBG/HOME loans provided through Fairfax County, totaling \$9,528,441 in forgivable loans	<ul style="list-style-type: none">• Housing Assistance Payment ("HAP") Contract (administered by FCRHA on Family Building)• Project Based Vouchers (PBV)• HOME/CDBG loan borrower
Services support financed through Fairfax County's Consolidated Community Funding Pool (Current FY2022 = \$506,225)	<ul style="list-style-type: none">• Consolidated Community Funding Pool
Services support financed through Fairfax County's Consolidated Community Funding Pool (Planned FY2023 = \$708,840)	<ul style="list-style-type: none">• Consolidated Community Funding Pool

- f) Good Shepherd Housing certifies that we have not been in contact with Fairfax regulatory staff regarding the Project or its anticipated permitting or zoning issues or concerns.

David Levine

David Levine
President/CEO
Good Shepherd Housing and Family Services, Inc.



Requested Statements
Franconia Government Center ("the Project")
Fairfax County, VA

I, Stephen P. Wilson, do hereby make oath and affirmation that, to the best of my knowledge, the following information is true and correct as of the time of application:

- a) The Project will conform to all applicable federal, state, and local laws, regulations and ordinances including all federal and relevant local environmental regulations
- b) SCG Development Partners, LLC ("SCG") has identified no contractual or financial relationship that would give the appearance of a conflict of interest.

The following chart identifies SCG's past, current, and anticipated contractual and financial relationships with Fairfax County.

DEVELOPMENT NAME	RELATIONSHIP
Residences at Government Center	<ul style="list-style-type: none">Land Lease
Ovation at Arrowbrook	<ul style="list-style-type: none">Ground Lease
One University	<ul style="list-style-type: none">Ground LeaseBlueprint Housing FundsHousing Assistance Payment ("HAP") Contract (administered by FCRHA on Family Building)Project Based Vouchers (PBV)

- c) SCG certifies that we have not been in contact with Fairfax regulatory staff regarding the Project or its anticipated permitting or zoning issues or concerns.

Stephen P. Wilson
President
SCG Development Partners, LLC

TAB 12: ADDITIONAL INFORMATION

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 12: ADDITIONAL INFORMATION

The Developers' vision for the Franconia Governmental Center will become an integral part of the affordable housing portfolio for Fairfax County. If selected, our team will represent a notable expansion and diversification of the current developer base. As noted in the previous tabs, we have assembled a diverse group of industry leads with deep experience in the development and design of sustainable, vibrant affordable housing. The Developers are a team comprised of leaders from a new non-profit breaking into the industry, a developer with national footprint and proven track record, and an additional non-profit with a service-based focus.

As noted previously, we are devoted to the development of high-quality affordable housing to support the creation healthy, diverse communities. At Franconia Governmental Center, each developer would bring invaluable skill set to the table in order to transform the existing site into a bustling neighborhood.

Also attached to this section, we have provided our Statement of Justification.

Statement of Justification
Franconia Government Center
6121 Franconia Road, Alexandria, Virginia 22310
Currently Zoned R-2
RFP: RFP2000003477
Response from
NFP Affordable Housing Corporation, Good Shepherd Housing Services and
SCG Development
RZ to PDH-40, Concept/Final Development Plan

1. Introduction

The Fairfax County Redevelopment and Housing Authority (“FCRHA”) and the Department of Housing and Community Development (“HCD”) have issued a Request for Proposals (the “RFP”) for developers to redevelop, own and operate an affordable multi-family housing project on County-owned property that is currently improved with the to be vacated Lee District Supervisor Office, Franconia Police Station, and Franconia Museum, located at 6121 Franconia Road, Alexandria, Virginia (the “Property”). The future multi-family housing project is subsequently referred to as "Franconia Government Center."

NFP Affordable Housing Corporation, Good Shepherd Housing Services and SCG Development (the “Applicant”) is pleased to present a development proposal that achieves the goals of the Fairfax County Comprehensive Plan and meets the requirements of the Fairfax County Zoning Ordinance (the “Zoning Ordinance”), as further described below.

2. Property Description

Fairfax County owns the approximately 3.26 acre parcel of land located on the south side of Franconia Road, between Beulah Road to the east and Grovedale Drive to the west. The Property's Fairfax County Tax Map numbers and the related square footage are as follows:

Parcel	Tax Map	Area (SF)	Area (Acres)
1	0813 05 0003A	36,857	
2	0813 05 0002A 41	41,383	
3	0813 05 0002B	24,437	
4	0813 05 0002C1	17,351	
5	0813 08 0503	22,048	

Parcel	Tax Map	Area (SF)	Area (Acres)
Total		142,076	3.26

3. Current Zoning Approvals

The Property is currently zoned R-2.

4. Proposed Development

The Applicant proposes a rezoning ("RZ") application to PDH-40, and Conceptual Development Plan ("CDP"), and Final Development Plan ("FDP") (collectively, the "Application") to develop an affordable housing project consisting of a total of 120 affordable multi-family residential units and approximately 6,000 square feet of first floor amenity and service uses, to be known as "Franconia Government Center " (the "Project"). The Project will be comprised of one four-story building containing 123,950 square feet of gross floor area. The building will sit on grade with approximately 7,500 square feet atop a podium over a 16 space parking garage that includes 3-4 handicap spaces. Over the 3.26-acre site, the Project will have a density of approximately 37 dwelling units per acre. The Project will be comprised entirely of Affordable Dwelling Units ("ADUs") to provide an important opportunity for residents to affordably live in the community.

As the first development of this scale in the area, the Franconia Government Center's architecture is defined by its relationship to context, both existing and planned. With 120 family-oriented affordable housing units (4 Stories and Approx. 123,950 GSF) the proposed design creates a strong identity for the property while also maintaining the current quality of the surrounding community. The project is set back from Franconia Road to allow for a safer and more pleasant pedestrian experience when entering the building, while still creating a strong urban street wall. A raised one-way drop-off at the front of the building encourages caution by drivers and allows for the connection to the bus stop and sidewalk along Franconia Road to be easily accessed by all residents.

In tandem with the context, the sustainable and accessible features of this building are an important driver. A minimum of 15 percent of units will be ADA accessible and the project will meet EarthCraft standards, incorporating universal design principles as much as

possible across the board. The new development will offer a ‘complete’ site that will include opportunities for a diverse demographic of users.

Along the edges of the site the design maintains a landscaped buffer as well as a full row of parking and a two-way drive aisle to mitigate the building’s height impact on its neighbors. The drive aisle and parking wrap around the full perimeter, ensuring the amount of activated areas are maximized. It is assumed that development will continue along Franconia Road and throughout the community, therefore our design team has laid out the site circulatory pathways so that they may connect to other future developments. The existing connection to Franconia Volunteer Fire Department to the south and to the unfinished street at Munhall Lane are both opportunities to connect this property to the south and reduce reliance on Franconia Road for daily access and service.

To preserve as much open green space as possible the design includes a 7,500 GSF partial podium at the southern end of the building to allow for parking to move from open site to underneath the structure. To further open occupiable green space where the property narrows to the south and large growth vegetation currently exists this design proposes preserving the existing natural area and transforming it into a community amenity in lieu of additional parking.

The massing of the structure maximizes daylighting in the units while reserving a large and open landscaped courtyard space for resident use. The courtyard program will include play areas for children, sitting and activity space for adults and quiet and contemplative space for all residents to enjoy. The southeastern exposure of the courtyard ensures that the space will receive substantial daylight throughout the day. The placement of the amenity areas on the ground floor of the eastern edge of the building serves to activate the exterior and interior connections from the entry to the courtyard. This active facade includes the main office, bike storage, fitness room and community room.

This design breaks down its scale to better relate to its context by utilizing a core of traditional masonry with layers of more contemporary fiber cement panel, siding and corrugated metal to compliment and break down the overall mass. The design includes a variety of window sizes and placements as well as Juliet balconies to add elements of human scale across all facades. The mass also steps

and moves as it transitions from the ground floor up and along the facades horizontally.

To accommodate the grade change on this property from north to south the main amenities and building entry will have 11' ceilings and the ground floor will step up 2' as the building moves south to allow for 9' ceilings as a minimum and 9' ceilings on the upper floors.

5. Conformance with the Comprehensive Plan

The Fairfax County Comprehensive Plan (the "Plan") includes area-specific recommendations and additional policy guidance for new development. The Plan's recommendations applicable to the Property and the Project are summarized below.

A. Springfield Planning District Recommendations

The Comprehensive Plan designates the Property as part of S9 Beulah Community Planning Sector, of the Area IV, Springfield Planning District, amended through 11-9-2021, at Page 88. The general concept for the future development of the area is "Suburban Neighborhoods under the Concept for Future Development." More specific to the Project, the Comprehensive Plan reads as follows:

The area bounded by Franconia Road on the north, and Beulah Street and Grovedale Drive on the east and west, respectively, should develop as the community focal point for the greater Franconia area. A cluster of public facilities (including the Franconia Government Center), community-serving office and retail uses, and the historic Olivet Episcopal Church are located here. Compatible redevelopment along with an urban park will help establish this area as a community focal point and complement the function of this area as a location for community activities and interaction.

The Project will bring a compatible and affordable multi-family residence to the focal point of the greater Franconia area. Thus,

it will contribute to the particular objectives of the Beulah Community Planning Sector.

B. Countywide Policy Plan Objective

More, generally, providing affordable housing contributes to satisfying a County-wide objective and need that is explained in the Comprehensive Plan's section under Policy Plan, at Page 1, under Introduction, which reads in part as follows:

The Fairfax County Board of Supervisors adopted the One Fairfax racial and social equity policy to ensure that individuals in the Fairfax County community have an opportunity to reach their highest level of personal achievement. The Board recognized that, in order to help residents reach their highest level of personal achievement, it is vital for them to have access to price-appropriate housing. When households pay more than 30 percent of their income in housing, they are forced to make difficult choices about how to afford other necessities, such as health care and transportation to employment. In order for Fairfax County to support a thriving community and promote equity, particular consideration is given to housing policies that encourage all who want to live in Fairfax to be able to do so, and to the provision of a full spectrum of housing opportunities across the county, most notably those in mixed-use areas that are accessible to multiple modes of transport.

The Project will contribute to enabling its residents, County residents, including their children, to live in a thriving section of the County in a modern, attractive building, which will help them reach their highest level of personal achievement.

C. Land Use Appendix 1 Guidelines for Multi-Family Residential Development

Appendix 1 of the Land Use Policy Plan includes specific guidelines for multi-family residential development for suburban neighborhoods. The Project's conformance with the Multi-Family Residential Guidelines for Suburban Neighborhoods is summarized below.

1. *Multifamily sites in designated Suburban Neighborhood areas should be in close proximity to community-serving retail. In addition, multifamily sites should be centrally located with respect to community services such as libraries, houses of worship, park/recreational facilities, and schools.*

The Project will provide affordable multi-family residential units and supporting amenities. Several community-serving restaurants and a CVS drug store is located nearby. Springfield Mall and Home Depot are less than 2 miles away.

There are a number of schools (example, Franconia Elementary School), houses of worship (examples: St. Lawrence Catholic Church, Virginia Presbyterian Church), park/recreational facilities (examples Franconia Park and Springfield Forest Park), and libraries (example: Kingstowne Library) within close proximity.

2. *To accommodate traffic flow, the site should have adequate access to an arterial or to a collector street. An appropriate transportation analysis should be performed in conjunction with proposed multifamily development, with approval made contingent on the satisfactory resolution of identified transportation issues.*

The Property will have direct and convenient vehicular access to Franconia Road. In addition, the Application will include a traffic impact analysis, as applicable, to determine the transportation impacts and corresponding mitigation measures associated with the Project.

3. *Sites for multifamily residential development should be located where it is county policy to provide public water and sewer service.*

The Project is located in an area with public water and sewer service.

4. *The required site size for multifamily development in Suburban Neighborhoods is dependent upon density, setback requirements, open space, parking, social and recreational amenities to be provided, and building height. These factors will tend to determine minimum site size. Generally, in areas of the county which have a reasonable supply of vacant or underutilized land, sites should be above the size necessary to meet Zoning Ordinance requirements (a minimum of 200 units). This enhances the ability to support a package of private amenities such as swimming pools, tennis courts, a clubhouse, etc. If proposed multifamily projects contain more than 600 units, diversity in architectural style, layout and transition should be encouraged.*

The Project will have 120 affordable dwelling units. The Project's first level interior will have about 6,000 square feet of first floor amenity and service uses for the residents. The Project will include an open air landscaped internal courtyard with playground equipment that is screened from the activity along Franconia Road for both passive and active recreational opportunities.

5. *Environmental concerns should be considered in site selection. Multifamily development is not appropriate in areas designated as Low-Density Residential Areas. Environmental Quality Corridors and areas subject to airport noise greater than DNL 60 dBA generally should be avoided.*

The Project is not located within an area designated as low density residential or within an airport noise area greater than DNL 60 dBA.

D. Land Use Appendix 9 Residential Development Criteria

Appendix 9 of the Land Use Policy Plan includes general guidelines for residential development to ensure that it enhances a community by: fitting into the fabric of the neighborhood, respecting the environment, addressing transportation impacts, addressing impacts on other public facilities, being responsive to historic heritage, contributing to the provision of affordable housing and, being responsive to the unique site specific considerations of the property. The Project's compliance with the criteria is summarized below.

1. **Site Design.** *All rezoning applications for residential development should be characterized by high quality site design. Rezoning proposals for residential development, regardless of the proposed density, will be evaluated based upon the following principles, although not all of the principles may be applicable for all developments.*
 - a. **Consolidation:** *Developments should provide parcel consolidation in conformance with any site specific text and applicable policy recommendations of the Comprehensive Plan. Should the Plan text not specifically address consolidation, the nature and extent of any proposed parcel consolidation should further the integration of the development with adjacent parcels. In any event, the proposed consolidation should not preclude nearby properties from developing as recommended by the Plan.*

The Project involves the consolidation of five (5) parcels owned by Fairfax County. The redevelopment will allow for the integration of a modern affordable multi family building within the neighborhood's parcels. Access is expected to be only to and from Franconia Road. The Project will not interfere with or preclude nearby properties from developing as recommended in the Plan.

- b. **Layout:** *The layout should:*
 - i. *provide logical, functional and appropriate relationships among the various parts (e. g.*

dwelling units, yards, streets, open space, stormwater management facilities, existing vegetation, noise mitigation measures, sidewalks and fences);

The Project is designed as a single building. The open air landscaped courtyard is logically surrounded on three sides by the building and thus protects the residents and their children from the noise and activity on Franconia Road. The vehicular access is to and from Franconia Road. The internal driveways logically lead to the parking areas in the rear. The layout allows for outdoor privacy for the residents and easy access to Franconia Road and the surrounding areas.

- ii. provide dwelling units that are oriented appropriately to adjacent streets and homes;*

The Project will be four stories in height above the podium parking. The units will face all four sides of the surrounding areas.

- iii. include usable yard areas within the individual lots that accommodate the future construction of decks, sunrooms, porches, and/or accessory structures in the layout of the lots, and that provide space for landscaping to thrive and for maintenance activities;*

The Project will be comprised of one residential building. The open air landscaped courtyard with playground equipment is logically surrounded on three sides by the building and thus protects the residents and their children from the noise and activity on Franconia Road.

- iv. provide logical and appropriate relationships among the proposed lots including the relationships of yards, the orientation of the dwelling units, and the use of pipestem lots;*

The Project will be comprised of one facility on one lot, so the standard is not applicable.

- v. provide convenient access to transit facilities;*

There is an existing bus shelter, adjacent to the Project and within the Franconia Road right-of-way, that is served by Fairfax Connector Route 310. In addition, the Project is within a ¼ mile walking distance of Fairfax Connector Routes 231 & 232 along Beulah Street.

- vi. *Identify all existing utilities and make every effort to identify all proposed utilities and stormwater management outfall areas; encourage utility collocation where feasible.*

The Applicant will ensure that all utilities and stormwater management facilities from the Property will be properly integrated into the surrounding site infrastructure.

- c. ***Open Space:*** *Developments should provide usable, accessible, and well-integrated open space. This principle is applicable to all projects where open space is required by the Zoning Ordinance and should be considered, where appropriate, in other circumstances.*

As mentioned above, the Project includes the open air landscaped courtyard with playground equipment that is logically surrounded on three sides by the building and thus protects the residents and their children from the noise and activity on Franconia Road. The space will be located adjacent to the building.

- d. ***Landscaping:*** *Developments should provide appropriate landscaping: for example, in parking lots, in open space areas, along streets, in and around stormwater management facilities, and on individual lots.*

The Project will include appropriate landscaping in conformance with all applicable Zoning Ordinance standards. While Transitional Screening is not required for the Project, vegetation has been proposed around the perimeter to provide the residents with a more private and attractive environment.

- e. ***Amenities:*** *Developments should provide amenities such as benches, gazebos, recreational*

amenities, play areas for children, walls and fences, special paving treatments, street furniture, and lighting.

As noted earlier, the Project includes the open air landscaped courtyard with playground equipment that is logically surrounded on three sides by the building and thus protects the residents and their children from the noise and activity on Franconia Road.

The drop off area at the front of the building provides one way directional flow. It is demarcated in decorative pavers to enhance the arrival experience. Lit bollards line the curb between the main entrance and the lobby providing a clear indication of the entrance zone. Formal plantings line the entrance walk connecting the public sidewalk and bus shelter to the west. Benches are located on either side of the lobby entrance, and a small seating area flanked by small flowering trees is located further west.

The outdoor amenity spaces within the large courtyard provide a variety of recreational opportunities for residents while maintaining a high level aesthetic. Small gathering areas arranged along a winding path are nestled into lush garden beds. The plant material within the garden provides a buffer between unit windows and the community spaces outside. Flowering trees line the distance of this path leading to the larger open space. The main open spaces are elliptical in shape and divided into two use areas. The first area is a large artificial turf lawn with a curved shade structure on the north edge. Beneath the shade structure is a patio with movable seating and a curved bench. The second area includes play equipment for children ages two through twelve. Along the south edge of the play area is a berm with tunnels for passing through and grips for climbing over.

The loading dock area on the far south end offers a secondary function as a play area when it is not being used for loading. Four square and hopscotch graphics on the paving expand the useable play space for children. Oversized pebble seating adds a bit of whimsy in several seating zones. A large specimen tree in the central green will provide shade and anchor the space as it matures. Mature tree canopy trees have been preserved to

provide a shaded exercise area connected by a mulch pathway. Fitness stations are located sensitively among the trees for the residence to enjoy.

The Project will include appropriate landscaping in conformance with all applicable Zoning Ordinance standards.

2. ***Neighborhood Context.*** *All rezoning applications for residential development, regardless of the proposed density, should be designed to fit into the community within which the development is to be located. Developments should fit into the fabric of their adjacent neighborhoods, as evidenced by an evaluation of:*

i. *transitions to abutting and adjacent uses;*

The Project is surrounded by nonresidential uses, including office, and some underdeveloped land. The Project will be compatible in size and scale to the nearby uses.

ii. *lot sizes, particularly along the periphery;*

The Project will contain one building on a single lot.

iii. *bulk/mass of the proposed dwelling units;*

The four story building will sit atop a 7,000 sf partial podium over a 16 space parking garage. The massing and architecture will provide an interesting street wall along Franconia Road and complementary to the nearby nonresidential uses.

iv. *setbacks (front, side and rear);*

The Project includes appropriate setbacks as necessary for the site.

v. *orientation of the proposed dwelling units to adjacent streets and homes;*

As noted, the massing and architecture will provide an interesting street wall along Franconia Road and complementary to the nearby nonresidential uses.

vi. *architectural elevations and materials;*

The Applicant's RFP submission includes a site analysis, floor plans, building massing studies, architectural design studies, and a preliminary rendering. Throughout the application process, the Applicant will provide additional architectural elevations and materials to illustrate how the proposed Project will be compatible with and fit within the surrounding neighborhood.

- vii. *pedestrian, bicycle and vehicular connections to off-site trails, roadways, transit facilities and land uses;*

The Project will have vehicular access to off-site trails, roadways, transit facilities and land uses. The Project will also be connected with adjacent sidewalks to reach off-site trails, roadways, transit facilities and land uses.

- viii. *existing topography and vegetative cover and proposed changes to them as a result of clearing and grading.*

The Project involves the redevelopment of impervious surfaces and will not result in any meaningful changes to the vegetative cover on the Property.

- 3. ***Environment.*** *All rezoning applications for residential development should respect the environment. Rezoning proposals for residential development, regardless of the proposed density, should be consistent with the policies and objectives of the environmental element of the Policy Plan, and will also be evaluated on the following principles, where applicable.*

- i. ***Preservation:*** *Developments should conserve natural environmental resources by protecting, enhancing, and/or restoring the habitat value and pollution reduction potential of floodplains, stream valleys, EQCs, RPAs, woodlands, wetlands and other environmentally sensitive areas.*

Per Fairfax County GIS, there are no floodplains, EQCs, RPAs, woodlands, or wetlands on the Project or adjacent parcels. The

southern area has existing trees that will be preserved, where feasible, and enhanced to promote natural habitats.

- ii. ***Slopes and Soils:*** *The design of developments should take existing topographic conditions and soil characteristics into consideration.*

The Project will work with existing topographic and soil conditions. Per Fairfax County GIS, the Project contains Urban Land soils with relatively flat slopes that are suitable for the proposed redevelopment.

- iii. ***Water Quality:*** *Developments should minimize off-site impacts on water quality by commitments to state of the art best management practices for stormwater management and better site design and low impact development (LID) techniques.*

The Project will endeavor to include best practices for stormwater management and low-impact development (“LID”) techniques as articulated in the Comprehensive Plan.

- iv. ***Drainage:*** *The volume and velocity of stormwater runoff from new development should be managed in order to avoid impacts on downstream properties. Where drainage is a particular concern, the applicant should demonstrate that off-site drainage impacts will be mitigated and that stormwater management facilities are designed and sized appropriately. Adequate drainage outfall should be verified, and the location of drainage outfall (onsite or offsite) should be shown on development plans.*

The Project will include adequate stormwater management facilities to control both the volume and rate of runoff from the Property. More detailed information will be provided throughout the application process.

- v. ***Noise:*** *Developments should protect future and current residents and others from the adverse impacts of transportation generated noise.*

The building's facades wrap and block noise from the open air landscaped internal courtyard with playground equipment that is screened from the activity along Franconia Road for both passive and active recreational opportunities. The building interior will include appropriate soundproofing to meet County standards.

- vi. ***Lighting:*** *Developments should commit to exterior lighting fixtures that minimize neighborhood glare and impacts to the night sky.*

The Project will include exterior lighting that complies with the Zoning Ordinance requirements for outdoor lighting, including the use of full cut-off light fixtures and other features that minimize glare and impacts to the night sky.

- vii. ***Energy:*** *Developments should use site design techniques such as solar orientation and landscaping to achieve energy savings, and should be designed to encourage and facilitate walking and bicycling. Energy efficiency measures should be incorporated into building design and construction.*

As for energy efficiency measures within the building design and construction, the Applicant will incorporate sustainable design and use its expertise to establish create an environmentally friendly, sustainable development. The Applicant has four main priorities for sustainable development: minimize utility consumption, minimize impact on the stormwater system, improve indoor air quality, and introduce financially responsible innovative technologies. The Applicant will use these priorities as guiding principles for the implementation and development of the Project. Finally, the Applicant plans to design the building so that its roof is solar ready.

- 4. ***Tree Preservation and Tree Cover Requirements.*** *All rezoning applications for residential development, regardless of the proposed density, should be designed to take advantage of the existing quality tree cover. If quality tree cover exists on site as determined by the county, it is highly desirable that developments meet most or all of their*

tree cover requirement by preserving and, where feasible and appropriate, transplanting existing trees. Tree cover in excess of ordinance requirements is highly desirable. Proposed utilities, including stormwater management and outfall facilities and sanitary sewer lines, should be located to avoid conflicts with tree preservation and planting areas. Air quality-sensitive tree preservation and planting efforts (see Objective 1, Policy c in the Environment section of this document) are also encouraged.

The Project involves the redevelopment of impervious surfaces that have minimal landscaping and little tree cover. The Project will include appropriate landscaping in conformance with all applicable Zoning Ordinance standards. Again, on the southern part of the property, existing trees would be preserved, where feasible.

5. ***Transportation.*** *All rezoning applications for residential development should implement measures to address planned transportation improvements. Applicants should offset their impacts to the transportation network. Accepted techniques should be utilized for analysis of the development's impact on the network. Residential development considered under these criteria will range widely in density and, therefore, will result in differing impacts to the transportation network. Some criteria will have universal applicability while others will apply only under specific circumstances. Regardless of the proposed density, applications will be evaluated based upon the following principles, although not all of the principles may be applicable.*
 - a. ***Transportation Improvements:*** *Residential development should provide safe and adequate access to the road network, maintain the ability of local streets to safely accommodate traffic, and offset the impact of additional traffic through commitments to the following:*

- i. *Capacity enhancements to nearby arterial and collector streets;*

The Project will include a traffic impact analysis to determine the transportation impacts and any appropriate mitigation measures for the Project.

- ii. *Street design features that improve safety and mobility for non-motorized forms of transportation;*

The Project will include pedestrian facilities to ensure the safety of residents, employees and visitors alike.

- iii. *Signals and other traffic control measures;*

As mentioned above, the Applicant will provide any mitigation measures necessitated by the Project's anticipated transportation impact.

- iv. *Development phasing to coincide with identified transportation improvements;*

The Project includes a single building to be provided in one phase.

- v. *Right-of-way dedication;*

The Fairfax County Board of Supervisors will continue to own the Property. The Applicant does not anticipate the need for any right-of-way dedication.

- vi. *Construction of other improvements beyond ordinance requirements;*

As mentioned above, the Applicant will provide mitigation measures to offset anticipated transportation impacts from the Project.

- vii. *Monetary contributions for improvements in the vicinity of the development.*

If required under the County's Road Fund Guidelines, the Applicant will contribute to the Fairfax Center Area Road Fund accordingly.

- b. ***Transit/Transportation Management:*** *Mass transit usage and other transportation measures to reduce vehicular trips should be encouraged by:*

i. Provision of bus shelters;

The Project location provides convenient access to bus service without the need for a bus shelter within the site. There is an existing bus shelter, adjacent to the Project and within the Franconia Road right-of-way, that is served by Fairfax Connector Route 310.

ii. Implementation and/or participation in a shuttle bus service;

There is an existing bus shelter, adjacent to the Project and within the Franconia Road right-of-way, that is served by Fairfax Connector Route 310. In addition, the Project is within a ¼ mile walking distance of Fairfax Connector Routes 231 & 232 along Beulah Street.

iii. Participation in programs designed to reduce vehicular trips;

The Project will include a Transportation Demand Management plan to ensure the reduction of vehicular trips as deemed necessary.

iv. Incorporation of transit facilities within the development and integration of transit with adjacent areas;

There is public transportation proximate to the Project.

v. Provision of trails and facilities that increase safety and mobility for non-motorized travel.

The Project is not located near any trails or facilities that could be incorporated into the nearby trail network in the vicinity of the Property.

*c. **Interconnection of the Street Network:** Vehicular connections between neighborhoods should be provided, as follows:*

i. Local streets within the development should be connected with adjacent local streets to improve neighborhood circulation;

The Project contains a single building, and it does not have any interior local streets.

- ii. *When appropriate, existing stub streets should be connected to adjoining parcels. If street connections are dedicated but not constructed with development, they should be identified with signage that indicates the street is to be extended;*

The Project is not located along, nor does it contain, any street stubs.

- iii. *Streets should be designed and constructed to accommodate safe and convenient usage by buses and non-motorized forms of transportation;*

The Project will not include any new streets.

- iv. *Traffic calming measures should be implemented where needed to discourage cut-through traffic, increase safety and reduce vehicular speed;*

The Project will not include any new streets.

- v. *The number and length of long, single-ended roadways should be minimized;*

The Project will not include any new streets.

- vi. *Sufficient access for public safety vehicles should be ensured;*

The Project will include driveways that wrap around the sides of the building, thereby providing sufficient access for public safety and emergency vehicles.

- d. **Streets:** *Public streets are preferred. If private streets are proposed in single-family detached developments, the applicant shall demonstrate the benefits for such streets. Applicants should make appropriate design and construction commitments for all private streets so as to minimize maintenance costs which may accrue to future property owners. Furthermore, convenience and safety issues such as parking on private streets should be considered during the review process.*

The Project will not include any new streets.

- e. ***Non-motorized Facilities:*** *Non-motorized facilities, such as those listed below, should be provided:*

The Project dose not have any non-motorized facilities other than its connection to the sidewalk along Franconia Road.

- i. *Connections to transit facilities;*
 - ii. *Connections between adjoining neighborhoods;*
 - iii. *Connections to existing non-motorized facilities;*
 - iv. *Connections to off-site retail/commercial uses, public/community facilities, and natural and recreational areas;*
 - v. *An internal non-motorized facility network with pedestrian and natural amenities, particularly those included in the Comprehensive Plan;*
 - vi. *Offsite non-motorized facilities, particularly those included in the Comprehensive Plan;*
 - vii. *Driveways to residences should be of adequate length to accommodate passenger vehicles without blocking walkways;*
 - viii. *Construction of non-motorized facilities on both sides of the street is preferred. If construction on a single side of the street is proposed, the applicant shall demonstrate the public benefit of a limited facility.*
- f. ***Alternative Street Designs:*** *Under specific design conditions for individual sites or where existing features such as trees, topography, etc. are important elements, modifications to the public street standards may be considered.*

The Project will not include any new streets.

6. ***Public Facilities:*** *Residential development impacts public facility systems (i.e., schools, parks, libraries, police, fire and rescue, stormwater management and other publicly owned community facilities). These impacts will be identified and evaluated during the development review process. For schools, a methodology approved by the Board of Supervisors,*

after input and recommendation by the School Board, will be used as a guideline for determining the impact of additional students generated by the new development.

Given the variety of public facility needs throughout the county, on a case-by-case basis, public facility needs will be evaluated so that local concerns may be addressed.

All rezoning applications for residential development are expected to offset their public facility impact and to first address public facility needs in the vicinity of the proposed development. Impact offset may be accomplished through the dedication of land suitable for the construction of an identified public facility need, the construction of public facilities, the contribution of specified in-kind goods, services or cash earmarked for those uses, and/or monetary contributions to be used toward funding capital improvement projects. Selection of the appropriate offset mechanism should maximize the public benefit of the contribution.

Furthermore, phasing of development may be required to ensure mitigation of impacts.

The Applicant recognizes that the Project may have an impact on public facility systems, such as parks, libraries, police, fire and rescue, stormwater management and other publicly-owned community facilities. The Applicant looks forward to identifying and evaluating any potential public facilities impacts in coordination with the County during the development review process.

7. ***Affordable Housing:*** *Ensuring an adequate supply of housing for low and moderate income families, those with special accessibility requirements, and those with other special needs is a goal of the county. Part 8 of Article 2 of the Zoning Ordinance requires the provision of Affordable Dwelling Units (ADUs) in certain circumstances. Criterion #7 is applicable to all rezoning applications and/or portions thereof that*

are not required to provide any Affordable Dwelling Units, regardless of the planned density range for the site.

- a. ***Dedication of Units or Land:*** *If the applicant elects to fulfill this criterion by providing affordable units that are not otherwise required by the ADU Ordinance: a maximum density of 20% above the upper limit of the Plan range could be achieved if 12.5% of the total number of single-family detached and attached units are provided pursuant to the Affordable Dwelling Unit Program; and, a maximum density of 10% or 20% above the upper limit of the Plan range could be achieved if 6.25% or 12.5%, respectively of the total number of multifamily units are provided to the Affordable Dwelling Unit Program. As an alternative, land, adequate and ready to be developed for an equal number of units may be provided to the Fairfax County Redevelopment and Housing Authority or to such other entity as may be approved by the Board.*
- b. ***Housing Trust Fund Contributions:*** *Satisfaction of this criterion may also be achieved by a contribution to the Housing Trust Fund or, as may be approved by the Board, a monetary and/or in-kind contribution to another entity whose mission is to provide affordable housing in Fairfax County, equal to 0.5% of the value of all of the units approved on the property except those that result in the provision of ADUs. This contribution shall be payable prior to the issuance of the first building permit. For for-sale projects, the percentage set forth above is based upon the aggregate sales price of all of the units subject to the contribution, as if all of those units were sold at the time of the issuance of the first building permit, and is estimated through comparable sales of similar type units. For rental projects, the amount of the contribution is based upon the total development cost of the portion of the project subject to the contribution*

for all elements necessary to bring the project to market, including land, financing, soft costs and construction. The sales price or development cost will be determined by the Department of Housing and Community Development, in consultation with the Applicant and the Department of Public Works and Environmental Services. If this criterion is fulfilled by a contribution as set forth in this paragraph, the density bonus permitted in a) above does not apply.

The Project is a unique opportunity to provide affordable housing within the Lee District. All units within the Project will be provided as ADUs, far exceeding the Zoning Ordinance requirements and Comprehensive Plan recommendations for affordable housing. The Applicant is excited by the opportunity to respond to the County's RFP for this project and looks forward to this opportunity to provide a much-needed housing opportunity for the community.

8. ***Heritage Resources:*** *Heritage resources are those sites or structures, including their landscape settings, that exemplify the cultural, architectural, economic, social, political, or historic heritage of the county or its communities. Some of these sites and structures have been 1) listed in, or determined eligible for listing in, the National Register of Historic Places or the Virginia Landmarks Register; 2) determined to be a contributing structure or site within a district so listed or eligible for listing; 3) located within and considered as a contributing structure within a Fairfax County Historic Overlay District; or 4) listed in, or having a reasonable potential as determined by the county, for meeting the criteria for listing in, the Fairfax County Inventory of Historic Sites.*

In reviewing rezoning applications for properties on which known or potential heritage resources are located, some or all of the following shall apply

- a. Protect heritage resources from deterioration or destruction until they can be documented, evaluated, and/or preserved;*
- b. Conduct archaeological, architectural, and/or historical research to determine the presence, extent, and significance of heritage resources;*
- c. Submit proposals for archaeological work to the county for review and approval and, unless otherwise agreed, conduct such work in accordance with state standards;*
- d. Preserve and rehabilitate heritage resources for continued or adaptive use where feasible;*
- e. Submit proposals to change the exterior appearance of, relocate, or demolish historic structures to the Fairfax County Architectural Review Board for review and approval;*
- f. Document heritage resources to be demolished or relocated;*
- g. Design new structures and site improvements, including clearing and grading, to enhance rather than harm heritage resources;*
- h. Establish easements that will assure continued preservation of heritage resources with an appropriate entity such as the county's Open Space and Historic Preservation Easement Program; and*
- i. Provide a Fairfax County Historical Marker or Virginia Historical Highway Marker on or near the site of a heritage resource, if recommended and approved by the Fairfax County History Commission.*

There are no existing structures on the site, nor any known potential heritage resources.

i. Waiver for Additional Residential as a Secondary Use

The Project does not require a waiver for additional residential use for the intended use.

6. Conclusion

The Application provides an excellent opportunity for a meaningful and successful public- private partnership between the Applicant and Fairfax County. The proposal will make a significant contribution to affordable housing opportunities in Fairfax County. The Project will provide affordable housing and related amenities and services, in a desirable location with opportunities for the County to create a place for residents to live, work, and play.

For the reasons outlined above, the Applicant respectfully requests the favorable consideration of the Application by Fairfax County Staff, the Planning Commission, and the Board of Supervisors.

Thank you for your consideration.

TAB 13: ADDENDA

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT



County of Fairfax, Virginia

ADDENDUM

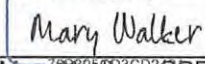
DATE: February 10, 2022

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003477
TITLE: Franconia Governmental Center Redevelopment (PPEA)
DUE DATE/TIME: April 14, 2022, 2:00 PM (EST)

The closing date of RFP 2000003477 is changed from March 24, 2022 to April 14, 2022 at 2:00 PM (EST). The last day to submit questions is changed to April 4, 2022 at 2:00 PM (EST).

All other terms and conditions remain the same.

DocuSigned by:

Mary Walker, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

NFP Affordable Housing Corp.

Name of Firm

April 14, 2022



(Signature)

(Date)

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County of Fairfax, Virginia

ADDENDUM

DATE: February 10, 2022

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Mary Walker, CPPB
Contract Specialist III

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Good Shepherd Housing and Family Services

Name of Firm

D - ✓ Z

(Signature)

4/5/2022

(Date)

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County of Fairfax, Virginia

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Mary Walker
Mary Walker, CPPB
Contract Specialist III

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SCG Development Partners, LLC

Name of Firm

AMC
(Signature)

April 14, 2022

(Date)

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County of Fairfax, Virginia

ADDENDUM

DATE: March 7, 2022

ADDENDUM NO. 2

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000003477

TITLE: Franconia Governmental Center Redevelopment (PPEA)

DUE DATE/TIME: April 14, 2022, 2:00 PM (EST)

1. The following are answers to questions received by March 4, 2022:

Q1. According to the RFP, 20% of units need to be made available for the Fairfax Magnet Housing Program. What income level would this be restricted to? 80% AMI restriction? What is the intention?

A1. Additional information on the Magnet Housing Program will be provided in the next addendum.

Q2. One of the RFP requirements stated "Design, develop, construct, own, and operate, at no cost to the FCRHA, an affordable multi-family residential community under a long-term, nominal fee ground lease from the FCRHA." Does that mean we cannot get any Blueprint Funds?

A2. The County cannot commit to Blueprint funds at this time. You can propose this option as part of your financing plan but it is not guaranteed.

Q3. The site seems to be on the outlier of an existing revitalization zone. Will the County consider extending the boundary of this revitalization zone into the area of the site?

A3. It is not anticipated that the revitalization zone will be changed. However, we will consider addressing the revitalization designation for the property for purposes of obtaining points toward in a tax credit competition through Virginia Housing.

Q4. The RFP states the address as Franconia Governmental Center Redevelopment Property (the "Property") located at 6121 Franconia Road, Alexandria, Virginia. Is this correct?

A4. Yes, this is considered Fairfax County, not the City of Alexandria.

Q5. Where can we find the latest FCRHA rates?

A5. This information can be found at: <https://www.fairfaxcounty.gov/housing/development/fundingavailability>

Q6. You stated that you have already met with the community. Will you be sharing any information gathered from this meeting?

A6. The minutes from the meeting are included in Attachment A to this addendum.

Q7. Is utilizing FCRHA debt financing only required if requesting Blueprint funds? Or is this a requirement of the RFP that its debt products must be used?

A7. If you are going for debt financing, we strongly prefer that you use FCRHA bonds. In the evaluation, 5 points will be given for use of FCHRA bonds; 0 will be given if bonds are not used.

Q8. Is there a filling station or underground storage tanks on the site?

A8. There is no record of an underground storage tank currently on site. The phase I ESA for the property is included in Attachment B.

Q9. Can the two existing entrances to the Fire Dept. parking lot be closed?

A9. Yes, that would be possible.

Q10. What was the community's rationale for limiting to 120 units? Did they have issue with school capacity? traffic? other issues?

A10. 120 units was a size found to be appropriate given the adjacent properties. Additionally, the building shall not exceed four stories in height above grade.

Q11. Will Project Based Vouchers be available for deeply subsidized units? If so, what percentage? And what would be the application process?

A11. You can propose use of Project Based Vouchers in your proposal. Should you be selected, the fact that you were selected as a result of a competitive procurement would mean there is no further competitive application that you would need to file. Depending on the number of vouchers obtained, there may be Davis-Bacon wage rate implications.

Q12. To clarify the FCRHA bond financing is 2% simple interest? Or were you referring to the Blueprint funding?

A12. Blueprint funding is 2% simple interest.

2. The following is the list of attendees at the pre-proposal conference on March 1, 2022:

Rob Walker	rwalker@gordon.us.com
Tad Guleserian	tad.guleserian@crccompanies.com
Chris Guidi	chris.guidi@crccpartnersllc.com
Mark Buenavista	mark.buenavista@fairfaxcounty.gov
Ailan Baken	abaken@cpja.com
Beth Kennan	ekennan@ecdcommunities.org
Ivy Dench-Carter	icarter@pennrose.com
Kevin Sheehan	kevin.sheehan@fairfaxcounty.gov
Casey Nolan	casey.nolan@crccompanies.com
Jasmine Baldwin	jbaldwin@nrpgroup.com
Steve Wilson	spw@scgdevelopment.com
Rosa Estrada	restrada@whdc.org
Ryan Sherriff	ryan.sherriff@fairfaxcounty.gov
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Chris Papp	cpapp@bradleysitedesign.com
Jhave Buenaventura	jbuenaventura@bonstra.com
Henry Harrell	hharrell@tortigallas.com
Christine Robertson	crobertson@pennrose.com
Melissa Matthews	melissa.matthews@orrpartners.com
Fernando Bonilla-V	fernando@sotopllic.com
Debashish Chakravarty	debashishchakravarty@hotmail.com
Zach Fountain	zachary.fountain@fairfaxcounty.gov
Claudia Latimer	clatimer@studio27arch.com
Nicholas Bracco	nbracco@lincolnavcap.com
Anwar Iqbal	anwar.iqbal@fairfaxcounty.gov
Oliver Lee	oliver.lee@crccompanies.com
Bill Bonstra - Bonstra Haresign Architects (John Glenn)	jglenn@bonstra.com
Carlynn Fuller	carlynn.fuller@hagemangroup.com
Ryan Wolf	ryan.wolf@fairfaxcounty.gov
Caroline Sullivan	cksullivan@bozzuto.com
John Glenn	jglenn@bonstra.com
Michael Kitchen	mikekitchen@ccl-eng.com
Matthew Engel	mengel@ecdcommunities.org
Zac Linsky	zlinisky@ldgdevelopment.com
David Schultz	dschultz@chpc2.org
Anthony Verdi	averdi@gordon.us.com
Caroline Sullivan	cksullivan@bozzuto.com
John Welsh	welsh@ahcinc.org
Frances Reaves	reaves400@gmail.com
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Louis Marrero	louis.marrero@fairfaxcounty.gov
Joshua Childs	joshua.childs@ahcinc.org
Ronnie Ali	mali@bonstra.com
Jyotsna Sharma	jyotsna.sharma@fairfaxcounty.gov
David Schultz	dschultz@chpc2.org
Michael Kitchen	mikekitchen@ccl-eng.com
Mark Viani (Michael Kitchen)	mikekitchen@ccl-eng.com
Steve Rubin	srubin@harkinsbuilders.com
Frances Reaves	firconsultinggroup@gmail.com

3. The following are the agenda items from March 1, 2022:

- Welcome and Introduction
- Important Dates
 - DUE DATE/TIME: Addendum #1 changed closing date to April 14, 2022 2:00 pm (EST). Original closing date was March 24, 2022.
 - All questions pertaining to this RFP should be submitted in writing no later than 2:00 PM Eastern Time on April 4, 2022.
 - Addenda may be posted up to the RFP as late as April 11, 2022.
 - No official site visit scheduled for Franconia Government Center property. There is restricted access for the police station and offices but none for the common area.

- Project Details/Overview and Property Description (Appendix B of RFP)
Tony Esse, Associate Director, Design, Development & Construction Division (DD&C), DHCD

Five parcels totaling 3.26 acres on the Franconia Government Center property. The property will be owned by FCRHA.

All residential rental units shall be affordable to households earning 60% or less of the Area Median Income (AMI)

Now zoned R-2, rezoning required to housing use of desired density.

Planning for a LIHTC submittal in March 2024.

Finance Plan Submission

1. Recommending the use of FCRHA bonds
2. Developers will provide a preliminary LIHTC scoring matrix (proprietary)
3. Anticipated that the selected developer will apply for 9% Tax credits

- Use of Bonfire
- Review of Solicitation including Appendices and Attachments
- Evaluation Criteria (Section 12 of RFP)
 - Affordability [20 of 100 Points]
 - Design/Development [20 of 100 Points]
 - Community Outreach [10 of 100 Points]
 - Finance Plan/Transaction Structure [15 of 100 Points]
 - Accessibility and Services [5 of 100 Points]
 - Public Benefit [10 of 100 Points]
 - Offeror Qualifications. [15 of 100 Points]
 - Use of FCRHA Bonds [5 of 100 Points]
- Development Program Summary Sheet (by Building/Phase) Attachment 2
- Questions – will be responded to formally through addendum within one week. Additional questions should be sent to mary.walker3@fairfaxcounty.gov.
- Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA) Additional information regarding Fairfax County's PPEA procedures can be found at:
<https://www.fairfaxcounty.gov/procurement/ppea>

All other terms and conditions remain the same.

DocuSigned by:

Mary Walker

Mary Walker, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

NFP Affordable Housing Corp.

Name of Firm

April 14, 2022

(Signature)

(Date)

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Mary Walker
Mary Walker CRPB
Contract Specialist III

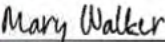
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Good Shepherd Housing and Family Services
Name of Firm
[Signature] 4/5/2022
(Signature) (Date)

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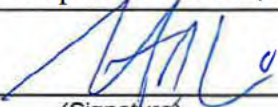
Mary Walker, CRPB
Contract Specialist III

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SCG Development Partners, LLC

Name of Firm

April 14, 2022



(Signature)

(Date)

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County of Fairfax, Virginia

ADDENDUM

DATE: March 29, 2022

ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000003477

TITLE: Franconia Governmental Center Redevelopment (PPEA)

DUE DATE/TIME: April 14, 2022, 2:00 PM (EST)

1. The following are answers to questions received by March 29, 2022:

Q1. According to the RFP, 20% of units need to be made available for the Fairfax Magnet Housing Program. What income level would this be restricted to? 80% AMI restriction? What is the intention?

A1. For purposes of the RFP submission, presume that magnet housing units will be offered at 80% AMI income restrictions. These units will be made available to new Fairfax County Police and Fire Department recruits and Fairfax County public school teachers. Fairfax County Housing and Community Development will perform the qualification review of potential residents.

Q2. The response to question #8 from Addendum #2 which read "Is there a filling station or underground storage tanks on the site?" is corrected as follows:

A2. As shown in the Phase I ESA provided, a 15,000 gal UST exists on the site and is currently in use.

Q3. Is there a basement on the site?

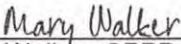
A3. There is no basement at the existing building.

2. The following is the list of attendees at the pre-proposal conference on March 1, 2022:

Name	User Email
Alan Weiss	alan.weiss@fairfaxcounty.gov
Allan Baken	abaken@cpja.com
Amanda Stephenson	astephenson@apah.org
Becca Garman	rgarman@apah.org
Caroline Sullivan	cksullivan@bozzuto.com
Christen Fairley	cnf@goroveslade.com
Christine Robertson	crobertson@pennrose.com
David Johnson	davidjohnson@whdc.org
David Levine	dlevine@goodhousing.org
Debashish Chakravarty	debashish.chakravarty@fairfaxcounty.gov
Emma Estes	emma.estes@fairfaxcounty.gov
Gabriela Clark	gcanamar@landdesign.com
Haaziq Gragg	haaziq@graggcardonapartners.com
Jim Edmondson	jedmondson@eandggroup.com
Joe Plumpe	jplumpe@studio39.com
John Welsh	welsh@ahcinc.org
Kamilah McAfee	kmcafee@whdc.org
Kyle Speece	kspeece@coniferllc.com
Laurie Donnachie	lauriebethdonnachie@ccl-eng.com
M. Thompson	lindsay@homesforamerica.org
Magda Westerhout	mwesterhout@moseleyarchitects.com
Mark Kelehan	mkelehan@harkinsbuilders.com
Mary Walker	mary.walker3@fairfaxcounty.gov
Matthew Engel	mengel@ecdcommunities.org
Mitchell Crispell	mcrispell@apah.org
Nick Beard	nick@homesforamerica.org

Nicole Wickliffe	nicole@wickliffedc.com
Nory Flores	nflores@whdc.org
Paul Browne	paul@joseph-browne.com
Paul Marfione	pmarfione@coniferllc.com
Priya Obloy	pobloy@studio39.com
Rick Edson	redson@hcadc.com
Rodney Dew	rdew@tmo.com
Rosa Estrada	restrada@whdc.org
Shannon Small	cksullivan@bozzuto.com
Sherif Ismail	sismail@pennrose.com
Steven Rubin	srubin@harkinsbuilders.com
Teresa Lepe	teresa.lepe@fairfaxcounty.gov
Tessa Edison	info@asset-mc.com
Tom Fleetwood	thomas.fleetwood@fairfaxcounty.gov
Tony Esse	tony.esse@fairfaxcounty.gov
Tracy Leary	tleary@goodhousing.org
Vance Gragg	vance@graggcardonapartners.com

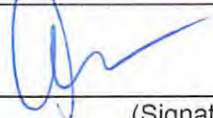
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Mary Walker, CPPB
Contract Specialist III

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NFP Affordable Housing Corp.

 _____
Name of Firm
April 14, 2022

(Signature) (Date)

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Nicole Wickliffe	nicole@wickliffedc.com
Nory Flores	nflores@whdc.org
Paul Browne	paul@joseph-browne.com
Paul Marfione	pmarfione@coniferllc.com
Priya Obloy	pobloy@studio39.com
Rick Edson	redson@hcadc.com
Rodney Dew	rdew@tmo.com
Rosa Estrada	restrada@whdc.org
Shannon Small	cksullivan@bozzuto.com
Sherif Ismail	sismail@pennrose.com
Steven Rubin	srubin@harkinsbuilders.com
Teresa Lepe	teresa.lepe@fairfaxcounty.gov
Tessa Edison	info@asset-mc.com
Tom Fleetwood	thomas.fleetwood@fairfaxcounty.gov
Tony Esse	tony.esse@fairfaxcounty.gov
Tracy Leary	tleary@goodhousing.org
Vance Gragg	vance@graggcardonapartners.com

All other terms and conditions remain the same.

Mary Walker
Mary Walker, CPPB
Contract Specialist III

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Good Shepherd Housing and Family Svcs

Name of Firm

[Signature]

(Signature)

4/5/2022

(Date)

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Rodney Dew	rdew@tmo.com
Rosa Estrada	restrada@whdc.org
Shannon Small	cksullivan@bozzuto.com
Sherif Ismail	sismail@pennrose.com
Steven Rubin	srubin@harkinsbuilders.com
Teresa Lepe	teresa.lepe@fairfaxcounty.gov
Tessa Edison	info@asset-mc.com
Tom Fleetwood	thomas.fleetwood@fairfaxcounty.gov
Tony Esse	tony.esse@fairfaxcounty.gov
Tracy Leary	tleary@goodhousing.org
Vance Gragg	vance@graggcardonapartners.com

All other terms and conditions remain the same.

Mary Walker
Mary Walker, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

SCG Development Partners, LLC

Name of Firm


(Signature)

April 14, 2022

(Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.

NOTE: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.



County of Fairfax, Virginia

ADDENDUM

DATE: April 5, 2022

ADDENDUM NO. 4

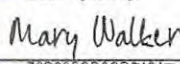
TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003477
TITLE: Franconia Governmental Center Redevelopment (PPEA)
DUE DATE/TIME: April 14, 2022, 2:00 PM (EST)

1. The following are answers to questions received by April 5, 2022:

Q1. Addendum 3 indicates the 20% of the units need to be available at 80% AMI and below, but Addendum #2 (section pasted below) indicates that all residential units have to be affordable at 60% AMI. These seem contradictory. Is it correct that 20% of the units for the Magnet Housing Program have to be 80% AMI and the other 80% of the units have to be at or below 60%?

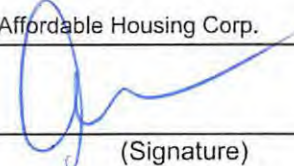
A1. Presume 80% AMI for magnet housing units. Overall average AMI for the property shall not exceed 60% AMI.

All other terms and conditions remain the same.

DocuSigned by:

Mary Walker, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

NFP Affordable Housing Corp.

Name of Firm
 _____
(Signature) April 14, 2022 _____
(Date)

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County of Fairfax, Virginia

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All other terms and conditions remain the same.

DocuSigned by:

Mary Walker

Mary Walker, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Good Shepherd Housing and Family Services, Inc.

Name of Firm

[Signature]

(Signature)

4/7/2022

(Date)

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County of Fairfax, Virginia

ADDENDUM

DATE: April 5, 2022

ADDENDUM NO. 4

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000003477

TITLE: Franconia Governmental Center Redevelopment (PPEA)

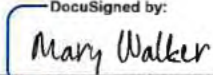
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Mary Walker, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

SCG Development Partners, LLC

Name of Firm



(Signature)

April 14, 2022

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TAB 14: PROPOSAL CONSIDERATIONS

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

[REDACTED]

[REDACTED]

[REDACTED]

TAB 15: FINANCIAL PLAN AND TRANSACTIONAL INSTRUMENTS

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 15: FINANCIAL PLAN & TRANSACTIONAL INSTRUMENTS

Strategy: Development and Financing

As described, it is anticipated that, while appearing as one single apartment community and being constructed simultaneously, the affordable housing development will be comprised of two separate transactions for ownership, financing, and operational purposes. The Franconia Governmental Center I will contain approximately 57 apartment units financed with 9% federal LIHTCS, a 221d4 First Mortgage Loan, a Blueprint Housing Loan and Working Capital Return. The Franconia Governmental Center II will contain approximately 63 apartment units and be financed with 4% LIHTCS, a 221d4 First Mortgage Loan, a Blueprint Housing Loan and Working Capital Return.

The proposed project anticipates submitting a 9%/4% twin deal to Virginia Housing in 2024. We have preliminarily sized the credit ask of \$1.2 million to allow for maximum scoring while also minimizing the utilization of subordinate funding. It is important to note that, it may become necessary to either reallocate a portion of the subordinate funding from the 4% transaction to the 9% transaction and/or increase the amount of subordinate funding to maximize leveraging points. However, based on today's numbers, the project scores very well (approximately 675 points) and so it is possible that we'd be able to completely remove the assumed Blueprint Housing Loan from the 9% transaction and still receive a 9% award. While we have significant experience scoring and receiving 9% awards, it is expected that, due to the nature of this property (mainly size and construction type), it will have an even higher likelihood of scoring and winning.

See additional details on the 9%/4% twin, as well as the alternative 4% only scenario below.

Anticipated Financing Costs

Please refer to Project Proforma below for the detailed break-out of financing costs for each scenario, which under the 9%/4% scenario is anticipated to be approximately \$5 million, including all construction period interest.

Risks and Benefits of the Structure

As with any affordable real estate development, the three major risks are (i) entitlement, (ii) production risk, including accurate budgeting and construction overages, market movement in interest rates and LIHTC equity pricing, and (iii) operational.

- (i) **Entitlement** – As shown in Tab 6: Development Team Information, the development team has an extensive experience, specifically within Fairfax County of successfully rezoning and fully entitling multifamily affordable housing properties.
- (ii) **Production** – The development team has an extensive track record of developing properties within budget and goes to great lengths to vet every cost during the budgeting process. With regard to interest rate risk, while no one can control the rates on mortgage loans, NFP and SCG Development are very familiar with 221(d)4 mortgage loans and has made realistic assumptions (more below)

Development Costs – The past 18 months have seen an unprecedented rise in construction and overall development costs. We have recently experienced moderation in this increase and are anticipating increase to trend back to historical averages over the coming 24 months. Based on the plans, Hamel Builders provided the development team with a detailed construction budget of \$205,519 per apartment unit. Given the lead times for rezoning and securing various sources of financing, it is expected that a financial closing would not occur for at least 24 months. Therefore, the development team has included an additional 10% construction contingency to allow for escalation.

Capital Markets – The first quarter of 2022, and most specifically, since the beginning of March has seen significant turmoil (drastic increases in interest rates), resulting in rates of 100 to 150 bps (or even more in some cases) higher than transactions closing in December of 2021. We reached out to various lender contacts to determine current interest rates. Based on these conversations, historical averages, and our history of underwriting and closing transactions, we have underwritten to an interest rate of 4.50% (plus 25 bps of MIP). In determining the interest rate sensitivity and capital markets risk, we have determined that every 10 basis points of interest rate increase results in a decrease of \$300,000 of loan proceeds across both mortgage loans.

- (iii) **Operations** – The Franconia Governmental Center I and II will be managed by one property manager under two separate management agreements. The operating budget is extrapolated from the current operating budgets of SCG’s stabilized properties in the area and, most specifically, the Residences at Government Center which has been in stabilized operations for 5 years. It is anticipated that approximately 80% of the apartment units will be restricted to tenants earning at or below 60% of the area median income (“AMI”), qualifying for LIHTCs. The balance, approximately 20% of the apartment units, will be set aside as Magnet Housing, restricted at 80% of the AMI, and not qualify for LIHTCs. For the purposes of our proposal, we have spread the Magnet Housing units across both the 9% and 4% transactions.


As demonstrated with our other Fairfax County projects, demand for affordable housing in this area is overwhelming and, while conservatively underwritten at 5% vacancy, occupancy is always expected to be at or around 100%. Operating expenses are also meticulously underwritten by the Developers and financial partners prior to closing.

Long Term Outlook for Project Financial Viability

The development team has an extensive track-record of closing, delivering, and operating high quality multifamily affordable housing with Fairfax County. Our financial projections are based on realistic assumptions supported by many transactions both within Fairfax County and nationwide. The only certainty in developing affordable housing projects is that things will change and the capability, financial wherewithal, and experience are a requirement to the viability and long-term success of affordable housing transactions, specifically in Fairfax County. Major defining characteristics of this development team are creativity, flexibility, and perseverance. For most recent examples of this, please refer to Residences at Government Center, Ovation at Arrowbrook, and One University.

Advantages of Proposal to FCRHA and the County

The primary objective of our proposal is to deliver the highest quality affordable housing while minimizing the use of FCRHA and County resources. We believe our proven ability to execute and proper underwriting best position our team to accomplish these objectives. We would also strive for a collaborative approach and encourage FCRHA's input on programming and design. Given our track records, specifically executing the financing structure outlined within on multiple occasions, we believe the greatest advantage of our proposal is certainty of execution with the timeframe outlined below.



Financing and Ground Lease Considerations

As noted above, the development team has successfully executed the financial structure contemplated within on multiple occasions. This structure includes closing on HUD 221(d)(4) mortgage loans with lease-hold interest. Any financing shall be secured only on the ground leasehold interest; there shall be no financing on the FCRHA's fee interest; the agreement shall present no cost or risk to the FCRHA or the County. The project is structured to maximize funding available to support sustainable development, thus positioning FCRHA, as the long-term owner, to acquire an asset that is competitive in the future marketplace.

Timing and Execution of Financial Plan (including 4% Contingency Plan)

As shown in our spreadsheets following this narrative and discussed above, the Franconia Governmental Center I will utilize 9% federal LIHTCs and a HUD 221d4 mortgage loan. It is also anticipated that the Franconia Governmental Center I will benefit from a low-cost ground lease for the land owned by Fairfax County. The Franconia Governmental Center II will utilize 4% federal LIHTCs, a HUD 221d4 mortgage loan, and benefit from a no/low-cost ground lease from Fairfax County. We assume that both the Franconia Governmental Center I and II will receive awards from Blueprint Housing in the amount of \$3,539,692 (\$56,186/u) and \$966,867 (\$16,963/u), respectively. Additionally, the financial projections assume a deferral of 25% of the developer fee to serve as a project funding source.

Amongst the number of variables outlined above, a recent consideration that may help offset the recent increase in construction costs and interest rates, is the projected increase in area median income ("AMI"). While HUD has not published 2022 AMIs, it is expected that they could increase by up to approximately 10%. Under the same assumptions outlined above and in the financial projections below, an increase of 10% in the AMI would result in an increase in the first mortgage loans of over \$3 million, effectively eliminated the need for any Blueprint Housing funds.

As a result of the 9% LIHTCs, the Franconia Governmental Center I will not qualify for Tax-Exempt financing, but Franconia Governmental Center II will be eligible to receive tax-exempt financing along with the 4% LIHTCs and it is anticipated that we will utilize FCRHA to issue the tax-exempt bonds.

Depending upon timing of the selection process and time required to execute a ground lease and obtain zoning approvals, the development team anticipates potentially being able to apply for the 9% LIHTC in March 2024 (annual application cycle).. Upon receipt of a 9% LIHTC award, the Developers will immediately submit the non-competitive applications for 4% LIHTCs, and both 221(d)4 applications to HUD. In tandem with this process, the Developers will work with Fairfax County to secure the subordinate mortgage loans.

[REDACTED]

We are confident, based on our preliminary scoring and experience, we will receive a 9% LIHTC award in the first application round. However, due to the competitive nature and uncertainty of other applicants, it is possible that they are not received in the first application cycle. The contingency plans are (i) executing with 4% LIHTC or (ii) applying for 9% credits in the following year.

A scenario utilizing 4% LIHTCs only would likely require additional funding (either from FCRHA or various other subordinate lenders) and potentially a deferral of additional development fee. This scenario is also shown in the following financial projections. Under this assumption the subordinate funding required is approximately \$8.5 million (\$70,833 per unit).

As noted above, holding all other assumptions the same, and adjusting to the projected 2022 AMI increase, would result in a decrease of subordinate funding required under the 4% LIHTC only scenario of approximately \$4.6 million (\$38,333 per unit).



Figure 1 displays three heatmaps (a, b, c) showing the spatial distribution of the probability of a positive response (P) across a 2D spatial domain. The domain is divided into a 4x4 grid of cells. The color scale ranges from 0 (white) to 1 (black). The models show different spatial patterns of high probability (black) and low probability (white) regions.

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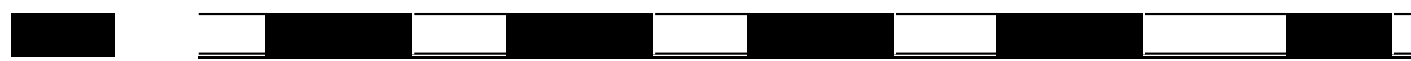
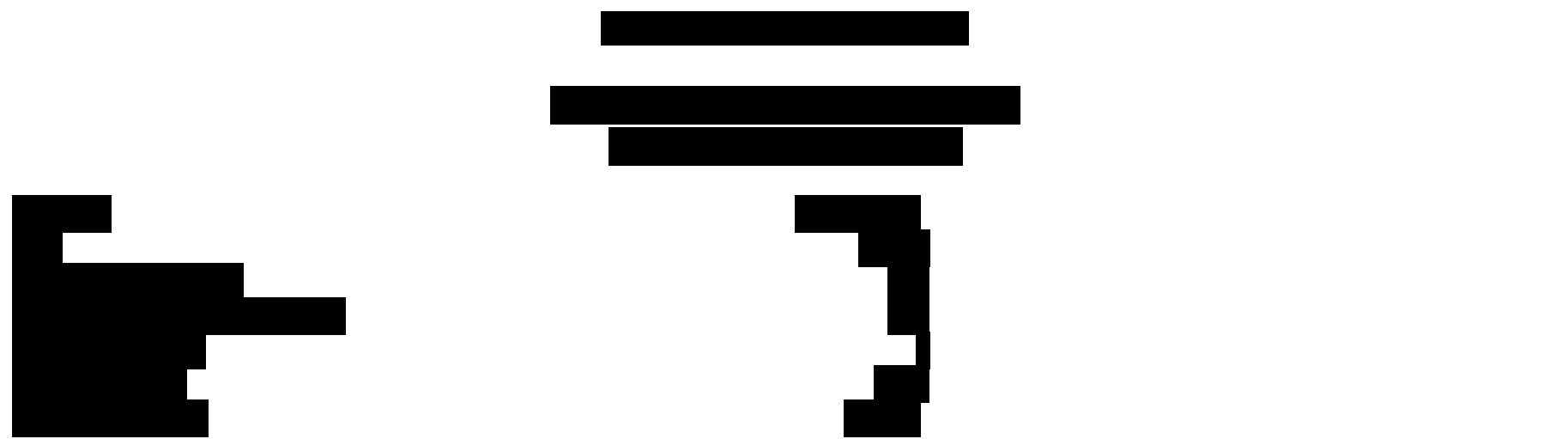
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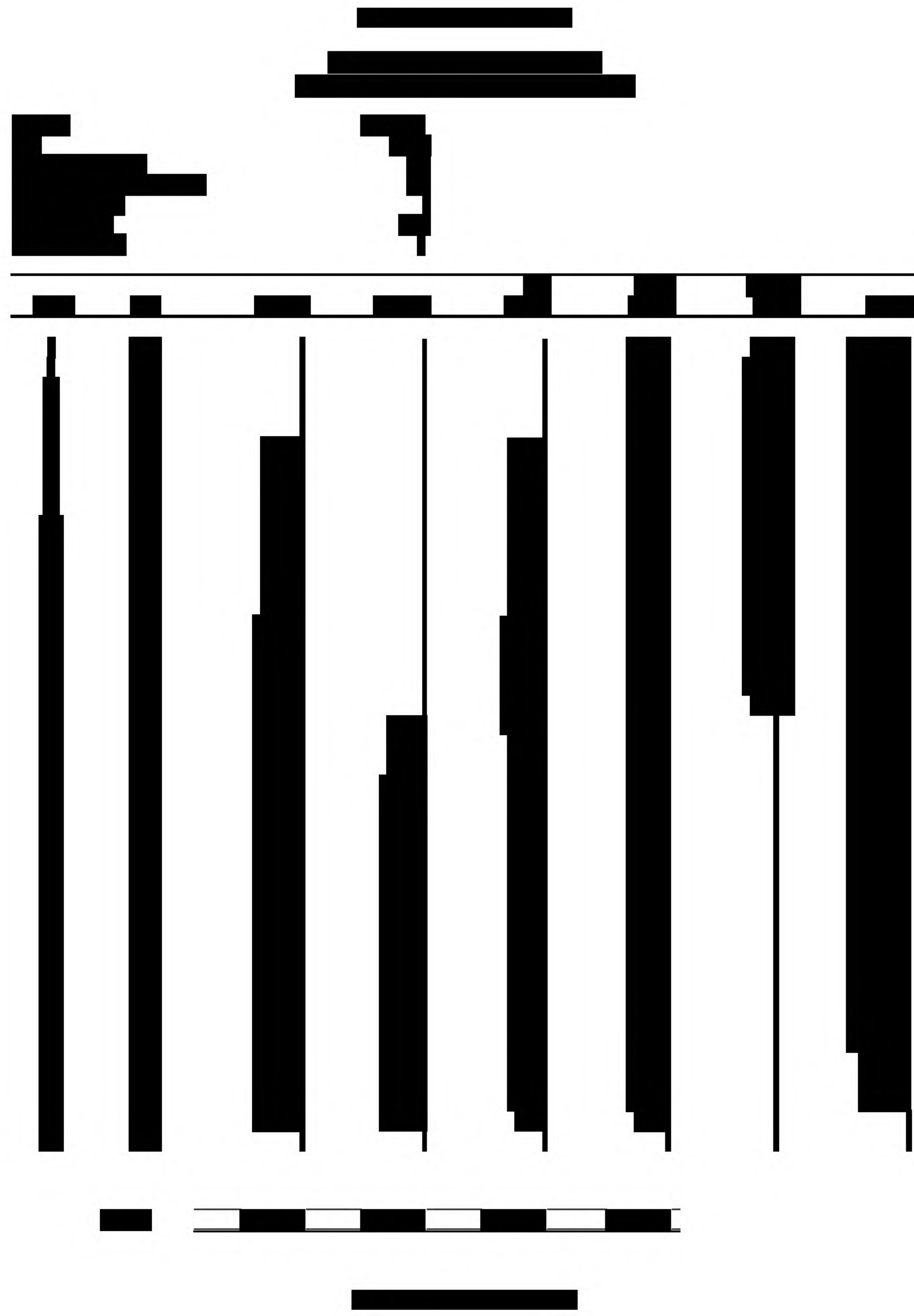
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2/15/2020		Deposit		75.00		200.00	
3/1/2020		Withdrawal		100.00		100.00	
3/15/2020		Deposit		30.00		130.00	
4/1/2020		Withdrawal		40.00		90.00	
4/15/2020		Deposit		60.00		150.00	
5/1/2020		Withdrawal		20.00		130.00	
5/15/2020		Deposit		80.00		210.00	
6/1/2020		Withdrawal		15.00		195.00	
6/15/2020		Deposit		45.00		240.00	
7/1/2020		Withdrawal		35.00		205.00	
7/15/2020		Deposit		55.00		260.00	
8/1/2020		Withdrawal		10.00		250.00	
8/15/2020		Deposit		70.00		320.00	
9/1/2020		Withdrawal		20.00		300.00	
9/15/2020		Deposit		60.00		360.00	
10/1/2020		Withdrawal		15.00		345.00	
10/15/2020		Deposit		40.00		385.00	
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11/15/2020		Deposit		50.00		410.00	
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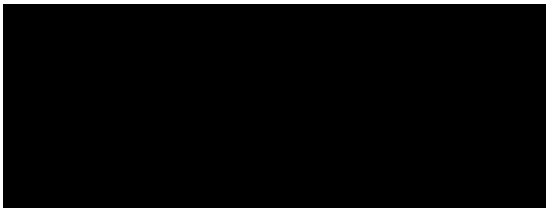
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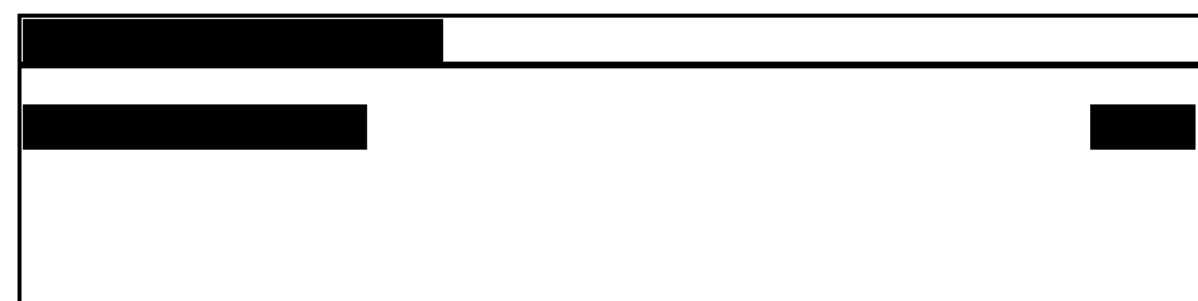
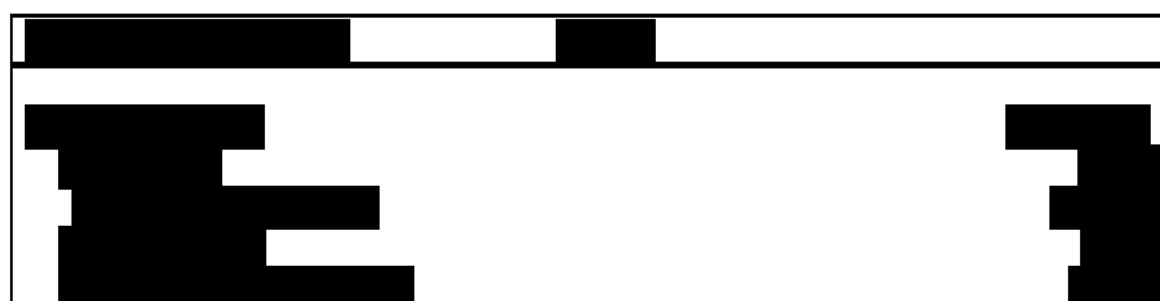
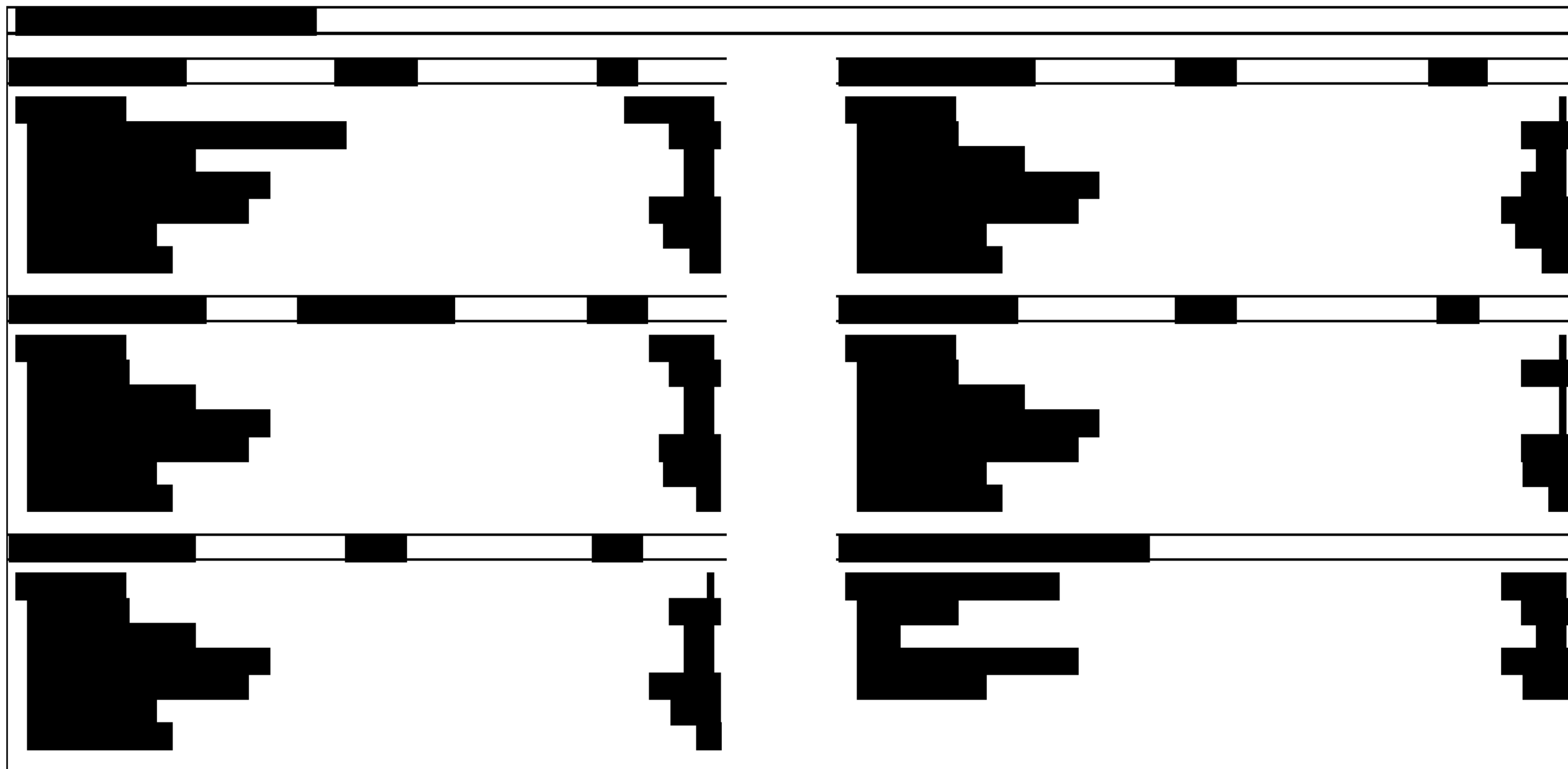
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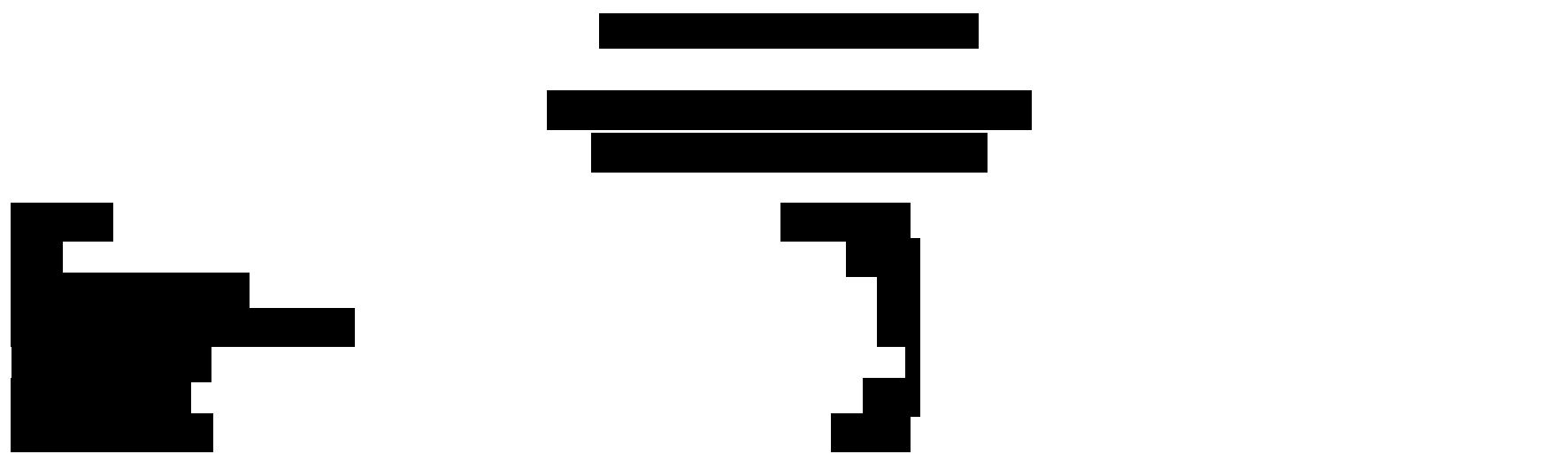


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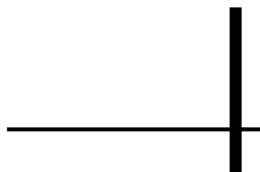
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5	5	5	5	5	5
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9	9	9	9	9	9
10	10	10	10	10	10
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12	12	12	12	12	12
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16	16	16	16	16	16
17	17	17	17	17	17
18	18	18	18	18	18
19	19	19	19	19	19
20	20	20	20	20	20
21	21	21	21	21	21
22	22	22	22	22	22
23	23	23	23	23	23
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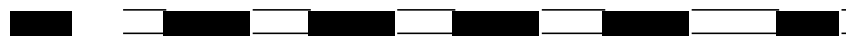
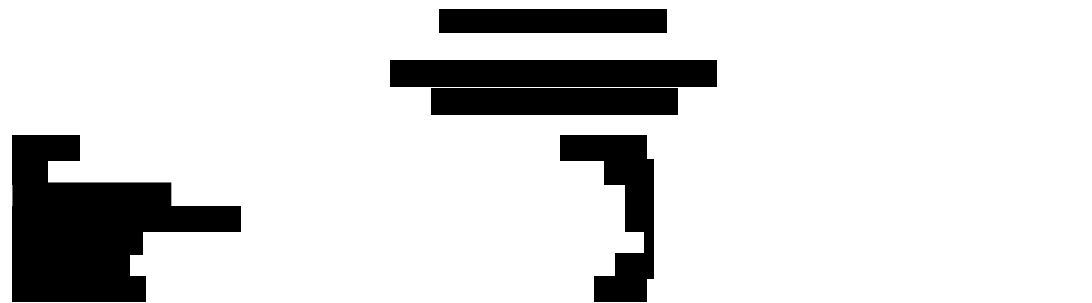
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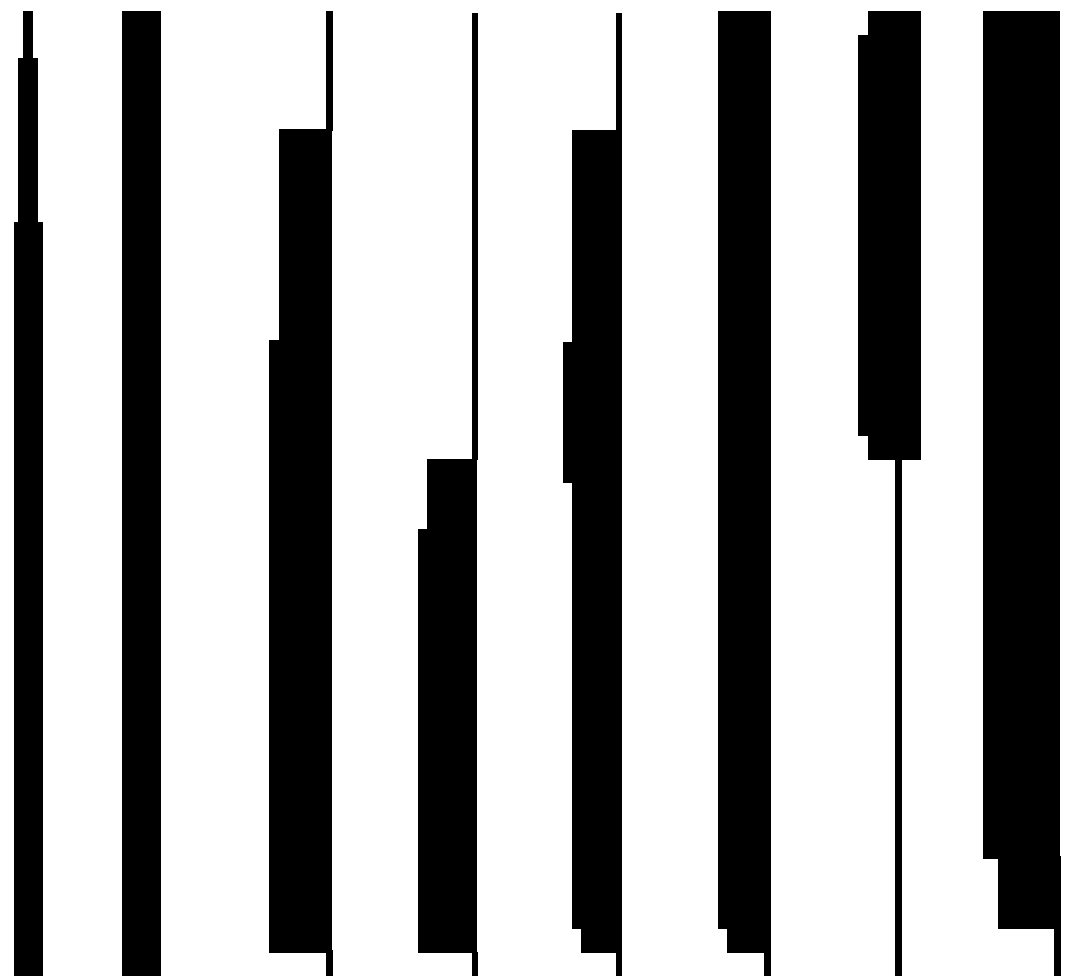
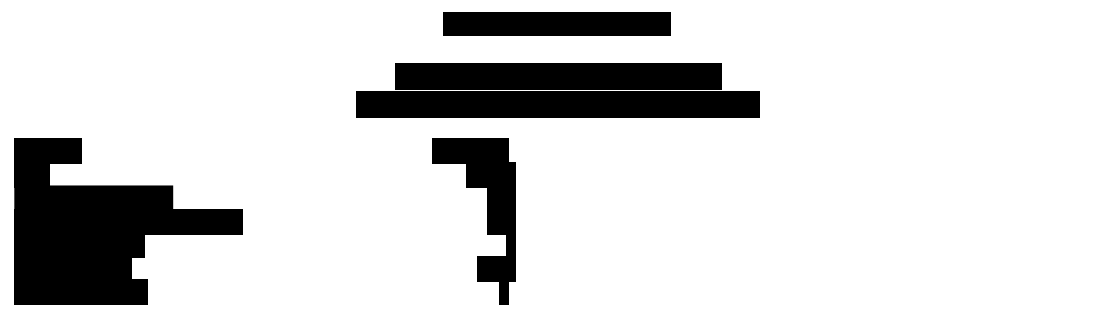
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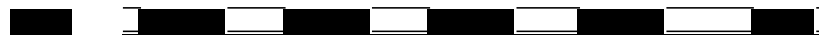
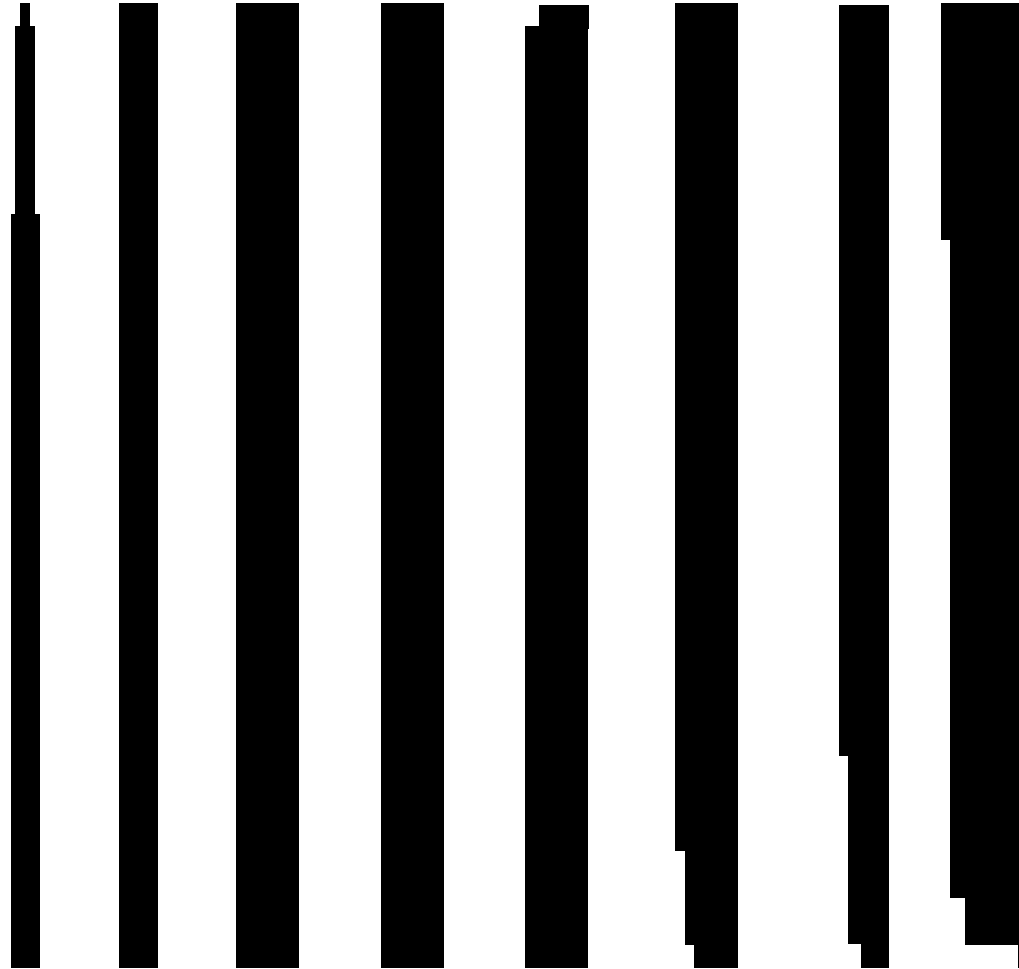
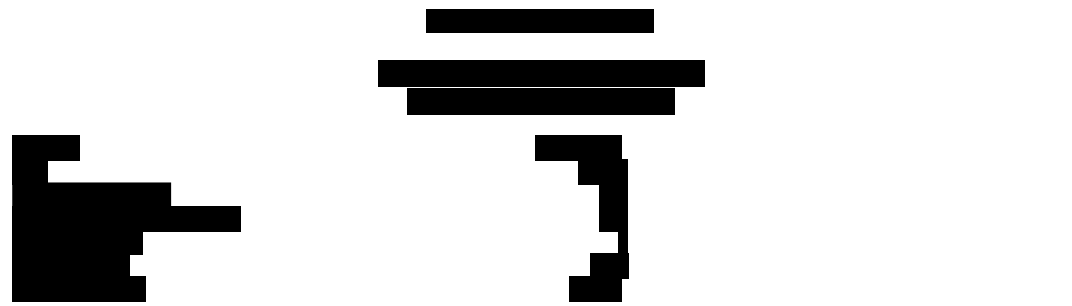
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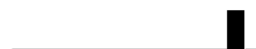
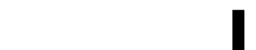
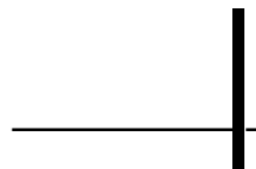
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Category	Item	Value	Unit	Notes
Total	Sum of all items	100	%	
	Average	50	%	
Group A	Item 1	25	%	
	Item 2	25	%	
Group B	Item 3	25	%	
	Item 4	25	%	







TAB 17: TAX IMPACT

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 17: TAX IMPACT

The construction of the project is anticipated to produce \$27,128,49 in Gross Receipts Tax based on the attached estimate from our general contractor, Hamel Builders, Inc. Looking at the Residences at Government Center projects as a model, we anticipate the Real Estate Tax to be stabilized at around \$224,314 annually.

TAB 18: HISTORICAL FINANCIALS

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

[REDACTED]

[REDACTED]

[REDACTED]

MEMBERSHIP LIST - 2019
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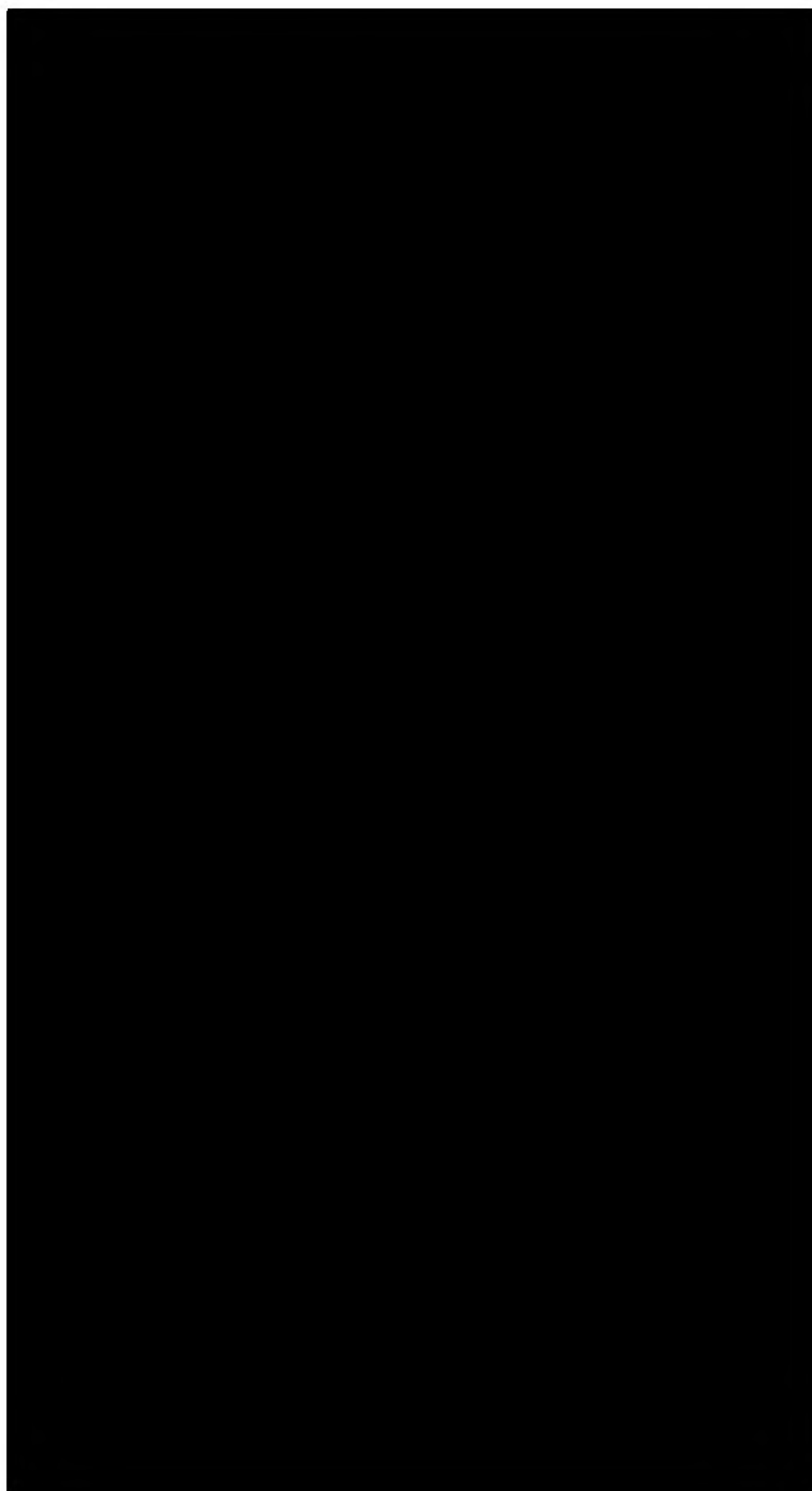
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TAB 19: FINANCIAL QUALIFICATIONS

FRANCONIA GOVERNMENTAL CENTER



SCG
DEVELOPMENT

TAB 19: FINANCIAL QUALIFICATIONS

NFP, Good Shepherd Housing, and SCG are committed to developing high-quality affordable housing to support healthy, diverse communities. SCG and its affiliated company Stratford Capital Group have participated in the capitalization and development of 250+ properties comprising 27,400 apartment units across 27 states. The total capital raised to date by SCG is over \$2 billion resulting in a total development cost for the entire portfolio of over \$4.5 billion. SCG is a proud partner with municipalities across 12 states, with offices in Tysons, Virginia and Peabody, Massachusetts.

In the section below we have included a list of 4 credit references. Letters for each reference authorizing a response to inquiries from Fairfax County are included in Tab 4: Development Team Narrative, Exhibit B.

Nathan Bondini, VP- Relationship Manager, U.S. Commercial Real Estate
TD Bank
203 Trumbull Street, Hartford, CT 06103
T: 860-757-5236 | F: 860-241-8273 | C: 860-324-2451
Nathan.Bondini@td.com

Barbara L. Simmons, Group Vice President
M&T Bank Commercial Real Estate Finance
One Light Street, 12th Floor, Baltimore, MD 21202
T: 410.545.2454 | C: 443.257.9735
bsimmons@mtb.com

Robert N. Kaplan, Group Vice President
M&T Realty Capital Corporation
One Light Street, 12th Floor, Baltimore, MD 21202
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rkaplan@mtb.com

Melissa Peters, Director
Wells Fargo Multifamily Capital
7 St. Paul Street, 5th Floor, Baltimore, MD 21202
T: 443-462-2958
Melissa.k.peters@wellsfargo.com

Submission Receipt

Fairfax County



Project Details

SUBMISSION COMPLETE!

Your submission has been finalized. Please see below for your confirmation details.

Confirmation Details

Project:	Franconia Governmental Center Redevelopment (PPEA)
Ref. #:	RFP2000003477
Submission Time:	Apr 14, 2022 11:44 AM EDT
Name:	Rick Edson
Email:	redson@hcadc.com
Organization:	NFP Affordable Housing Corp.

- Requested Documents:
- Attachment 1A - Required

02._Attachment_1A_-_Offeror_Data_Sheet_FINAL.pdf

Attachment 1B - Required

02._Attachment_1B_-_SCC_FINAL.pdf

Attachment 1C - Required

02._Attachment_1C_-_FOIA_FINAL.pdf

Attachment 1D - Required

02._Attachment_1D_-_BPOL_FINAL.pdf

Attachment 1E - Required

02._Attachment_1E_-_Debarment_FINAL.pdf

Attachment 1F - Required

02._Attachment_1F_-_Ethics_FINAL.pdf

Attachment 1G - Required

02._Attachment_1G_-SWAM_FINAL.pdf

Attachment 1H - Required

02._Attachment_1-H_-_NON-IT_AFFIRMATION_OF_LEGALLY_REQUIRED_CONTRACT_TERMS_FINAL.pdf

DPMM32 Form - Required

01._DPMM_Cover_FINAL.pdf

**Transmittal Letter - Required**

04._Transmittal_Letter_20220406_FINAL.pdf

Executive Summary - Required

05._Executive_Summary_20220330_FINAL.pdf

Development Team Information - Required

06._Development_Team_Information_20220405_FINAL.pdf

Development Overview - Required

07._Development_Overview_FINAL.pdf

Development Plan and Renderings - Required

08._Development_Plans_and_Renderings_FINAL.pdf

Project Schedule - Required

09._Project_Schedule_20220404_FINAL.pdf

Community and Stakeholder Outreach - Required

10._Community_and_Stakeholder_Outreach_20220407_FINAL.pdf

Requested Statements - Required

11._Requested_Statements_FINAL.pdf

Additional information - Optional

12._Additional_Information_20220413_FINAL.pdf

Any Addenda - signed - Optional

13._Addenda_FINAL.pdf

Proposal Considerations - Required

14._Proposed_Consideration_20220408_FINAL.pdf

Financial Plan and Transactional Instruments - Required

15._Financial_Plan_and_Transactional_Instruments_FINAL.pdf

Project Pro Forma - Required

16._Project_Proforma_Franconia.xlsx

Tax Impact - Required

17._Tax_Impact_20220330_FINAL.pdf

Historic Financials - Required

18._Historical_Financials_FINAL.pdf

Financial Qualifications - Required

19._Financial_Qualifications_20220325_FINAL.pdf

Confirmation Code: MjA1MTA2**Download All Files**

Download

Send Email

Click to send an email to redson@hcadc.com. A confirmation email has already been sent.

Return to Portal Listing

If you need to access the project details you can find them on the Portal Listing.



Return to Portal Listing »

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