
Oakwood Road Senior Housing

PPEA COMPETING PROPOSAL

AUGUST 1, 2018

Wesley Housing Development Corporation is a leading nonprofit affordable housing developer and supportive services provider in the Washington, DC metropolitan area. Since 1974, Wesley Housing has been creating solutions to the community's housing needs and providing expertly designed, carefully constructed, and thoughtfully managed properties to the region's most vulnerable populations – low-income families, seniors, and individuals with disabilities.

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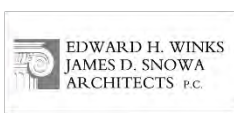
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August 1, 2018

Cathy Muse, CPPO
Director, Department of Purchasing and Supply Management
Fairfax County Government
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013

RE: PPEA Proposal – Oakwood Road Seniors Housing

Dear Ms. Muse,

Wesley Housing Development Corporation of Northern Virginia, is pleased to submit to Fairfax County this letter of interest and submit a competing proposal for redevelopment of the Oakwood Road site under the Public Private Education Facilities and Infrastructure Act of 2002 (PPEA). Our team is exceptionally well suited and capable of meeting the potential of this extraordinary site through the provision of high-quality affordable senior housing.

Wesley Housing is a mission driven non-profit affordable housing developer with more than 40 years' experience in successfully financing and building complex multifamily and senior housing in Fairfax County and the Washington DC region. Having worked in the County since our first project (Strawbridge Square) more than 40 years, and nearing completion of an extraordinary public-private partnership (the Lewinsville Center Redevelopment), WHDC is uniquely qualified to bring this project to fruition.

Wesley has assembled a brilliant team of professionals to expertly advise and inform the development plan at every stage. Utilizing thoughtful urban design and sustainability principles, we propose to build a community of 150 affordable multifamily rental units for seniors. Our plan is sensitive to the surrounding neighborhood scale, leverages the topography of the site and meets several objectives of the Fairfax County Housing Blueprint. It is a great opportunity to create another landmark project in partnership with Fairfax County.

Sincerely yours,


Shelley S. Murphy
President and CEO

Executive Summary

Wesley Housing is pleased to propose the redevelopment the 6.2 -acre Oakwood Road site with an appropriately scaled community that will include 150 units of high-quality affordable senior independent living units. This plan takes and advances the Fairfax County Housing Blueprint goals by providing housing to low-income seniors. It also incorporates the principles of the "One Fairfax" policy by providing equal opportunities for seniors of all incomes and backgrounds to continue to live independently in their community for as long as they are able. This proposal and this team have been carefully tailored to gain the approvals necessary to develop the project, win the tax credits necessary to build the housing, construct the community on-time and on-budget, and then provide high-quality supportive services so that seniors can age in place.

The Team

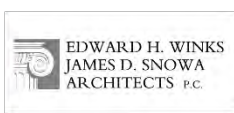
The team is led by Wesley Housing. In addition to being the leading home-grown affordable housing non-profit, WHDC's experience with complex multi-layered financing, phased planning and construction, community engagement, and supportive services for seniors uniquely qualifies us to redevelop the Oakwood Road site. No other firm has the unique combination of (1) deep roots in Fairfax County (including a successful senior housing PPEA), (2) a strong track record of securing the resources necessary to develop affordable housing here (including competitive tax credits and Virginia Housing Trust Funds), and (3) a demonstrated commitment to service enriched senior housing. Truly, WHDC is UNIQUELY qualified to develop the Oakwood site.

We have assembled an expert cross disciplinary team with deep knowledge of VHDA and Fairfax County, all of whom have committed to fulfill the goals and objectives of the proposal in a timely manner.

Our architects, **Winks Snowa Architects, PC**, is one of the leading designers of affordable multifamily and independent living communities, and knows how to tailor a project to win 9% tax credits. Like Wesley Housing, our civil engineers, **Urban Ltd.**, have grown up in Fairfax County. They have deep experience in land development, and strong relationships with the relevant agencies that will support us through the entitlement and site permitting processes. Knowing that it will be critical to understand the cost implications of our design decisions from the earliest stage of the project, we have selected **Harkins Builders Inc.** to be the general contractor. Harkins builds more affordable multifamily and independent living communities in the region than any other firm and can provide the most accurate cost estimates available. Finally, we will be joined by Fairfax-based **Odin Feldman & Pittleman, PC**, who will guide us through the land use entitlement process.

The Project

Our proposal will develop the existing site into 150 affordable rental units with 109 surface parking spaces and ample amenities. In order to maximize our construction cost and site efficiency, we propose a four-story U-shape building that surrounds a gracious,

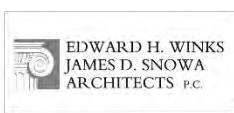


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landscaped courtyard. The units will be affordable to residents at with incomes at 40%, 50% and 60% of the Area Median Income.

Our designers have carefully considered the site and context, and have designed the project accordingly. Our plan carefully considers the adjacent low-density residential community by siting the multifamily density toward Van Dorn Street and Oakwood Road providing gracious buffers from the existing neighboring homes. Finally, our financing plan allows for the new affordable rental units to be built without requiring County Blueprint funds.

The Oakwood Road Senior Housing property will continue WHDC's record of successfully delivering high-quality, service-enriched affordable housing for seniors in Fairfax County.



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Confidentiality

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

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

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

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

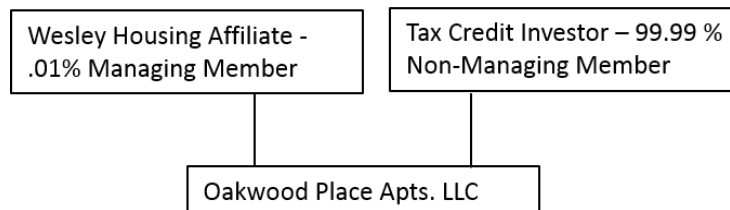
- Section 2(a): Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type and intent of the project, the location, and the communities that may be affected are clearly identified.
- Section 2(f): Identify the proposed schedule for the work on the project, including the estimated time for completion.
- Section 3 (b): Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs. Include any supporting due diligence studies, analyses, or reports.
- Section 3(c): Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all fees associated with financing given the recommended financing approach. In addition, complete disclosure of interest rate assumptions should be included. Any ongoing operational fees, if applicable, should also be disclosed as well as any assumptions with regard to increases in such fees.
- Section 3(d): Identify all anticipated risk factors and methods for dealing with these factors.

SECTION 1:

Qualifications & Experience

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

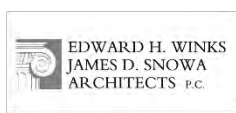
This proposal is presented by Wesley Housing Development Corporation of Northern Virginia ("Wesley Housing" or "WHDC"), which is a non-stock, 501(c)(3) non-profit corporation headquartered in Fairfax County. Wesley Housing will act as the developer and sponsor of the project, and will be responsible for all aspects of the project. WHDC would be the party to enter into an Interim Agreement and Comprehensive Agreement with the County. However, ultimately, the proposed apartment community will be constructed and owned by one or more single purpose entities (here called "Oakwood Place Apts. LLC") that will enter into one or more 99-year ground leases with the County. An organizational chart for this single purpose entity is as follows:



OTHER TEAM MEMBERS

To entitle, design, construct and operate the project, WHDC has assembled an exemplary team of top industry housing professionals and contractors:

- **Property Management** - Wesley Property Management Company (WPMC) will be the property manager of the rental communities. WPMC is certified by the Virginia Housing Development Authority (VHDA) and the National Affordable Housing Management Association.
- **Architect** - One of the most active designers of VHDA 9% tax credit senior housing, Winks Snowa Architects, PC, will serve as the master planner and design architect of the proposed development.
- **Civil Engineer** - Fairfax-based Urban Ltd. will serve as the civil engineer.
- **General Contractor** - Harkins Builders, the pre-eminent builder of affordable housing in the region, will provide pre-construction services (cost-estimating and value-engineering advice) and will construct the apartments.
- **Legal** - We will use the Fairfax County-based law firm of Odin, Feldman & Pittleman PC, to assist us with zoning and entitlement issues.



If selected to develop the site, Wesley Housing will select additional team members to include the landscape architect, traffic engineer, market analyst, and geotechnical engineer, etc.

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

WESLEY HOUSING – PROJECT DEVELOPER AND SPONSOR

For more than 40 years, Wesley Housing has dedicated its mission and resources to the new construction and renovation of apartment communities. Wesley's mission is to improve the lives of the residents and the communities we serve through long-term ownership. Wesley Housing will be responsible for securing all land-use entitlements and financing for the project, and will provide all development and operating guarantees as required by the lenders and tax credit investor. Through our affiliate, Wesley Property Management Company, we will operate the property over the term of the ground lease.

A description of WHDC's and WPMC's experience and capacity follows. Resumes for key personnel that will be involved in Oakwood are included at the end of this section:

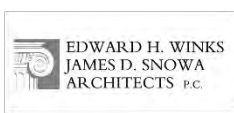
Shelley Murphy, President and CEO
Kamilah McAfee, Vice President of Real Estate Development
Byron Johnson, Director of Design and Construction
Paul Browne, Senior Advisor

Over 40 years ago, former schoolteacher Virginia Peters established Wesley Housing in response to a study by her church's affordable housing task force. The study revealed the staggering number of low- and moderate-income families, seniors, and individuals with disabilities who had few or no viable options for decent, affordable housing. Since opening our first community, Strawbridge Square Apartments, in Fairfax County in 1978, our mission has remained the same: to preserve and produce high-quality affordable housing for generations to come.

Today, Wesley Housing is a leading affordable rental housing developer, named Nonprofit Developer of the Year 2017 by the Housing Association of Nonprofit Developers (HAND). Wesley has sponsored the development of:

- 29 communities in Northern Virginia and Washington, DC
- 2,100+ total housing units serving over 25,000 individuals
- Four on-site Community Resource Centers
- Five on-site Resident Services Centers for seniors and people with disabilities

Because our mission is to not only house, but improve the lives of the residents in our



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communities, we take a unique, comprehensive approach to affordable housing. After development, we manage our own properties through our property management affiliate, Wesley Property Management Company (WPMC). In addition, all residents who live in our communities have access to a host of life-enhancing programs to foster happy, healthy, vibrant communities.

Wesley Housing is *uniquely* suited to develop the site at Oakwood. To this effort, we would bring:

STRONG LOCAL PRESENCE

Since its founding, Wesley Housing has been active in Fairfax County and is truly the County's "home-grown" affordable housing nonprofit. We own 11 affordable housing communities in the County, comprising 500 units, with another 200 units under development. We have built strong relationships with the community and County government and are one of the County's go-to developers for the development and preservation of affordable housing. We also have a close working relationship with VHDA, having financed all of our transactions through them. We are a member of VHDA's non-profit advisory board for Northern Virginia.

ACTIVE ORIENTATION TOWARD SENIOR HOUSING

Affordable housing for the elderly is a core part of our mission. We have built four affordable senior housing communities in Northern Virginia, three of which are in Fairfax County, and will complete construction of our fourth, an 82-unit independent living community in McLean, in September 2018 in partnership with Fairfax County. We recognize that the low-income elderly are among our most vulnerable neighbors, and we make special efforts to create developments that serve them. Further, we offer on-site resident services for linkage and referral and social activities at all of our senior housing properties.

No other firm has the unique combination of (1) deep roots in Fairfax County (including a successful senior housing PPEA), (2) a strong track record of securing the resources necessary to develop affordable housing here (including competitive tax credits and Virginia Trust Fund moneys), and (3) a demonstrated commitment to service-enriched senior housing.

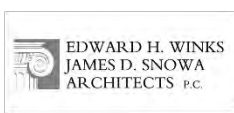
REAL ESTATE DEVELOPMENT CAPACITY

Wesley Housing's development capacity may best be conveyed through a quick glimpse at our projects. Provided below are summaries of several relevant projects in various stages of development, from predevelopment to stabilized operations:

The Fallstead at Lewinsville Center (Fairfax County – Under Construction – completion expected Q3 2018)

Fairfax County and Wesley Housing are redeveloping an obsolete former school into a mixed-use campus that will feature an 82-unit senior independent living rental community and a public facility containing adult day health care, senior center, child day care services; and a new recreation field.

In developing the residential portion of the site, Wesley Housing created the pattern that will surely be followed with the Oakwood Road project: WHDC secured the Special Exception under Section 9-306 of the Zoning Ordinance to allow the necessary density for the residential building, negotiated a 99-year ground lease with the County, and won competitive 9% tax



credits. Construction completion is expected in September 2018.

The Arden (Alexandria, Fairfax County – Predevelopment)

This project will result in the creation of 126 new affordable rental homes plus approximately 3,500 square feet of retail space (or potentially, WHDC's corporate offices) less than two blocks from the Huntington Metro Station in Fairfax. WHDC has secured an allocation of Fairfax County AHPP funds and an allocation of 9% tax credits and is advancing construction drawings with a goal of starting construction in the third quarter of 2019.

Culpepper Garden (Arlington – Under Construction – completion estimated Q3 2020)

Wesley Housing's newest senior housing project is the recapitalization of Culpepper Garden, a 204-unit HUD-assisted senior housing project in Arlington, Virginia. As stewards of an irreplaceable affordable senior housing community, the Arlington Retirement Housing Corporation (the non-profit sponsor of the project) recognized that it did not have the wherewithal or expertise to execute the tax-credit transaction needed to undertake the necessary renovations and selected Wesley Housing as its development partner. WHDC secured the necessary resources for a thorough recapitalization, including tax-exempt bonds, 4% tax credits, over \$11 million in Arlington AHIF funds, and \$700,000 from the Virginia Housing Trust Fund. WHDC further enhanced the financial viability (and continued ARHC's mission of serving extremely low income residents) by securing an allocation of Tenant Protection Vouchers (which will be administered by FCRHA). The project closed on its financing in April 2018, and is under construction currently.

Wexford Manor Apartments (Fairfax County – Completed October 2017)

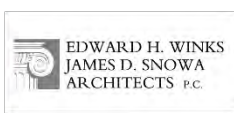
This 74-unit community was thoroughly recapitalized with 9% and 4% tax credits and Fairfax County AHPP loans. Now complete, the property received approximately \$100,000 per unit in renovations. Renovations were completed on-schedule and on-budget. The project was named HAND's "Large Development Project of the Year" for 2018.

Union on Queen Apartments (Arlington – Completed December 2016)

This property, owned by Wesley Housing, was an obsolete 1940's 50-unit market affordable, garden-style apartment complex located in the Metro-accessible Rosslyn neighborhood, a gentrified area where affordability is threatened. In partnership with Bozzuto Development, Wesley Housing obtained a Site Plan Special Exception to allow for a 193-unit mixed-income project, and secured 9% Tax Credits from VHDA and a large subordinate loan from Arlington County. This property was completed in late 2016, and all 80 affordable units were leased within two months of construction completion. The property is fully occupied and operating successfully.

Coppermine Place I and II (Herndon – In Operation since 2005)

Coppermine Place I and II are an example of WHDC's creative approach to phased development. Coppermine Place I opened first in 2005 as Northern Virginia's first barrier-free apartment complex for very low-income adults with physical disabilities. The community features 22 fully accessible one- and two-bedroom apartments tailored to the needs of people with disabilities, including supportive services coordinated by an on-site Social Services Coordinator and Resident Programs Coordinator, who also organizes activities including social events, field trips, and educational seminars. The supportive services program provides information and referrals to community resources including healthcare, transportation, financial aid, and other basic needs. Adjacent to Coppermine I, Coppermine II is a garden-style apartment offering 66 quality, affordable one- and two-bedroom apartments for low-income seniors age 55 years and older. Coppermine II offers an in-house beauty salon/barber,



a hobby room, a wellness room for routine health screenings, computer room, library, laundry on each floor, TV room, sunrooms, balconies, and a 24-hour maintenance response system.

Quarry Station (Manassas – In Operation since 2002)

WHDC's first large scale senior housing has been serving low income residents of Manassas and Prince William County since 2002. WHDC secured the necessary entitlements and applied for 9% tax credits in 1999, and was successful in its first attempt. The construction was completed on schedule and on-budget, and first opened in 2002. The property continues to thrive, with very low turnover, and excellent maintenance. Even though there are no local resources to support a dedicated community resource specialist, Wesley Housing funds an on-site resident services coordinator to provide additional services. The property offers a wellness room for health screenings, computer lab, library, in-house beauty salon/barber, laundry facilities located on each level, emergency call buttons in units, and art/crafts activities.

EXPERIENCE IN PROPERTY MANAGEMENT

Once the development is complete, the property will be managed by Wesley Property Management Company (WPMC). WPMC is accredited by the Virginia Housing Development Authority and has received national certification from the National Affordable Housing Management Association. *In a 2017 resident survey, 91% of respondents indicated that they would refer a friend or family member to a WPMC-managed property.*

WPMC currently manages 21 communities with 1,105 units under a wide range of regulatory structures.

- 18% of the portfolio consists of supportive units for individuals with special needs—seniors and individuals living with chronic disease or disability.
- 27% of the units are Market Rate or non-restricted workforce housing.
- 73% of the units are restricted through either Tax Credit and or HUD rental restrictions.

Wesley Property Management has a strong history over nearly 40 years of successful management of properties developed by its parent company Wesley Housing Development Corporation. From senior staff through direct site staff, WPMC is serious about performance on every detail which helps to make properties perform in highly successful ways. WPMC is efficient with funds and effective in managing with an unequalled professionalism. Direct property management services include:

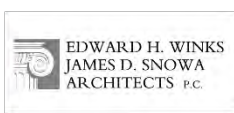
- Detailed performance analysis
- Tailored strategic planning
- Monthly financial statement production and reviews
- Open and pro-active dialogue on property status with owner
- Professional training and oversight
- Constant attention to details for our client's assets

RISK MANAGEMENT

Thorough and insightful knowledge of managing risk on multifamily apartment portfolios comes easier to the experienced management team. WPMC staff is experienced and has encountered and successfully managed issues throughout their collective careers that have dramatically decreased operating cost, legal and insurance exposure.

COMPLIANCE

Regulatory compliance is a complicated arena for many management firms. HUD and LIHTC



regulatory compliance is a specialty for Wesley Property Management. WPMC staff throughout the corporate and property sites are exceptionally well trained and are recognized specialists in the affordable housing industry.

EXPERIENCE IN SUPPORTIVE SERVICES FOR SENIORS

Wesley Housing is more than an affordable housing developer. We also offer a wide range of on-site educational and supportive services to foster positive development in our seniors' communities. Our four key impact areas are:

HOUSING STABILITY

Knowing that a stable home is the first step to building a better life, dedicated Resident Services staff coordinate with residents in crises to provide counseling, emergency assistance, and connection services to avoid eviction when hardships arise. Staff also help residents enroll in financial literacy workshops. We are proud to report that 100% of households who sought emergency assistance in 2017 were able to maintain their housing.

COMMUNITY ENGAGEMENT

Wesley Housing strives to create space to encourage interaction between residents to support their needs and interests. Common areas such as community rooms, libraries, hobby rooms, wellness rooms, and computer/technology labs provide the physical space for socialization opportunities for our senior residents, many of whom live alone.

In addition, seasonal celebrations, recreational activities, and volunteer opportunities for residents to give back make Wesley communities not just a place to live, but a place that feels like home – filled with friends and a support team when things do not go as planned.

EDUCATION

Educational opportunities are available for residents of all backgrounds and skill levels. WHDC offers English for Speakers of Other Languages (ESOL) courses, money management workshops, computer training, and other classes year-round.

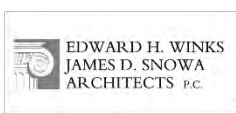
HEALTH & WELLNESS

To keep our seniors healthy, we offer free health screenings and flu shots throughout the year, as well as cooking and nutrition education classes that coincide with monthly food distributions. Fitness and therapeutic movement classes for our older residents encourage healthy lifestyles and community bonding. WHDC often brings health professionals on-site to meet with residents and address their concerns.

SERVICE PARTNERS

Wesley Housing partners with local organizations to enhance our service spectrum, and we are grateful to be able to form mutually beneficial relationships with them. In 2017 alone, we partnered with nearly 30 organizations to deliver enhanced services to our residents, including the Capital Area Food Bank, Fairfax County Department of Neighborhood and Community Services, Fairfax County Police Department, George Mason University, Herndon Senior Center, and Islamic Relief USA. For the Oakwood project we will rely on our strong, existing partnerships in Fairfax County, and build new ones to serve the residents.

As set out in Section 4 below, we have developed a preliminary, but detailed, resident services plan for the Oakwood project.



OTHER TEAM MEMBERS

WINKS SNOWA ARCHITECTS, PC – ARCHITECTS

Founded in Richmond, Virginia in 1977, Winks Snowa Architects, PC is a mid-sized architecture firm dedicated to excellence in design. Winks Snowa is primarily focused on multifamily housing, with special expertise in the design of senior housing, both affordable and market-rate. The firm has designed more than 20 affordable senior housing projects, including 15 that have successfully competed for 9% tax credits, including one project in the 2018 VHDA competition.

More information on Winks Snowa's capacity and experience, along with resumes for the following key personnel that will be involved in Oakwood, are included at the end of this section:

Edward H. Winks, AIA
Megan M. Shope, AIA, LEED AP
Kimberly Calder, AIA

URBAN LTD. – CIVIL ENGINEER

Founded in Fairfax County in 1967, Urban provides comprehensive civil engineering, land planning, landscape architecture and surveying services to private and public sector clients throughout the Washington D.C. area. Urban has made significant contributions to numerous marquee projects in Fairfax County that bear the fingerprints of their creative staff, such as Reston Town Center, Fairfax Corner, Reston Station, Spring Hill, and many others.

More information on Urban's capacity and experience, along with resumes for the following key personnel that will be involved in Oakwood are included at the end of this section:

Dan McElhaney, PE
Chris Myers, PE
Blair Shields, Engineer in Training

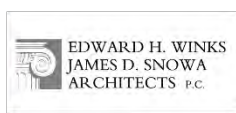
HARKINS BUILDERS, INC. – GENERAL CONTRACTOR

Harkins Builders is the leading builder of affordable multifamily housing in the Mid-Atlantic. Over their more than 50 year history, Harkins has completed thousands of independent and assisted-living apartments. Harkins is currently building three independent living new construction projects in the region. Harkins' unmatched experience in the local industry and on-going subcontractor relationships enable it to accurately estimate construction costs and advise developers and architects in cost-saving measures.

Harkins Builders will provide construction assurances in the form of payment and performance bond or a letter of credit, and will provide an industry standard warranty.

Information on Harkins Builders' capacity and experience, along with resumes for the following key personnel that will be involved in Oakwood are included at the end of this section:

Tom Capps
Omar Black
John Kim



ODIN FELDMAN AND PITTLEMAN, PC – LAND USE COUNSEL

Founded in 1968 by Fairfax County's first County Attorney, Odin Feldman and Pittleman, PC are truly local experts. Having worked in planning for the City of Alexandria and Fairfax County, John McBride is steeped in local land use law. He brings a seasoned, pragmatic approach to this technical arena.

Information on Odin Feldman and Pittleman's capacity and experience, along with resumes for the following key personnel that will be involved in Oakwood are included at the end of this section:

John McBride

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

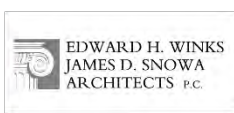
Project listings for WHDC, Winks Snowa, and Harkins Builders are included in the attachments to this section. WHDC anticipates that Winks Snowa's contract will not exceed \$1 million, but in the interest of completeness, we are including the requested information for their firm.

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

Kamilah McAfee
Wesley Housing Development Corporation
5515 Cherokee Avenue, Suite 200
Alexandria, VA 22312
703-642-3830 ex. 220
kmcafee@whdc.org

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

Attached is Wesley Housing's most recent audited financial statement. We request it be considered proprietary and confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.



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

None

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

Our general contractor, Harkins Builders, fully understands the importance of – and shares a commitment to – equal and representative employment, business opportunity, and community participation on its projects. This commitment starts at the very top of its organization and is carried out on every project, as exhibited by their past performance on projects in the Mid-Atlantic region. The goals of Harkins’ commitment extend beyond the completion of this project and are directed toward long-term employment and community development.

Harkins’ outreach program will include a request from Harkins to publish upcoming contract opportunity using minority contractor association websites / publications, such as The Maryland Washington Minority Contractors Association www.wmwmca.com and Small Business Resource Center www.sbrc.com. In addition, Harkins will also utilize other resources such as CCR, vetbiz, and SBA, we also advertise in the local papers and trade publications including Baltimore Sun, Washington Post, Reed Construction Data & Dodge Report and contact minorities from our database as well as the published lists in the respective jurisdiction where the work is to be conducted.

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

Harkins commits to maximum participation in an apprenticeship program whereby all firms are large enough to absorb the cost will bring on an apprentice from the local community. These firms will provide the necessary on the job training and mentoring to ensure a successful working experience for the apprentices’ in the firms.

Various agencies and the local community will be contacted and given information on how to respond for work for this project. Applicants can be placed in three ways: direct placement of skilled or semi-skilled workers, occupational skills training through approved apprenticeship program where construction trades are involved and entry level jobs with on the job skills training as follows – Harkins will give the appropriate members a list of the types of jobs which the team anticipates will become available during the design and construction phases of the re-development project. These associations will refer back to Harkins qualified applicants and persons with limited, but relevant skills who can be trained on the job.

Construction training on Davis-Bacon jobs must be enrolled in a pre-approved certified apprenticeship program such as that operated by the Associated Builders and Contractors (ABC). Harkins will work closely with all organizations, which have certified programs for maximum participation. ABC, for example, has had an apprenticeship program since 1959 through which perspective employees are trained in the construction trades. ABC has

expressed an interest in working with contractors and subcontractors involved with Harkins team to include resident employees in the apprenticeship program.

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

Key development team member, Urban Ltd., is certified as a Small, Minority-owned, and Women-owned Business by Virginia Department of Small Business and Supplier Diversity. However, the largest (by-far) component of this project – and therefore the largest opportunity for promotion of social goals – will be the construction contract for the facility. Our construction contractor, Harkins Builders, has long been active in the affordable housing industry where Section 3 and M/WBE contracting requirements are common. Harkins enjoys a stellar reputation for meeting and exceeding all such targets on its jobs. Indeed, Harkins brings this same serious commitment to inclusion to all of its projects, and voluntarily places a M/WBE goal on every project, regardless of contractual requirement.

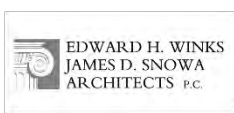
Harkins' efforts for the Oakwood project will include the following:

- Contacting agencies, organization and associations to announce and, when possible, make presentations regarding the project to create awareness and solicit bids and/or employees.
- Advertise widely, including print or electronic media particularly directed to minority communities.
- Contact all relevant, known Section 3 businesses to announce opportunities.
- Actively support the creation of M/WBE/Section 3 business joint ventures to serve the project.
- Hold a job fair with the major subcontractors shortly after the commencement of the work to recruit Section 3 employees.
- Contact relevant agencies that can be a source of referral of Section 3 employees.
- Create a job site log of potential applicants that enter the construction field office for use by all contractors in filling hiring needs.
- Consider an affirmative program requiring major subcontractors to create positions for Section 3 employment. (In Harkins' experience, this decision typically has budget implications, so they are reluctant to unilaterally make this commitment without a full discussion of budget priorities.)

When possible, Harkins will tailor subcontract scope packages to size and type that can target available M/WBE/Section 3 businesses interested in the work.

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

The certifications for Wesley Housing, Winks Snowa, Urban Ltd., and Harkins Builders are included after this narrative.



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

Harkins is committed to providing, maintaining, and improving safe working conditions for its employees and safeguarding the public. The company will continue to safeguard all employees and the public by following practices that result in safe working conditions, qualified personnel, and efficient operations.

Harkins also recognizes that this commitment and dedication is and must be a team effort involving every employee within the entire company in order to be effective at curbing injury and illness to our employees. Management is responsible for providing leadership in safety and health programs and for providing the safeguards required to ensure healthful working conditions. Supervisors are responsible for developing and instilling the proper safety attitudes in themselves and in those they supervise. They must ensure that safety is considered when planning and performing a task and that the safety of the worker or public is more important than unsafe production. They must supervise every operation with safety in mind. Supervisors are expected by management to set a safe example. Employees are responsible for their cooperation with all aspects of our safety and health program. They must further this company's policy by learning how to do their work safely and doing it safely as they have learned to do.

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

We do not believe that this requirement is applicable to the Oakwood project. In the event that it is, we will comply with the requirements above.

WESLEY HOUSING DEVELOPMENT CORPORATION

Mission: *To develop, own, operate, preserve, and maintain affordable housing and sustain quality communities for low- and moderate-income families and individuals.*

For over 40 years, Wesley Housing has been providing affordable housing solutions. Former schoolteacher Virginia Peters established the nonprofit organization in response to a study by her church's affordable housing task force that revealed the staggering number of low- and moderate-income families, seniors, and individuals with disabilities with few or no viable options for decent, affordable housing.

Our Work: Since 1974, Wesley Housing has sponsored the development of:

- 25+ communities in Northern Virginia and Washington, D.C.
- 1,800+ total housing units serving over 25,000 residents
- Four on-site Community Resource Centers
- Five on-site Resident Services Centers for seniors and people with disabilities

The heart and soul of Wesley Housing's mission lies in its commitment to our Housing Stability Initiative, combining affordable housing with family programs and supportive services to foster positive development and self-sufficiency of adults, children, and families. Services include nutrition, food assistance, and linkages to public and nonprofit service providers. These services are provided at our larger multi-family properties, seniors properties, and at our properties for individuals with disabilities and chronic disease to eliminate barriers to access.

Wesley Housing also offers on-site supportive educational programs to help residents attain higher levels of self-sufficiency through job-enhancement, financial literacy (including money management), ESOL for improved language skills, and computer instruction. Children and youth have access to daily homework help and academic assistance, exercise and recreational activities, summer camps, and young adult development programs.

Resident Overview*

- Median annual household income: \$28,509
- 28.3% are children
- 59.7% are women
- 95.3% are minorities (African-American, West and East African, Hispanic, and Asian/Pacific Islander)

** Demographics from multi-family communities. Apartments for seniors and individuals with disabilities comprise 18% of our units.*



WesleyHousing.org

(703) 642-3830

5515 Cherokee Avenue
Suite 200
Alexandria, VA 22312

Communities

1 Hawaii Ave. NE
33 units • Washington, D.C.

Ben Franklin House
6 bedrooms • Springfield

Beverly Park Apartments
33 units • Alexandria

Brookland Place Apartments
80 units • Washington, D.C.

Colonial Village Apartments
162 units • Arlington

Coppermine Place I
22 units • Herndon

Coppermine Place II
66 units • Herndon

HiddenBrooke
6 units • Springfield

Knightsbridge Apartments
37 units • Arlington

Lynhaven Apartments
28 units • Alexandria

Madison Ridge Apartments
98 units • Centreville

ParcView Apartments
149 units • Alexandria

Quarry Station Senior Apts.
79 units • Manassas

Springdale House
6 bedrooms • Falls Church

Strawbridge Square Apts.
128 units • Lincolnia

The Fields of Falls Church
96 units • Falls Church

Trenton House
4 bedrooms • Arlington

Union on Queen
193 units • Arlington

Wesley Agape House
12 units • Fairfax County

Wexford Manor
74 units • Falls Church

Whitefield Commons
63 units • Arlington

William Watters
21 units • Arlington

Community Resource Centers

Colonial Village CRC
Lincolnia CRC
Wexford Manor CRC
Whitefield Commons CRC

Resident Services Centers

Coppermine Place I
Coppermine Place II
Quarry Station
Springdale House
Wesley Agape House

Recent & Current Real Estate Development Activities

The Fallstead at Lewinsville Center (McLean)

In partnership with Fairfax County, Wesley Housing is building 82 new affordable homes for seniors. The property will be co-located with a County-owned senior center and adult and child daycare centers. The groundbreaking was held in September 2016 and leasing is planned for 2018.

Brookland Place (Washington, D.C.)

Wesley's first property in the District of Columbia consists of 80 units, which will be undergoing renovations to provide improved services to residents and to preserve affordability. Wesley acquired the property in November 2016, and the renovation will be complete in 2019.

Culpepper Garden I Apartments (Arlington)

To preserve 204 affordable units, the seniors' independent living community will undergo a major renovation, starting April 2018 and completing in 2020.

American Red Cross Building & Trenton House (Arlington)

Wesley Housing has assembled land that will be developed into a mixed-income, mixed-tenure community featuring market-rate townhouses and affordable rental apartments. Construction is expected to begin in 2019.

Fairlington Presbyterian Church (Arlington)

Wesley Housing has contracted to purchase the deteriorating parking lot of Fairlington Presbyterian Church to build 75 to 81 new units of affordable housing. The project will be complete in 2021.

Leadership

Representing the diverse Washington, D.C.-area community, our Board of Directors offers expertise in real estate, business development, management, and law. President/CEO Shelley Murphy leads a staff of more than 70, including development and financing experts, property managers, and service coordinators.

Financial Support

Utilizing established relationships with lenders and partners, in-kind donations, and volunteer hours, Wesley Housing leverages every support dollar into thousands to create additional affordable housing. Wesley Housing is a nonprofit 501(c)(3) organization receiving support from government agencies, individuals, faith partners, local banks, foundations, and corporations.





THE FALLSTEAD AT LEWINSVILLE CENTER

Fairfax County, VA – Opening October 2018



In September 2016, Fairfax County and Wesley Housing began redeveloping an obsolete former school into a mixed-use campus in McLean, VA. With a grand opening planned for October 2018, The Fallstead will feature 82 new units of senior independent living, as well as a public facility containing adult day health care, a senior center, child day care services, and a new recreation field. The senior living community is open to adults aged 62+ who earn less than 50% of the Area Median Income (AMI).

As the County's designated developer, Wesley Housing secured the Special Exception to allow the necessary density for the residential building and is building the shared infrastructure. The residential development is financed primarily with 9% Low-Income Housing Tax Credits, Virginia State Housing Trust Fund dollars, and a land contribution from the County in the form of a nominal ground lease.

The project will bring nearly four times as many affordable independent-living units to the community for seniors and will nearly double the capacity at the adult day care center and senior center.

We designed every aspect of the two-story community with the comfort and convenience of senior residents in mind.

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www.wesleyhousing.org | www.wesleypropertymanagement.com



One- and two-bedroom residences feature:

- Open floorplans with universal design features
- Modern finishes including plank flooring and contemporary lighting
- Modern kitchen amenities including built-in microwaves
- Large bedrooms
- Baths featuring ceramic tiling
- Individually controlled heat and air conditioning
- Prewired for telephone, Internet and TV
- Smoke detectors, sprinkler system and range hood fire suppressors
- Energy-efficient windows

Building amenities feature:

- Landscaped courtyard featuring community garden, walking paths and patio seating
- On-site fitness center
- Business center with computers and printers
- Community clubroom with kitchenette
- Cozy library
- Media room
- Two-level screened porch
- Resident storage

The Fallstead is close to being fully leased, and residents are eager to move in this fall.



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COPPERMINE PLACE I & II

Fairfax County, VA – In Operation Since 2005

Coppermine Place I opened in 2005 as Northern Virginia's first barrier-free apartment complex for very low-income adults with physical disabilities in Herndon, VA. The community features 22 fully accessible one- and two-bedroom apartments tailored to the needs of people with disabilities. Apartment units feature low counter tops, roll-in showers, and emergency call buttons, while the building boasts a wellness room for exercise and therapeutic movement classes, computer lab, laundry room on each floor, community gallery, and sun rooms.

Co-located **Coppermine Place II** is a garden-style apartment community offering 66 one- and two-bedroom apartments for low-income seniors age 55 years and older. Each apartment features emergency call buttons, central heating and A/C, dishwashers, and wall-to-wall carpeting. Common spaces include a library, a wellness room, a computer room, an in-house beauty salon/barber, laundry facilities on each level, and a 24-hour maintenance response system. Residents also enjoy the free door-to-door shuttle services, which help them visit friends, get groceries, or keep medical appointments.

Both communities are staffed with a Social Services Coordinator and a Resident Programs Coordinator, who provide information and referrals to community resources including healthcare, transportation, financial aid, and other basic needs. Health is made a priority at Coppermine I and II, and staff coordinate bringing professionals on-site to provide monthly health screenings. Staff also organize community activities such as



social events, community celebrations, movie nights, field trips, exercise classes, and more to promote socialization among the majority of residents who live alone.

Local individuals and groups visit the communities regularly to assist residents with educational activities, such as computer tutoring, legal counseling, fire safety, public transportation training, English for Speakers of Other Languages (ESOL), and book club gatherings. Events are planned to meet current needs, and residents are encouraged to make suggestions and assist with community activities.



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QUARRY STATION

Manassas, VA – In Operation Since 2002



Located next to historic Old Town Manassas, Quarry Station is a 79-unit apartment community designed specifically for seniors, age 55 and older, at 50% and 60% AMI. Located on attractively landscaped grounds with a gazebo and walking path, the building also offers an arts and crafts room, library, an in-house beauty salon/barber, laundry rooms on each floor, game room, computer room, and 24-hour maintenance response system. Each apartment features emergency call buttons, central heating and air-conditioning, dishwashers, and wall-to-wall carpeting.

An on-site Senior Services Coordinator organizes activities including social events, field trips, and educational seminars. Additionally, the Coordinator provides information and referrals to community resources including healthcare, transportation, financial aid, and other basic needs. Professionals offer seminars and counseling on estate and financial planning. Volunteers teach weekly computer classes for beginner and advanced participants in the on-site computer lab. Residents also designed and maintain their own flower garden.



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STAFF QUALIFICATIONS

REAL ESTATE DEVELOPMENT TEAM

Led by industry veteran Kamilah McAfee, Wesley Housing's Real Estate Development team holds extensive experience in the affordable housing industry, from new developments and acquisitions to multi-family rentals and specialty senior housing.



Kamilah P. McAfee, Vice President of Real Estate Development

McAfee is responsible for all aspects of the company's real estate development activities from project conception through completion. McAfee joined Wesley Housing in 2008 and previously served as Wesley Housing's Director of Real Estate Development, a Development Associate with Forest City Washington in Washington, DC, and Director of Public Finance at the District of Columbia Housing Finance Agency (DCHFA). McAfee was a Fellow at the Center for Urban Redevelopment Excellence (CUREx) at the University of Pennsylvania. She holds a B.S. in finance and new and small business development from Georgetown University and a Master of Business Administration from American University.



Paul P. Browne, Senior Advisor

With an excellent track record and reputation in developing affordable housing, Browne advises real estate development activities and identifies new opportunities for the company. Browne previously served as Wesley Housing's Vice President of Real Estate Development and the Community Preservation and Development Corporation's Vice President for Real Estate. He is a member of Leadership Greater Washington; a member of the Board of Directors of AHOME (Affordable Housing Opportunities Means Everyone); a member of the Housing Commission in Arlington, Virginia; and Chair of the Housing Committee of the Long Term Care Coordinating Council for Fairfax County and Falls Church. He holds a B.A. and a J.D. from the University of North Carolina and a Master of Urban and Environmental Planning from the University of Virginia.



Byron Johnson, Director of Design and Construction

Johnson has over 27 years of construction management, operations, process management, and vendor relations experience. His certifications and licenses include: CMAA (Construction Management Association of America), CBOP (Certified Business Operations Professional), PMP, QC, and OSHA30. Prior to joining Wesley Housing, Johnson worked with companies including: ERG & Company (Mixed Use Projects), GE Capital Modular Space, William Scotsman, MAFC, Equity Residential, AIMCO, Mazzuca Contracting, and most recently, SAIC, where he was responsible for managing multiple national and international sites, as well as supervising their teams. Johnson holds a B.S. in political science.

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Rosa Estrada, Senior Project Manager

Estrada serves as Wesley Housing's Senior Project Manager for multifamily affordable rental properties, bringing 20+ years of progressive urban planning and development experience in both public and private sectors. She is known for her proficiency with transformation of communities using RAD, HOPE VI, NSP, Choice, Mixed-Finance, LIHTC, NMTC and mixed-use, AHP and other private and public resources. Her expertise includes the full range of development services from site selection through lease up. Prior to joining Wesley, Estrada worked with her firm, The Strada Group, Pennrose Properties, The Community Builders, Baltimore Housing, and HUD. Estrada graduated magna cum laude from DePaul University and holds a Master of Public Administration from the University of Pittsburgh.



Judith B. Cabelli, Project Manager

Cabelli is a Project Manager in the Real Estate Development Department for multifamily and senior affordable rental properties including renovations and new construction. Prior to joining the Wesley Housing team in 2009, Cabelli served as the Associate Development Project Manager/Relocation Specialist for The Community Builders in Washington, DC. Additionally, she served as a Capital City Fellow with the DC Department of Housing and Community Development. Cabelli earned the National Development Council's Housing Development Finance Professional certification. Cabelli holds a Master of Public Administration with a Concentration in Nonprofit Management from George Mason University and a Bachelor of Arts in Criminology and Criminal Justice from the University of Maryland.



Chris Marshall, Associate Project Manager

Marshall is responsible for a variety of real estate development activities, including deal analysis, financing applications, consultant management, and resident relocation. He joined Wesley Housing in 2016 after previously implementing the District of Columbia Inclusionary Zoning affordable housing program with the DC Department of Housing and Community Development. Prior to that, he was with the U.S. Green Building developing standards for LEED, the most widely used green building rating system in the world. Marshall earned Masters of Urban and Regional Planning from Virginia Tech and his B.A. in Social Relations and Policy from Michigan State University.

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WESLEY HOUSING SENIOR LEADERSHIP

Wesley Housing President/CEO Shelley S. Murphy provides leadership to a staff of more than 80, including development and financing experts, property managers, and service coordinators. In addition, Wesley Housing's diverse Board of Directors holds expertise in real estate, business development, management, and law.



Shelley S. Murphy, President/CEO of Wesley Housing

Murphy joined Wesley Housing as President and CEO in 2007. A former senior executive with Verizon Communications, Murphy brought organizational experience in strategic business growth to Wesley Housing's award-winning affordable housing programs. She was awarded the Verizon Chairman's Award in 2004 and 2005 for her cross-business achievements and was named a SmartCEO Brava! Award recipient in 2013 for her irrepressible entrepreneurial spirit and passion for giving back to the community. Murphy is a member of the Affordable Housing Advisory Committee for Fairfax County and serves as President of the Northern Virginia Affordable Housing Alliance. She is also on the boards of the Partnership to Prevent and End Homelessness in the City of Alexandria, the Housing Association of Nonprofit Developers, and the Housing Partnership Insurance Exchange. Murphy holds a bachelor's degree in international studies and a Master of Business Administration from Willamette University.



Frank L. Mooney, President of Wesley Property Management Co.

Mooney has worked to advance the availability and quality of affordable housing since 1980. As President of Wesley Housing's affiliated property management company, he is responsible for the strategic leadership of Wesley Housing's twenty properties. Mooney is experienced in multifamily apartment administration and asset management. He is especially well versed in the mechanics of multiple federal housing subsidy programs and the development of financial partnerships for purchasing and rehabilitating multifamily properties. Previously during his 34 plus years in the affordable housing industry, he served as Vice President and Regional Asset Manager at Transom Development, a development company and wholly owned subsidiary of Sun Trust Bank; the Director of Asset Management at the Community Preservation and Development Corporation in Washington, D.C.; Director of Asset Management for Christian Relief Services; Vice President for The Foundation for Affordable Housing Solutions; Senior Asset Manager for Capital Management Strategies and Capital Realty Investors. Mooney is a graduate of Radford University.

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Christopher Cherry, Chief Financial Officer

As Wesley Housing's CFO, Cherry is responsible for all accounting, asset management, payroll and administration functions of the company and its affiliates. He provides strategic financial analysis and budget oversight for all affiliates and subsidiaries of the Organization. He has served in a variety of capacities within the affordable housing industry for the past 13 years, following 17 years in public accounting. He is a member of several industry associations including Strength Matters® and The Housing Association of Nonprofit Developers (HAND) and sits on the Board of Directors of The Boys and Girls Club of Anne Arundel County. He is a certified public accountant, a member of the American Institute of Certified Public Accountants (AICPA) and holds a bachelor's degree in accounting from the University of Maryland.



Darryl L. Leedom, Director of Resident Services

Leedom leads the planning and implementation of supportive services and youth and family programs for the residents of Wesley Housing's communities. He oversees the management of four Community Resource Centers and four Resident Services Centers. Leedom's areas of expertise include nonprofit management, direct service to diverse populations, program development, and community outreach. He specializes in developing frameworks to strengthen, and deepen impact on people through programs. Prior to joining Wesley Housing, Leedom served as Deputy Director of CASA Children's Intervention Services, National Director for Social Services at the Salvation Army National Headquarters, National Director for Public Policy at the Salvation Army National Headquarters, and Executive Director of the Salvation Army Twin Cities. He holds a Master of Social Work from St. Louis University and a Bachelor of Arts in biblical studies from Olivet Nazarene University.



Kathy Mejasich, Director of External Relations

As the first to hold this new role at Wesley Housing, Mejasich has overall responsibility for WHDC's corporate, individual, and grant fundraising, as well as marketing, communications, and volunteer activities. Mejasich comes to WHDC with nearly 20 years of nonprofit fundraising, marketing, and communications experience. Most recently, she served as Vice President of Strategy & Operations for the Sports & Fitness Industry Association (SFIA) in Silver Spring, Maryland. Prior to her tenure with SFIA, she held management positions with the International Road Federation, the USO, and Special Olympics International. She commenced her professional career as an officer in the United States Air Force. Mejasich holds a B.A. in sociology/criminal justice from Bloomsburg University and a Master of Public Administration from Troy State University.

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Leslie A. Steen, Senior Advisor

Steen has successfully developed, owned, and operated affordable, market-rate, rental, and homeownership housing for the past 35 years. She has received national acclaim and numerous awards for her innovative financial approaches to community and housing development. Prior to joining Wesley Housing in 2008, Steen served as the Housing Chief for the District of Columbia; Vice President for Policy and Business Development for The Housing Partnership Network; and the founding President and CEO of Community Preservation and Development Corporation. Steen holds a B.A. in history and social sciences from Carnegie-Mellon University

Shelley S. Murphy

8334 Cathedral Forest Drive
Fairfax Station, VA 22039
703-887-3571 (mobile)
Shelley.Murphy1@verizon.net

PROFESSIONAL EXPERIENCE

WESLEY HOUSING DEVELOPMENT CORPORATION

Current Position

President/CEO

Provide leadership and manage day-to-day operations; effectively manage the organization's financial resources; cultivate financing and other community support to sustain WHDC as a robust nonprofit organization; service as advocate for nonprofit housing development

VERIZON COMMUNICATIONS

1994-2007

Vice President, Marketing Operations and Partner Solutions (June 2006 – Feb. 2007)

Responsible for channel design and deployment, employee training and communications, process assurance and quality; created and managed the agency relationship with Verizon Business; led the alternate channel sales organization for the small/medium business segment, with revenues in excess of \$5 billion

Vice President, Verizon Business Merger Integration (January 2006 – June 2006)

Assumed responsibility for the MCI Mass Markets organization, the MCI Commercial segment, and the 800 MCI agents service the Enterprise segment (3,200 employees and over \$3 billion in revenue).

President, Verizon Federal Markets (May 2002 – December 2006)

Led team responsible for sales and support to the Federal Government, annual revenues in excess of \$500 million. In addition, led Enterprise Sales and Solutions Group, providing telesales to smaller commercial enterprise customers, with revenue responsibility of over \$160 million.

General Manager Business Operations, Northwest Region (August 1997 – May 2002)

Director, Market Response, West Area (April 1997 – July 1997)

Manager, Market Response (April 1995 – March 1997)

Consultant, Market Response (July 1994 – March 1995)

IBM CORPORATION

1983 – 1994

Marketing Manager, EduQuest (October 1992 – July 1994)

Advisory Instructor (December 1991 – September 1992)

Marketing Representative (July 1983 – November 1991)

EDUCATION

Willamette University, Salem, OR

Master of Business Administration, Cum Laude

Bachelor of Arts, Cum Laude. Majors: Russia and International Studies

BOARD MEMBERSHIPS

Staff Parish Committee, Silverbrook United Methodist Church

Former Board Member, USO Metropolitan Washington

Former Board Member, Big Brothers/Big Sisters

KAMILAH PARKER MCAFEE

EXPERIENCE

- Wesley Housing Development Corporation** Alexandria, VA
June 2018 – Present *Vice President for Real Estate Development*
- Oversee the strategic planning and structuring of affordable housing transactions often involving phased development planning and multi-layered financing.
- Oct. 2015 – May 2018 *Director of Real Estate Development*
- Managed land acquisition, entitlement (as necessary) and financing for 97-unit new construction in Arlington, VA; 80-unit rehabilitation in the District of Columbia and planned multi-phased new construction project with the Alexandria Redevelopment and Housing Authority.
- Oct. 2012 – Sept. 2015 *Deputy Director of Real Estate Development*
- Performed special projects as required to respond to RFPs, structure acquisition deals, pursue entitlement, financing and design alternatives for potential new projects and refinancing for existing properties
 - Negotiated and secured acquisition, entitlement and LIHTC financing for an 82-unit senior housing project in a public-private partnership with Fairfax County, VA. Currently overseeing construction progress.
- Apr. 2008 – Apr. 2011 *Director of Real Estate Development*
- Coordinated all development activities in accordance with the goals and objectives of Wesley including assessing projects' feasibility, securing financing, coordinating consultants, and supervising Project Managers.
- Entitled, designed and financed rehab of a 162-unit property in Arlington County using LIHTCs & HPTCs
 - Negotiated the acquisition of and structured and closed a \$25 million transaction utilizing 9% LIHTC equity and a CDBG Section 108 loan for a 128-unit project based Section 8 property in Fairfax County
- Forest City Washington** Washington, DC
Jan. 2006 – Mar. 2008 *Development Associate*
- Managed the development process for a 190-unit residential building within a 42-acre mixed-use development including coordinating design, entitlements, financial analysis, and legal documentation
 - Completed the design and construction of a 6,000 SF office tenant improvement
- D.C. Housing Finance Agency** Washington, DC
Feb. 2004 – Dec. 2005 *Director of Public Finance*
- Provided direct management of the Public Finance Division programs and staff, including underwriting and closing multifamily tax-exempt bond and 4% LIHTC transactions. Assisted the Executive Director with aspects of overall Agency management, including budgeting, reporting, personnel issues, and external relations. Coordinated interaction between the Public Finance Division and other departments within the Agency.
- Underwrote and closed 15 transactions totaling \$182 million in tax-exempt bonds
- Aug. 2000 – Jan. 2004 *Development Officer*
- Duties included performing the financial and technical feasibility analysis, negotiations, and legal document reviews necessary to underwrite and close multifamily bond and 4% LIHTC transactions.
- Researched, designed and developed a new scoring and ranking system for bond applications
- KPMG Consulting LLC (currently known as BearingPoint)** Washington, DC
June 1998 – July 2000 *Consultant*
- Performed a wide range of consulting services for mortgage finance industry clients including:
- *U.S. Department of Housing and Urban Development (HUD) Real Estate Assessment Center (REAC)*. Participated in the development of the business design and functional requirements for a system that assesses the financial condition, program performance and related risks of over 16,000 FHA approved mortgage lenders. Also helped to coordinate and compile financial and statistical analysis to assess the health of 3,200 PHAs.

EDUCATION AND PROFESSIONAL DEVELOPMENT

- Dec. 2008 **American University**, Kogod School of Business Washington, DC
- Masters of Business Administration (MBA), concentration in Real Estate
- Jan. 2006 – Dec. 2007 **University of Pennsylvania**, School of Design Philadelphia, PA
- Center for Urban Redevelopment Excellence (CUREx) Fellowship
- May 1998 **Georgetown University**, McDonough School of Business Washington, DC
- B.S., Finance and B.S., New and Small Business Management

Byron K. Johnson

368 Johnson Ln
Kinsale, Virginia 22488

703-403-4543 or 703-583-6338
Email: byron19joh@yahoo.com

SUMMARY of QUALIFICATIONS:

- Goal-oriented professional.
- Skilled in operational management and adept in customer service processes and procedures.
- Superior management skills with experience in formulating innovative solutions to complex problems.
- Excellent communication skills, energetic, self-motivated, and loyal team player.

Director of Design and Construction

Wesley Housing Development Corporation, Alexandria, VA

- Maintain knowledge of the targeted residential markets in order to Identify development opportunities and position properties
- Identify development opportunities in target markets and provide site assessment for potential renovation and new construction
- Oversee the regulatory and approval process
- Assists in the development process of targeted properties
- Provide oversight of the design and construction division
- Developed Wesley Housing Construction Standards
- Manage projects/teams to ensure on time and on budget completion.
- Provide decisive leadership while emphasizing collaboration amongst the development team and construction team
- Oversee day-to-day project management: from project inception through occupancy and stabilization; oversee/coordinate all financing, leasing, partnership negotiations, architecture, construction contract(s)
- Develops design criteria and program for the building and site along with the project architect
- Reviews architectural and engineering drawings, specifications and construction cost items
- Reviews and negotiates terms and conditions for design and construction-related agreements with project attorneys, including but not limited to architect and general contractor contracts, other contractor/consultant contracts
- Oversees construction administration activities for multiple projects, including: monitoring construction progress and quality, reviewing key submittals, achievement of project schedule and benchmarks, punch lists, owner trainings and building turnover along with the assigned project and or construction manager
- Assists in the conceptual development and underwriting of new projects
- Manages a team of 5 project managers and 3 construction managers
- Actively participates in conferences, workshops and trainings geared toward improving the employees and organization's effectiveness and quality of work. Participation includes presenting material to internal and external audiences

MULTIFAMILY CONSTRUCTION EXPERIENCE

2006 – 2008

Senior Director of Construction Services

Apartment Investment and Management Corporation, Bethesda, MD

- Acted as Owner's Construction Project Manager on Redevelopment and Capital Improvement projects

2004 –2006

Construction Manager

Equity Residential, Washington, DC

- Acted as Owner's Construction Manager on Redevelopment and Capital Improvement projects

2001- 2004

Senior Projects and Business Manager

ERG & Co.

- Administered a staff of 25, which included supervisors and contractors in the restoration of a major apartment facility—from apartments to condominiums.

EDUCATION

1987-1991

Bowie State University

Major - BS Political Science

REFERENCES AVAILABLE UNPON REQUEST

PAUL PRESSLY BROWNE

1810 N. Danville Street, Arlington, Virginia 22201
(703) 835-4964 – pbrowne@whdc.org

REAL ESTATE EXPERIENCE

Wesley Housing Development Corporation - Alexandria, Virginia

Senior Advisor June 2018 – present

Vice President for Real Estate Development 2011 – May 2018

Oversee real estate development activity and responsible for:

- Identification of new development opportunities
- Preparation and review of pro-forma financial analyses;
- Negotiation of purchase agreements;
- Supervision of architects and consultants
- Preparation of applications for competitions
- Securing any necessary entitlements;
- Arranging debt financing from lenders and governments;
- Negotiations with investors;
- Supervision of counsel in preparation of transaction documents;
- Securing building permits;
- Oversight of construction and eventual lease-up through stabilization.

Community Preservation & Development Corporation – Washington, D.C.

Real Estate Analyst – 2001-2002

Real Estate Development Officer 2002 – 2006

Senior Real Estate Development Officer – 2006-2008

Director of Real Estate Development - 2008-2010

Vice President for Real Estate Development – 2010 - 2011

- The acquisition and gut-rehab of a vacant 12-story building into unique community, featuring 181 units of affordable senior housing with project-based vouchers and 135 units of affordable housing for small families.
- The acquisition and substantial renovation of a 102-unit community financed with tax-exempt bonds, subordinate debt, and low income housing tax credits;
- The adaptive re-use of an historic high school into 71 units of senior housing, financed with conventional debt, 9% LIHTC, state and federal historic preservation tax credits, and state and local subordinate debt;
- The acquisition and modernization of a 283-unit townhouse community financed with tax-exempt bonds and low income housing tax credits;
- The limited renovation of two phases (totaling 291 units) of a CPDC-owned community and the construction of a 5,000 square foot community center for that community;
- Two refinancings, one of which involved a conventional first mortgage, a second mortgage from a local government, and a ground lease from a defunct company; and
- The development of a child development center at one of CPDC's properties.

EDUCATION

University of Virginia - Charlottesville, Virginia

Master of Urban and Environmental Planning - 2001

Concentration in Real Estate Development

University of North Carolina - Chapel Hill, North Carolina

Juris Doctor - 1992

Bachelor of Arts – 1988



Wesley Housing Development Corporation
Active Projects in Past 3 Years

7/30/2018

Project Name	Location	Units	Current Status	Completion Date	Reference	Reference Firm	Role of Reference	Reference Address	City, State	Reference Tel No.
Lynnhaven + William Watters	Alexandria and Arlington, VA	49	Stabilized Operations	5/1/2016	Helen McIlvaine	City of Alexandria	Subordinate Lender	421 King Street, Suite 210	Alexandria, VA	703-746-3088
Union on Queen	Arlington, VA	193	Stabilized Operations	12/24/2016	David Cristeal	Arlington County	Subordinate Lender	2100 Clarendon Blvd.	Arlington, VA	703-228-0761
Wexford Manor	Falls Church, VA	74	Stabilized Operations	10/1/2017	Ed Delany	Capital One	Tax Credit Investor	8020 Towers Crescent Dr.	Vienna, VA	571-835-7140
Fallstead at Lewinsville Center	McLean, VA	82	Under Construction	9/30/2018	Hugh Franklin	TD Bank	Construction Lender, Tax Credit Investor	2000 K Street NW	Washington, DC	571-353-0152
Brookland Place	Washington, DC	80	Under Construction	6/30/2019	Steve Smith	SunTrust	Tax Credit Investor	120 E. Baltimore St.	Baltimore, MD	410-986-1656
Culpepper Garden	Arlington, VA	204	Under Construction	Q3 2020	Susan Philp	ARHC	Sponsor	4435 Pershing Drive	Arlington, VA	703-489-3586
					Dale Wittie	VHDA	First Mortgage Lender	601 S. Belvidere Street	Richmond, VA	804-343-5876
					Bob Newman	VCDC	Tax Credit Syndicator	1840 W. Broad Street	Richmond, VA	804-482-5387
The Arden	Alexandria, VA	126	Financial Structuring	TBD	Tom Fleetwood	Fairfax County				
4333 Arlington Blvd.	Arlington, VA	97	Financial Structuring	TBD	Bob Duffy	Arlington County	Director of Planning	2100 Clarendon Blvd.	Arlington, VA	703-228-3797
1 Hawaii Avenue	Washington, DC	34	Interim Operation, Redevelopment Planning	TBD	Rick Eisen	Eisen & Rome	Tenant Association Attorney	One Thomas Circle NW	Washington, DC	202-659-2822

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: Shelley S. Murphy

Signature/Date:

 7/30/18

Company Name: Wesley Housing Development Corporation

Address: 5515 Cherokee Ave., Suite 200

City/State/Zip: Alexandria, VA 22312

SSN or TIN No: 51-0155779

Year	Sponsor	Award	Description
2018	Housing Association of Nonprofit Developers (HAND)	2018 Best Large Project	Wesley Housing received the award for the significant renovation of the 74-unit community, Wexford Manor. Completed at the end of 2017, the rehab included new kitchens and bathrooms in every unit, updated building façades, and a new Community Resource Center that now serves double the number of residents.
2017	Housing Association of Nonprofit Developers (HAND)	Nonprofit Developer of the Year	Wesley Housing was named 2017 Developer of the Year for the preservation and development of 446 units of affordable housing for low- and moderate-income families, seniors, and disabled individuals.
2016	SatisFacts	2016 Resident Satisfaction Superior Award	Wesley Property Management Company received the 2016 Resident Satisfaction Superior Award from SatisFacts. Our residents ranked their experience with Wesley between 4.00 and 4.49, with 5 being a perfect score.
2012	Housing Association of Nonprofit Developers (HAND)	Best Community Life Program	The Housing Association of Nonprofit Developers (HAND), a regional consortium of developers, banks, government agencies, and housing advocates, presented the award for The Thresholds program, which offers quality afterschool tutoring and enrichment experiences for middle and high school students at the Lincolnia Community Resource Center.
2012	National Organization of Black Law Enforcement Executives	Community Service Award	Recognition and appreciation for outstanding dedication, distinguished service and voluntary spirit in enhancing the quality of life in the greater Washington, DC area
2008	National Low Income Housing Coalition	Certificate of Appreciation	Honored for its influential work in support of National Housing Trust Fund legislation, P.L. 110-289, passed by Congress and signed by the President on July 30, 2008
2007	Housing Association of Nonprofit Developers (HAND)	2007 Best Project in Northern Virginia	For Coppermine Place I, 22 barrier-free apartments for severely physically disabled individuals.
2007	Virginia Housing Coalition	Affordable Housing Hall of Fame	Al Smuzynski, former President/CEO of Wesley Housing, was inducted into the Virginia Housing Coalition's Affordable Housing Hall of Fame to honor his tireless advocacy for affordable housing.
2006	Housing Association of Nonprofit Developers (HAND)	Nonprofit Developer of the Year	Wesley Housing was named 2006 Developer of the Year for the preservation and development of 351 additional units of affordable housing for low- and moderate-income families, seniors, and disabled individuals.
2006	CHOICE	Accessible Design Award	The Coalition for Housing Opportunities in the Community for Everyone (CHOICE) gave its first Accessible Design Award to Wesley Housing at Coppermine Place I. Residents of the 22-unit, fully accessible community submitted the application on Wesley Housing's behalf .

2006	Arlington County Department of Human Services	Outstanding Landlord	Arlington County's Department of Human Services recognized Wesley Housing as An Outstanding Landlord in the permanent supportive housing program. The County also commended Wesley Housing Site Managers Michelle Carey and Lisa Windsor.
2006	Leadership Fairfax, Inc.	Northern Virginia Regional Leadership Award	For Wesley Housing's successful efforts in helping to find solutions to Northern Virginia's housing crisis.
2005		The Barbara Gilley Choice Award	The Barbara Gilley Choice Award was presented to Wesley Housing's Coppermine Place for our efforts to develop and provide accessible housing for individuals with severe mobility impairments.
2002	The Virginia Foundation for Housing Preservation	Award	Wesley Housing's Lynhaven Apartments was recognized by The Virginia Foundation for Housing Preservation for preserving 27 units in the City of Alexandria. Four units are transitional housing for those transitioning from a homeless shelter to affordable rental housing.
2000	Housing Association of Nonprofit Developers (HAND)	Best Social Service Program in Northern Virginia	Wesley Agape House was selected the Best Social Services Program in Northern Virginia. The first such project in Northern Virginia, Wesley Agape House provides social services as well as affordable housing for individuals and their families living with HIV/AIDS.
1999	Housing Association of Nonprofit Developers (HAND)	Best Social Service Program in Northern Virginia	Wesley Housing's Lincolnia Community Resource Center was selected the Best Social Services Program in Northern Virginia. The program at the Center provides families with the skills needed to become self-sufficient, thriving members of society by offering educational and enrichment programs, job training and social services assistance.
1999	Fairfax County Redevelopment and Housing Authority	Building Blocks for America Certificate of Appreciation	Wesley Housing was honored for its participation in the county's housing and community development program and its dedication toward meeting affordable housing, neighborhood, and human services needs of low- and moderate-income residents
1990	Friends of the Fairfax County Human Rights Commission	Human Rights Award	
1990	Commonwealth of Virginia	1990 Commonwealth of Virginia Housing Achievement Award	Presented at the Governor's Conference on Housing
1990	Fairfax County Development and Housing Authority	Certificate of Appreciation	For National Community Development Week
1989	Fairfax County, Virginia	Human Rights Award	Wesley Housing was presented this award by The Fairfax County Human Rights Commission for outstanding performance in the field of human rights.

1989	Fairfax-Falls Church United Way	IMBY Award (In My Back Yard)	Wesley Housing was honored for its significant contributions in support of affordable housing.
1989	National Association of Housing and Redevelopment Officials	Certificate of Merit	Awarded to Fairfax County Department of Housing and Community Development for the Wesley Shared Housing Project.
1985	National Low Income Housing Coalition	Certificate of Appreciation	
1984	Alexandria District United Methodist Church	Certificate of Appreciation	Wesley Housing was honored for a successful decade of affordable housing development.
1981	Metropolitan Washington Planning and Housing Association	Certificate of Achievement	"In recognition of community services provided to improve housing opportunities and neighborhood environments for low- and moderate-income persons in the Washington metropolitan area."



Office of Housing
421 King Street, Suite 215
Alexandria, Virginia 22314
703-746-4990

July 31, 2018

Mr. Thomas E. Fleetwood
Director
Fairfax County Department of Housing and Community Development
3700 Pender Drive, Suite 300
Fairfax, Virginia 22030

Re: City of Alexandria Office of Housing - Letter of Endorsement for Wesley
Housing Development Corporation

Dear Tom:

Paul Browne of Wesley Housing Development Corporation (Wesley) recently asked me to provide a letter of endorsement to accompany Wesley's response to the County's RFP related to the Oakwood Road site including its proposal to develop the property as senior housing. While Alexandria has not worked with Wesley on a senior housing project here, I am happy to comment on the City's long and positive experience working with Wesley as an affordable housing developer.


For more than fifteen years, Wesley has owned and successfully operated three affordable rental developments within the City. The developments, which are located in different neighborhoods, all involved the acquisition, substantial renovation and preservation of existing properties. The City is a lender in each project, and our investment was leveraged many times over with tax credits, private financing and grant funds. We are currently collaborating with Wesley on a proposed new construction project that involves a church partner that we hope will be approved in time to compete for 2019 tax credits.

For me what distinguishes Wesley from many other potential nonprofit partners is the integrity of their development staff, as well as their responsiveness and willingness to share information at every stage of a development, and to develop joint strategies or solutions, as appropriate, regarding community outreach, project design and development, as well as to work cooperatively with the City to structure project

financing in ways that are respectful of local resources. Post development, our experience has been that Wesley offers thoughtful resident services to those it houses, and our annual property and file inspections have provided ongoing assurance that the properties are well managed and maintained. I am aware of Wesley's extensive experience with senior housing in Arlington and Fairfax and believe they would make an excellent partner on the Oakwood Road project as well.

Please contact me if I can provide any additional information regarding Alexandria's experience with Wesley. Thank you for your courtesies, and good luck with the RFP!

Sincerely,

A handwritten signature in blue ink, appearing to read "Helen S. McIlvaine", with a long horizontal flourish extending to the right.

Helen S. McIlvaine
Director



Firm Profile

Founded in Richmond, Virginia in 1977, Winks Snowa Architects, PC is a mid-sized architecture firm dedicated to excellence in design. Our mission is to provide outstanding architectural services and enable our clients to meet or exceed their goals. Our senior design professionals serve as mentors to others in the firm. Our team includes intern architects, technical advisors, and administrative staff as well as a LEED accredited professional, members of the AIA, and members of the Construction Specification Institute. Several team members have completed VHDA's Universal Design and Fair Housing training. We endeavor to provide professional growth opportunities and also encourage community involvement. Staff members volunteer for and support non-profit organizations such as the Virginia Home for Boys and Girls, the Boy Scouts of America, and The Leukemia & Lymphoma Society.

Our primary design strength is multi-family housing, with an emphasis on senior housing. Our senior housing projects range from Continuing Care Retirement Communities to Assisted Living and Skilled Nursing Facilities, Special Care/Memory Care Facilities, Independent Living Apartments, villas, patio homes and townhomes. Our senior housing project experience includes both new construction and additions and renovations to existing facilities. One of our senior housing apartment projects has the distinction of being the first EarthCraft certified multi-family building in Virginia. Other projects in our portfolio range from multi-family apartments to single-family homes and townhomes as well as commercial projects. Site Planning and Master Planning are key elements of our work. These processes are vital to the success of the overall project. Please visit our website www.ws-arch.com for additional information about our portfolio.

We view aesthetics and technical expertise as complementary considerations. Design issues are constantly evaluated alongside building code and construction cost issues. Since 1977, Winks Snowa Architects has developed and implemented outstanding and innovative designs, resulting in a long list of repeat clients. We produce imaginative ideas and tangible solutions.





Carter Woods Senior Living

Richmond, Virginia

Located off Dabbs House Road in the East End of Richmond, Virginia, Carter Woods consists of independent senior apartments and common area amenities. The project was completed under VHDA's 9% LIHTC program. The second phase of the project has the distinction of being the first project to receive EarthCraft Multi-family certification in the state of Virginia.



EDWARD H. WINKS
JAMES D. SNOWA
ARCHITECTS P.C.
RICHMOND, VIRGINIA



The Atlantic at Charter Colony

Midlothian, Virginia



EDWARD H. WINKS
JAMES D. SNOWA
ARCHITECTS P.C.
RICHMOND, VIRGINIA



The Atlantic at Brook Run
Senior Independent Living
Henrico County, Virginia



EDWARD H. WINKS
JAMES D. SNOWA
ARCHITECTS P.C.
RICHMOND, VIRGINIA



Belle Summit Apartments

Richmond, Virginia



The Belle Summit Apartment project is located in the Manchester neighborhood of Richmond. 50 income qualifying, workforce housing units are housed in a podium style building. A one story, conventional concrete slab contains structured parking, clubhouse and leasing functions as well as a corner commercial lease space. Above, three stories of wood framed construction house the apartment units. The project was completed under Virginia Housing Development Authority (VHDA)'s 9% Low Income Housing Tax Credit (LIHTC) program. The building achieved EarthCraft Multifamily certification and contained a total 16 Universal Design/UFAS apartment units. The project was subject to the City of Richmond Plan of Development process and was completed with zoning by right.



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JAMES D. SNOWA
ARCHITECTS P.C.
RICHMOND, VIRGINIA



Gayton Terrace

Henrico County, Virginia



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JAMES D. SNOWA
ARCHITECTS P.C.
RICHMOND, VIRGINIA



Gayton Terrace
Henrico County, Virginia

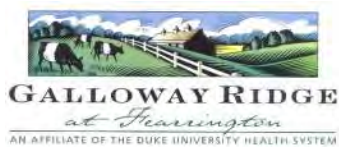


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JAMES D. SNOW
ARCHITECTS P.C.
RICHMOND, VIRGINIA



Galloway Ridge at Fearrington Village

Pittsboro, North Carolina



EDWARD H. WINKS
JAMES D. SNOWA
ARCHITECTS P.C.
RICHMOND, VIRGINIA



Galloway Ridge at Fearrington Village

Pittsboro, North Carolina





**EDWARD H. WINKS
JAMES D. SNOW
ARCHITECTS P.C.**

List of Selected Multifamily Projects by Financing

*indicates senior independent living/senior assisted living projects

VHDA 9% LIHTC Projects- New Construction

- * Accomack Manor Senior Apartments, Parksley, VA
- * Ashland Gardens Senior Apartments, Ashland, VA
- Ashland Woods Apartments, Ashland, VA
- Belle Summit Apartments, EarthCraft Multifamily Certified
- * Brook Run Senior Apartments – EarthCraft Multifamily Certified (not yet constructed)
- Brookcreek Crossing Apartments, Chesterfield Co., VA (EarthCraft Multifamily Certified)
- * Carter Woods Phase I and II Senior Apartments, Richmond, VA (Phase II – EarthCraft Multifamily Certified)
- Chestnut Square Apartments, Hampton, VA
- * Courthouse Senior Apartments, Richmond, VA
- * Darby House Senior Apartments, Richmond, VA
- * Enoch George Manor Senior Apartments, Spotsylvania, VA
- Fieldcrest Apartments, Henrico County, VA
- * Germanna Heights Senior Apartments, Orange County, VA
- * Guardian Place I & II Senior Apartments, Richmond, VA
- Jefferson Mews, Richmond, VA
- King William Place Apartments, Aylett, VA (EarthCraft Multifamily Platinum) (under construction)
- Lakeside Manor Apartments, Raphine, VA
- * Market Square IV Senior Apartments, Chesterfield County, VA (EarthCraft Multifamily Gold, not yet constructed)
- Montague Terrace, Augusta County, VA (EarthCraft Multifamily Certified)
- * Peter Cartwright Manor Senior Apartments, Exmore, VA
- Puddledock Place Apartments, Prince George County, VA (EarthCraft Multifamily Certified)
- * Sandston Plateau Senior Apartments, Sandston, VA
- * The Atlantic at Brook Run Senior Apartments, Richmond, VA
- The Goodwyn at Chestnut Hill, Richmond VA (EarthCraft Multifamily Gold) (not yet constructed)
- * Valley View Senior Apartments, Staunton, VA
- Waterford Village Apartments, Augusta County, VA (EarthCraft Multifamily Certified)
- * Woods Edge Senior Apartments, Albemarle County, VA

List of Selected Multifamily Projects (Continued)

VHDA 9% LIHTC Projects- Renovations/Rehab

- Ashley Oaks, Richmond
- Clear Pond Apartments, Danville, VA
- Craigmont Manor Apartments, Craigsville, VA
- Creekside Manor Apartments, Richmond, VA (EarthCraft Multifamily Gold)
- Delmont Plaza Apartments, Henrico County, VA
- Elkmont Manor Apartments, Elkton, VA
- Exmore Village Apartments I, Exmore, VA
- * Exmore Village Senior Apartments II, Exmore, VA (EarthCraft Multifamily Gold)
- Grottoes Manor Apartments, Grottoes, VA
- Hillcrest Manor, Buena Vista, VA
- Jefferson House, Lynchburg, VA
- Maury River Place, Lexington, VA (EarthCraft Multifamily Gold, not yet renovated)
- Meadowbrook Apartments, Lynchburg, VA
- Montague Terrace, Augusta County, VA (EarthCraft Multifamily Certified)
- Newman Village, Richmond, VA
- Ruffin Road Apartments, Richmond, VA
- The Meadows Apartments, Lynchburg, VA
- Village at Rockbridge, Lexington, VA (EarthCraft Multifamily Gold)
- Willow Oaks Apartments, South Boston, VA
- Woods Edge Apartments, Albemarle County, VA
- Woodcroft Village, Richmond, VA (EarthCraft Multifamily Certified)
- Woodman West Apartments, Richmond, VA

VHDA 4% Tax Credit Projects – New Construction and Renovations/Rehab

- * The Atlantic at Charter Colony Senior Apartments, Chesterfield, VA (New Construction)
- * The Atlantic at Twin Hickory Senior Apartments, Henrico County, VA (New Construction)
- Bainbridge Commons, Chesapeake, VA (Rehab)
- Greene Hills Estates, Springfield, VA (rehab)
- * Market Square I and II Senior Apartments, Chesterfield County, VA (Rehab)
- Riverwoods at Powell's Creek, Woodbridge, VA (Rehab)
- Riverwoods at Towne Square, Woodbridge, VA (Rehab)
- Springhill Village, Staunton, VA (Rehab) (renovations not yet completed)
- * Victoria Park Senior Apartments, Woodbridge, VA (Rehab)

List of Selected Multifamily Projects (Continued)

VHDA 4% Tax Credit Projects – New Construction and Renovations/Rehab (continued)

- Westminster Oaks, Springfield, VA (Rehab)
- Wicklow Square, Fredericksburg, VA (Rehab)
- Woodview Apartments, Newport News, VA (Rehab)

VHDA Financed Projects

- 2001 East Apartments, Richmond, VA
- Ashton Ridge, Manassas, VA (Rehab)
- * Heritage Commons Senior Apartments, York County, VA

HUD 221(d)(4) Projects

- Abberly at West Ashley Apartments, Charleston, SC
- Abberly at Centerpointe, Chesterfield County, VA (under construction)
- Abberly Crest Phase III Apartments, Lexington Park, MD
- Abberly at Southpoint, Spotsylvania County, VA
- Abberly at Stafford, Stafford County, VA
- Abberly Square II Apartments, Waldorf, MD (not yet constructed)
- Ashton Pointe Apartments, Port Royal, SC
- Auston Park Apartments, Columbia, SC (not constructed)
- Bailey's Creek Apartments, Prince George County, VA
- Brittany Phase I, II, & III Apartments, Fredericksburg, VA
- * Chandler Place at Rock Hill Senior Apartments, Rock Hill, SC
- Charleston Ridge Apartments, Mechanicsville, VA
- Charter Creek, Hanover County, VA
- Fall Hill Apartments, Fredericksburg, VA
- Lakeside Apartments, Albemarle County, VA
- Malvern Lakes Apartments, Fredericksburg, VA
- Midlothian Town Center Apartments, Chesterfield County, VA (EarthCraft Multifamily Certified, under construction)
- Springhill Village, Staunton, VA (Rehab) (under construction)
- Summermill at Falls River Apartments, Raleigh, NC
- The Gardens at Twin Hickory, Henrico County, VA
- The Park at Salisbury, Chesterfield County, VA
- The Reserve at Belvedere, Charlottesville, VA
- Townsend Square Apartments, Fredericksburg, VA

List of Selected Multifamily Projects (Continued)

HUD 232 Projects

- * Spring Arbor Senior Assisted Living - Daniel Island, SC
- * Spring Arbor Senior Assisted Living – Laurel Park, Hendersonville, NC
- * Spring Arbor Senior Assisted Living – Richmond, VA
- * Spring Arbor Senior Assisted Living – Salisbury, Chesterfield, VA

HUD 202 Projects

- * Monarch Woods Senior Apartments, Richmond, VA
- * Rockwood Village Senior Apartments, Chesterfield, VA

Other Tax Credit Projects

- Forest Glen Apartments, Durham, NC
- Victory Apartments (Adaptive Re-use, Historic Tax Credit), Richmond, VA

Market Rate Projects

- Abberly Square, Apartments, Waldorf, MD
- Addison at Kings Crossing, Henrico County, VA
- Ashton Creek, Chesterfield, VA
- Brandon Woods, James City County, VA
- * Cadence at the Glen Senior, Glen Allen, VA (Addition/renovation)
- Cambridge Square Apartments, Mechanicsville, VA (not yet constructed)
- Cove Pointe at the Landings, Norfolk, VA
- Creekside Hills Apartments, Apex, NC
- Crossroads Station, Spotsylvania, VA (not yet constructed)
- Estates at Horsepen Townhomes, Henrico County, VA
- Fifeville Apartments, Charlottesville, VA
- Garden Springs Apartments, Chesterfield, VA
- * Gayton Terrace Senior Living, Richmond, VA
- * Galloway Ridge at Fearington Village Senior, Pittsboro, NC (CCRC)
- Kilburn Crossing, Spotsylvania County, VA
- Kings Grant Apartments, Richmond, VA
- Ludwell Apartments, Williamsburg, VA
- * Meadow Glen Assisted Living/Memory Care Senior, Richmond, VA (Addition/renovation)
- Mill Trace Apartments, Hanover County, VA
- Monticello Lakeside Apartments, Newport News, VA
- Rohoic Woods, Prince George County, VA

List of Selected Multifamily Projects (Continued)

Market Rate Projects (continued)

- Sandridge, Wilmington, NC
- * St. Francis Home Senior Apartments, Richmond VA (renovations)
- Stonemill at Overlook, Lynchburg, VA
- * Sommerby at Jones Farm Senior Assisted Living, Huntsville, AL
- Tamerack, Fayetteville, NC
- The Commons at Centerbrooke, Suffolk, VA
- The Commonwealth Apartments, York County and Newport News, VA
- * The Pointe at Bellgrade Senior, Midlothian, VA
- The Timbers, Chesterfield County, VA
- Tradewynd Square Condos, Lynchburg, VA
- The Watermark, Norfolk, VA
- Westport Commons, Norfolk, VA (not yet constructed)
- * Windsormeade Villas Senior housing, Williamsburg, Virginia



Edward H. Winks, AIA
Principal, President

Education	Bachelor of Architecture University of Virginia
Registration	Virginia, Maryland, North Carolina, South Carolina, West Virginia
Affiliations	American Institute of Architects National Council of Architectural Registration Boards Urban Land Institute
Other	Alternate, City of Richmond Board of Zoning Appeals Member, Board of Governors, Virginia Home for Boys and Girls Virginia Local Advisory Committee Member, Local Initiatives Support Corporation (LISC) Past Chair, Greater Richmond Chapter of the American Red Cross Past Chair, Richmond City Planning Commission Former Member, Richmond Urban Design Committee Past President, AIA Richmond
Specialties	Conceptual Design, Master Planning

Selected Project Experience

Senior Housing
Galloway Ridge at Farrington Village, Pittsboro, VA
Gayton Terrace Senior Living Renovation and Addition, Henrico County, VA
Windsormeade of Williamsburg, Williamsburg, VA
Carter Woods Senior Housing, Richmond, VA
Darby House Seniors, Richmond, VA
Guardian Place I and II, Richmond, VA
Brook Run Senior Housing, Henrico County, VA
Kings Grant Senior Housing, Henrico County, VA
Valley View Senior Apartments, Staunton, VA
The Atlantic at Charter Colony, Richmond, VA
Spring Arbor Salisbury, Chesterfield, VA
The Atlantic at Twin Hickory, Henrico County, VA
Robert Regan House, Berryville, VA

Multifamily Housing
2001 East Apartments, Richmond VA
Belle Summit Apartments, Richmond VA
Abberly at West Ashley, Charleston, SC
Ashton Pointe Apartments, Port Royal, SC
The Reserve at Belvedere, Charlottesville, VA
The Park at Salisbury, Chesterfield, VA
Garden Springs Apartments, Chesterfield VA
Lakeside Apartments, Charlottesville, VA
Gardens at Twin Hickory, Henrico County, VA
Estates at Horsepen Townhomes, Richmond, VA
Summermill at Falls River, Raleigh, NC
Westport Commons, Norfolk, VA



Selected Project Experience
Continued

Commercial /Institutional

Red Cross Building Headquarters, Richmond, VA
Virginia Education Loan Authority (VELA) Headquarters
and Operations Center I and II, Richmond, VA
Greater Richmond Chamber of Commerce, Richmond, VA
CSX Beckett Aviation, Richmond, VA, Houston, TX, Denver, CO, and Chicago, IL

Renovations/Adaptive Re-use

Winks Snowa Office, Richmond, VA
Capital Garage Apartments, Richmond, VA
Greater Richmond Red Cross Headquarters, Richmond, VA
Dominion Realty Trust Headquarters, Richmond, VA
Dalkon Trust Office Building, Richmond, VA
St. Stephen's Episcopal Church Additions & Renovations, Richmond VA
Second Presbyterian Church, Richmond, VA

Educational

Virginia Commonwealth University - Gilmer Street Housing, Richmond, VA
John G. Wood School, Virginia Home for Boys & Girls, Henrico County, VA
Richard Bland College Student Village, Petersburg, VA
Upper School Addition, The Steward School, Richmond, VA





Megan M. Shope, AIA, LEED AP
Principal, Secretary—Treasurer

Education Master of Architecture, University of Virginia
Bachelor of Science in Architecture, University of Virginia

Registrations Virginia, Maryland, West Virginia

Affiliations Member, American Institute of Architects
National Council of Architectural Registration Boards Certificate holder
Associate Member, Urban Land Institute
Member, National Fire Protection Association

Specialties Design, Project Management, Contract Documents, Specifications,
Construction Administration, Intern Mentoring, Business Development

Other LEED v2 Accredited Professional
EarthCraft Multifamily Training Certificate Holder
Virginia Housing Development Authority Universal Design Certificate Holder

Selected Project Experience

Exmore Village II Senior Apartments
Exmore, Virginia

Carter Woods Phase II Senior Apartments
Richmond, VA

Galloway Ridge at Fearrington Village Independent Living
Pittsboro, VA

Midlothian Town Center Apartments
Midlothian, VA

King William Place Apartments
Aylett, VA

The Watermark Phase I Apartments
Norfolk, VA

The Landings at Cove Pointe Apartments
Norfolk, VA

The Commonwealth Apartments
Newport News, VA

Belle Summit Apartments
Richmond, VA

2001 East Apartments
Richmond, VA



Selected Project Experience
Continued

Abberly Crest III Apartments
Lexington Park, MD

Victory Apartments
Richmond, VA

Abberly at West Ashley Apartments
Charleston, SC

Westport Commons Condominiums
Norfolk, VA

Monticello Lakeside Apartments
Newport News, VA

Walker Square I Condominiums
Charlottesville, VA

The John G. Wood School at the Virginia Home for Boys and Girls
Henrico County, VA





Kimberly Calder, AIA
Vice President

Education Master of Architecture, Virginia Polytechnic Institute and State University
Bachelor of Science in Architecture, University of Virginia

Registration Virginia

Professional Affiliation American Institute of Architects
National Council of Architectural Registration Boards Certificate Holder

Specialties Design, Contract Documents, SketchUp Modeling, Photoshop Rendering,
Construction Administration

Senior Living Facilities, Urban Multifamily Projects, Commercial Projects, Additions and Renovations, Light Industrial

- Selected Project Experience**
- Spring Arbor at Salisbury, Special Care**
Chesterfield County, VA
 - Meadow Glen of Richmond, Assisted Living**
Henrico County, VA
 - Charleston Ridge Apartments**
Hanover County, VA
 - Belle Summit Apartments**
Richmond, VA
 - Zacharias Ganey Wellness Center**
Midlothian, VA
 - Virginia Commonwealth University - Broad & Gilmer Student Housing**
Richmond, VA
 - Hopewell Animal Hospital**
Hopewell, VA
 - The Reserve at Belvedere Clubhouse**
Charlottesville, VA
 - 2001 East Apartments**
Richmond, VA
 - Morris Tile Distributors - Addition and Renovation**
Richmond, VA



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:

MEGAN SHOPE

Signature/Date:



7.26.18

Company Name: WINKER SHOWA ARCHITECTS, P.C.

Address: 2119 EAST FRANKLIN ST. SUITE 200

City/State/Zip: FITCHBURGH, VA 23223

SSN or TIN No: 54-1767252



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About Urban

Partial Project List

PPEA Projects in Fairfax County

- Reston Station Garage
- Reston Town Center North
- South County High School
- Mt. Daniel Elementary School
- Mary Ellen Henderson Middle School
- George Mason High School Renovations

Other Projects Awarded by Fairfax County

- Bailey's Shelter/Supportive Housing
- Wakefield Homeless Shelter
- Joseph Willard Health Center
- EVOC and Canine Training Center
- Workhouse Arts Center
- Little River Glen
- Lorton Volunteer Fire Station
- Reston Fire Station
- CMF Salt Storage Building
- DMF Salt Storage Building
- Undisclosed DPWES Site Feasibility
- Tall Timbers Drive

Other Notable Projects in Fairfax County

- Fair Ridge Assisted Living
- Colt's Neck Senior Living Center
- Renaissance Senior Living
- Spring Hill Active Adult
- Reston Station
- The Residences at Government Center
- The Parker on Eisenhower Avenue
- Reston Town Center
- Silverado Memory Care (Alexandria)
- Fairfax Corner
- Metro West
- Dunn Loring Metro
- Greystar at Oracle
- Woodburn Manor Independent Living
- Dulles Station
- 1801 Michael Faraday Drive
- The Shelby
- Courts at Huntington Station
- Walhaven Woods Age Restricted
- Mitre Campus Tysons Corner
- Laurel Hill
- Faircrest
- The Saudi Academy
- The Oakcrest Academy
- West Oaks Corner
- Woodlawn Plantation
- Brambleton VHDA Projects (Loudoun)

Fast Facts about Urban

- Founded in 1967, with over 50 years of experience in Fairfax County
- Offices in Annandale, Chantilly, and Winchester, Virginia
- Registered SWaM in Virginia #682513
- Approximately 130 employees
 - 17 Virginia Professional Engineers
 - 22 Engineers-in-Training
 - 4 Virginia Licensed Surveyors
 - 4 Virginia Registered Landscape Architects
 - 2 ISA Certified Arborists
 - 4 Fairfax County Designated Plans Examiners (2 others DPE eligible)

Firm Profile

Urban provides comprehensive civil engineering, land planning, landscape architecture and surveying services to private and public sector clients throughout the Washington D.C. area. Urban has made significant contributions to numerous marquee projects in Fairfax County that bear the fingerprints of our creative staff, such as Reston Town Center, Fairfax Corner, Reston Station, Spring Hill, and many others. In addition to our work on private development projects, Urban is helping or has helped Fairfax County deliver a wide range of public facilities including senior housing, homeless shelters, arts centers, fire stations, police training facilities, schools, industrial facilities, Metro parking garages, and roads.

Our primary strength lies in our employees' dedication to provide the highest quality service to our clients. Through diverse experience, teamwork, and professionalism, Urban identifies, understands, and satisfies the needs of our clients and all project stakeholders to deliver on-time and on-budget results. We stress communication, teamwork, and attention to detail, and we manage our workload to ensure that project staffing is consistent from start to finish. Every one of our clients also receives the personal attention of a Principal or Associate through every step of the process. Urban's staff takes pride and personal interest in the success of every project, no matter how big or small.

Our employees are active in the industry outside the office too. We are original members of the Engineer's and Surveyor's Institute (ESI) since 1987, and our staff regularly attends ESI continuing education classes and peer review sessions. We have taken part in pilot programs with ESI and Fairfax County to develop the ESI expedited submission process and to introduce digital plan submissions. Our staff has contributed their time to groups organized by Fairfax County's Director of Land Development Services to identify issues and optimize development processes on the public and private side. We have members on steering and public review committees for various development ordinances. Urban is also an active participant in NAIOP and NVBIA. One of Urban's Principals is even on the Board of Directors for Fairfax County Workhouse Arts Center. All of these "extra-curricular" activities help make us a better, more well-rounded consultant.



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Urban Services

Urban's Organization

Urban provides a full range of services related to land Planning, Civil Engineering, Landscape Architecture, and Land Surveying. The lines between Urban's "departments" are not distinct, but rather are intentionally blurred to encourage inter-office and inter-disciplinary coordination throughout the life of every project. The following is a brief description of each branch within Urban, with a partial list of services most commonly associated with that department, although it is not uncommon for tasks and roles to be shared between two or more departments when necessary in the course of completing a project.

Land Planning

Urban develops innovative and environmentally sensitive solutions for a variety of projects, ranging in size and complexity from large, mixed-use master planned communities to smaller residential, commercial, industrial and recreational sites. Urban's planners leverage their creativity and experience along with their knowledge of local codes and ordinances to develop plans that can be turned into successful real world projects. Our planners work hand-in-hand with our engineering staff every step of the way to ensure that engineering feasibility and project budget are considered from project inception to completion.

We are proud to employ some of the best and brightest planners in the Washington, D.C. region, who have worked on some of the most notable planned communities in Northern Virginia. Projects and communities like large swaths of Reston and Reston Town Center, Brambleton, Silver District West and Virginia Manor all reflect the vision of Urban's Land Planning department. Urban's land planning efforts routinely turn difficult site constraints into exciting and creative opportunities that become show case features of our projects.

Partial List of Land Planning Services:

- Master Planning
- Site and Subdivision Layout Studies
- Yield Maximization
- Legislative Applications
- Zoning Analysis
- Public Involvement
- Site Illustratives and Exhibits
- GIS and Public Record Base Maps



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Urban Services

Civil Engineering

The focus of our civil engineering efforts on any project is to provide the most efficient, economical design that fits the needs of our clients while satisfying the requirements for plan approval. Although each project is unique, we build upon the wealth of knowledge gained over 50 years in business to deliver on time and on budget results, with sets of plans that are clear, concise, and constructible. When possible, and when authorized by our clients, we attempt to incorporate ideas from other project stakeholders in an attempt to deliver a project that meets the vision, scope and budget of our clients, and also adds positively to the surrounding community.

Urban's professionals also provide expert support and services during public processes, ranging from interaction with county staff members and elected officials, to interfacing with private landowners and citizens groups on behalf of our clients. From conceptual studies and legislative applications through final engineering and construction, Urban is known for innovative, workable solutions for complex land development projects including retail and entertainment, commercial, residential, industrial, planned communities, public facilities, parks and recreational, institutional and educational facilities. Our staff has also been trusted to repeatedly provide third-party expert witness testimony.

Partial List of Civil Engineering Services:

- Feasibility Studies and Preliminary Engineering
- Conceptual Cost Estimates
- Value Engineering
- Expert Witness
- Site and Subdivision Grading Plans
- Hydraulics and Hydrology
- Floodplain and Drainage Studies
- Storm Drainage Design and Analysis
- Stormwater Management
- Water Quality Analysis and Design
- Erosion and Sediment Control
- Hydraulic Watermain Analysis
- Sanitary Sewer Capacity Analysis
- Utility Relocations and New Service Design
- LEED Consulting
- Road Corridor and Alignment Studies
- Horizontal and Vertical Roadway Design
- Roundabout and Intersection Design
- Road Widening
- Pavement Marking and Signage
- Maintenance of Traffic
- Traffic Calming
- Construction Specifications
- Quality Assurance/Quality Control
- ADA/FHA/VHDA Compliance
- Permitting
- Construction Administration
- VDOT Street Acceptance
- Bond Release



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Urban Services

Landscape Architecture

Urban provides our clients with a full spectrum of landscape architectural services. The Landscape Architecture department functions as a small, independent studio but with all the capabilities and resources of a premier engineering firm behind them. This department combines the skills of landscape architecture, space planning and urban design to create innovative outdoor spaces. Our design philosophy employs the ideal of creating simple, elegant, cohesive designs that are well-coordinated with the work of all team members. We have a clear understanding of projects costs, current construction techniques and the importance of delivering a complete product within the limits of our clients' project timeline. Our workload is carefully managed to ensure that our clients have personal involvement with the same team members throughout the project.

Urban also provides a wide range of arborist services to assist our clients with tree preservation, pre-construction walk-throughs and clearing limit adjustments, vegetation mapping, tree inventory and tree valuations. Many of these same staff members are also experienced in turf management and have provided expertise on the design and delivery of numerous competition athletic fields for public and private sector clients.

Partial List of Landscape Architecture Services:

- County Minimum Landscape Design
- Amenity Landscape and Hardscape Design
- Outdoor Space Programming
- Entry Features and Project Signage
- Site Renderings and Modeling
- Existing Vegetation Maps
- Tree Inventory and Condition Analysis
- Tree Valuations and Tree Bonding
- Construction Phase Arborist Services
- Sports Field Consulting
- Plant and Grass Warranty and Acceptance Inspections



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Urban Services

Land Surveying

Urban offers a full range of professional land surveying services. We use state of the art equipment and technology along with time tested methods to produce surveys with a high level of both accuracy and precision. Some of the technology now employed by our survey crews to save our clients time and money include drones for low level aerial topography and imagery, 3-D laser scanning, one-person GIS field crews, as well as more traditional survey methods when site conditions so dictate. In the office, our licensed surveyors possess a wealth of knowledge and experience that allow them to correctly make the difficult judgment calls that are sometimes required from complex land surveying situations.

Urban's field crews are all equipped with wireless networking capabilities, which allows them to bypass the office and report directly to their job sites. Information is uploaded and downloaded remotely between the survey crews and office, saving travel time and increasing efficiency and productivity. In this way we are able to respond quickly to our client's requests, even urgent and last minute requests that are often unavoidable in the land development industry. We understand that survey, especially construction stakeout, can often be critical path on a project, and we work hard to ensure that Urban is able to keep up with the demands of this fast paced industry.

Partial List of Land Surveying Services:

- 3-D Laser Scanning (High Definition Surveying)
- Drone Obtained Topography and Imagery
- GPS Surveys
- GIS Mapping
- Utility Mapping
- Utility As-Built
- Construction Stakeout
- Bathymetric Surveys
- Subdivision and Easement Plats
- Boundary and ALTA Surveys
- Title Review
- Deed Research
- Right of Way Dedications and Vacations
- Quit Claim Plats
- Condominium Plats
- Legal Descriptions
- Condemnation Plats and Plats of Taking
- Topographic Surveys
- Aerial Mapping and Control



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Urban Awards

Summary of Awards

Urban is proud of our successful history of working in Fairfax County over the past 50-plus years. In that time, we've learned that a civil engineer's work can often be overlooked and underappreciated when evaluating development projects; however, we are fortunate to serve in a locality where excellence is regularly recognized. Since 2000, Urban is extremely grateful to have been the recipient of no less than 15 Fairfax County Land Conservation and Tree Preservation Awards, including 5 awards for Outstanding Engineering Firm.

Land Conservation and Tree Preservation Awards

Most recently, we have been awarded two 2017 Land Conservation Awards for Metro Center Buildings 1 and 2 in the Large Commercial Category and the Outstanding Engineering Firm for our work on the Walhaven Woods project. We were also presented with a 2017 Tree Preservation Award for the Overture Fair Ridge project.



Fairfax County Land Conservation Awards

ESI and Other Recognition

In 2018, we were awarded the ESI Plan Excellence Award for our Tall Oaks Shopping Center Redevelopment Site Plan. In addition, we have repeatedly been recognized by ESI for Quality Plan Preparation in Fairfax, Loudoun, and Fauquier Counties. We have also been fortunate enough to be recognized for our work by NAIOP's Award of Merit in 2013 for our services on the Patriot Ridge project along Backlick Road in Fairfax County.

ESI/LDS PLAN EXCELLENCE AWARDS



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David McElhaney, P.E.
Principal

- Bachelor of Science, Civil Engineering, University of Maryland, 1986
- Employed at Urban, Ltd. since 1995
- 32 years of experience in Fairfax County
- Virginia Professional Engineer #22048
- ESI Designated Plans Examiner – Fairfax County #19
- Member of Fairfax County DPWES Process Improvement Committee
- Board of Directors for Fairfax County Workhouse Arts Center

Mr. McElhaney has over 32 years of design, planning and management experience in every aspect of land development in Fairfax County. He is proficient in the entire development process including feasibility studies, residential planning, institutional site planning, preliminary engineering, hydraulic and hydrologic analysis, public meetings, regulatory review coordination, rezonings, final design and construction documents, team management, permitting, construction administration and bond release. Mr. McElhaney has designed and managed a multitude of large and small residential, commercial, mixed use, institutional, and public works projects.

Mr. McElhaney has extensive experience in the Fairfax County development plan process including preparation, processing and approvals of Comprehensive Plan Amendments, Special Exceptions, Special Use Permits, Rezonings, Subdivision Plans, Concept Plan Amendments, House Grading Plans, Site Plans, and Minor Site Plans. He has worked closely with County engineering and planning staff, members of the Board of Supervisors, Planning Commissioners, public citizen groups, state and other local agencies. His clients include: The Peterson Group; Winchester Homes; Pulte Homes; The Christopher Companies; Renaissance Homes; WCI; Avalon Bay Communities; Carr Homes; Gulick Group; Fairfax County Department of Public Works and Environmental Services; Hunter Development; Van Metre Companies; Greenvest, LLC; Brookfield Homes; NVR Homes; Centex Homes; Reston Land; The Brambleton Group; Fairfax Water; Loudon County Public Schools; Virginia Department of Transportation; Loudoun Water; Stanley Martin Communities; and Willowsford Communities.

Mr. McElhaney has been hired as an expert witness on multiple occasions and has provided analysis, studies, land planning exhibits, deposition and testimony to assist in the resolution of land value disputes. His personal involvement in a multitude of engineering projects and development plans enables him to provide meaningful assessment of land development issues. His most recent expert witness work was for the Capital One Project located in McLean, Virginia.

Mr. McElhaney has been recognized by the Engineers Surveyors Institute (ESI) as a Quality Designated Plans Examiner. Additionally, Mr. McElhaney has been awarded multiple land conservation design awards by Fairfax County. Mr. McElhaney is also on the Board of Directors for the Workhouse Arts Center.



Chris Myers, P.E.
Senior Associate

At a Glance:

- Bachelor of Science, Civil Engineering, Virginia Tech, 1997
- Started career with Urban, Ltd. in 1998
- 20 years of experience in Fairfax County
- Virginia Professional Engineer #038188
- ESI Designated Plans Examiner
 - Fairfax County (DPE eligible pending completion of peer review)
 - Loudoun County #109
- Volunteer Member of Fairfax County SWM Steering Committee
- Presenter for Fairfax County DPWES Building Design Branch Quality Control Seminar
- Appointed Member of Loudoun County FSM Public Review Committee

Mr. Myers has 20 years of experience in all aspects of land development including entitlement, preliminary engineering, construction documents, construction administration and post construction services. His extensive experience in Fairfax County dates to 1998 when he began his career at Urban. He has helped realize the completion of Fairfax Corner, Faircrest, Laurel Hill, Spring Hill, Metro West, and many other projects. He has been responsible for the delivery of over 5,000 single family detached, attached and multi-family units; 11 new schools; countless miles of new and widened roads; and dozens of other site plans for commercial, industrial and public uses.

Mr. Myers's expertise includes feasibility analysis and preliminary engineering, project scheduling, zoning and proffer compliance and interpretations, stormwater management, water quality analysis, site and subdivision grading, utility design, erosion and sediment control, floodplain studies, sitework specifications, quality control, and construction administration. He prides himself on the relationships he has developed with staff at all levels of Fairfax County, VDOT, and the other outside agencies. These relationships, especially those with Branch Chiefs and other senior staff, have enabled him to navigate difficult and unique land development applications through the approval process, earning repeat business from his clients.

Mr. Myers's successful project philosophy is founded on clear and effective communication, superior responsiveness, and efficient and innovative design practices. His team has delivered on-time and on-budget results on a consistent basis by anticipating potential challenges ahead of time; by responding immediately to any issues as they arise; and by developing and maintaining strong working relationships with clients, other consultants, contractors, review agency staff and all other project stakeholders.

Most recently, Mr. Myers has begun providing design services for DPWES Building Design Branch. In a matter of just a few months, he earned the trust of his contacts there, such that he was asked to present a seminar about quality control review of civil engineering drawings to a group of over 50 Fairfax County employees, most of whom did not have civil engineering backgrounds. Mr. Myers received extremely positive feedback about the depth and quality of his presentation from both the attendees and from the County employee who asked him to give the presentation.



Blair Shields, E.I.T.
Project Manager

At a Glance:

- Bachelor of Science, Civil Engineering, UNC - Charlotte, 2013
- Started career with Urban, Ltd. in 2013
- 5 years of experience in Fairfax County
- Virginia Construction and Professional Services Manual Certified
- ESI Designated Plans Examiner
 - Loudoun County (DPE eligible pending completion of peer review)

Throughout his five years of experience in Fairfax County, Mr. Shields has worked on multiple projects ranging from private single family detached, attached and multi-family units to commercial and public use sites. Beginning in 2013, he has been involved with projects such as Metro West, Avenshire, Chestnut Place, West Grove, and the Fairfax County Salt Storage

Facilities, among others. Mr. Shields' contributions to such projects start at the preliminary engineering stage and continue into final engineering. He has also provided construction administration and post construction services to subdivision projects as well as public school projects.

During his career at Urban, Mr. Shields has fostered extensive knowledge in a litany of aspects involved with preliminary and final engineering. He has performed feasibility analyses for both private subdivisions as well as public schools going through the site selection process. Mr. Shields also has experience with site grading, utility design, and erosion and sediment control during his work on both public and private projects. Stormwater management and water quality analysis are his main area of expertise during the project design phase. Mr. Shields has attended several workshops and seminars aimed at bringing the private and public sectors together to have a better understanding of stormwater management and water quality code requirements and their interpretations. This has allowed Mr. Shields to develop good working relationships with Fairfax County staff members, particularly reviewers.

Although not located in Fairfax County, Mr. Shields has had the opportunity to work on several public use sites for VDOT and several public school projects, offering invaluable experience on larger scale projects being developed by the public sector. This has been especially beneficial in his experiences with sitework specifications and construction administration, as well as a firm understanding of the public bidding process stemming from his Construction and Professional Services Manual (CPSM) training offered by the State of Virginia.

The relationships with both County staff and the team members working on projects, as well as efficient design practices are the basis of success for Mr. Shields' projects. He and his team members have consistently met project deadlines and requirements through dedication to the project, steady communication, and quick responsiveness, as well as being proactive to any potential problems throughout the life of the project.



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Urban Project Examples

Fair Ridge Assisted Living

Location:

Fairfax County, Virginia

Services Provided:

Legislative Applications, Site Design, Surveying, Landscape Architecture

Client:

Greystar
Mr. Andrew Mest
(703) 677-9118

Dates of Service:

2006 – 2018

Project Overview:

Fair Ridge Assisted Living is a 7-acre assisted living facility in the Sully District of Fairfax County along Fair Ridge Drive. The site consists of two assisted living buildings, totaling 190,000 square feet and 200 residential units with multiple courtyard amenities and a pool area. To accommodate the residents, all outdoor amenity spaces were designed for ADA accessibility.

Urban's responsibilities include site studies and feasibility, field surveys, site layout and grading, utility studies and surveys, water and sanitary sewer infrastructure layout and design, easement plats, utility as-builts, erosion and sediment control, construction coordination, and landscape architecture. Urban prepared and processed the Generalized Development Plan, Special Exception Plat and Site Plan. We were also responsible for construction administration and completing all of the state stormwater permit inspections and reports.

Construction drawing design included coordination with an offsite stormwater management pond, an extensive tree save area north of the property, and tying into the public park trail system to the east.

Colt's Neck Senior Living Center

Location:

Fairfax County, Virginia

Services Provided:

Proffer Condition Amendment, Civil Engineering, Surveying, Landscape Architecture, Arborist Services

Client:

Atlantic Realty Companies
Mr. David Ross
(703) 760-9500

Dates of Service:

2007 – 2018

Project Overview:

Colt's Neck Senior Living Center is a 215,000 square foot independent and assisted living facility located in Reston, Virginia. 20 percent of the independent living units will be delivered as affordable dwellings. The project consists of a five-story building with 192 units, underground and surface parking, and numerous amenities on site. The onsite amenities include a memory care garden and a trail with active recreation stations that connects to the overall Reston trail network. Development of the site was constrained by an onsite intermittent stream and associated conservation area, which required extensive coordination with the Owner, Architect and County staff to minimize and mitigate disturbance while still meeting project goals. The site water quality controls are provided by underground filter systems.

Urban has worked on this project since its inception in the mid 2000's with a Proffer Condition Amendment (PCA) until present day, as construction of the facility is nearing completion. In addition to our services for the PCA and Site Plan, Urban also provided VDOT permitting services for the project.



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Urban Project Examples

Renaissance Senior Living of Annandale

Location:

Fairfax County, Virginia

Services Provided:

Civil Engineering, Surveying,
Landscape Architecture, Arborist
Services

Client:

Grace Healthcare PCA
Mr. Craig Taylor
(423) 424-1842

Dates of Service:

2014 – 2018

Project Overview:

Renaissance Senior Living of Annandale is a 31,000 square foot assisted living, memory care facility with 24 units located in Annandale, Virginia. The project consists of a one-story memory care facility, surface parking, utility infrastructure and a walkthrough courtyard with landscape and hardscape features. Urban's landscape architects provided detailed Construction Drawings for the landscape and hardscape design.

Urban's civil engineers designed two underground stormwater systems to handle stormwater quantity, and two Filtertraps and a Stormfilter to handle water quality. The flat topography of the site was a challenge during design that required careful considerations when establishing proposed site grades and storm sewer system inverts.

Prior to beginning the project, Urban and the Owner's attorneys worked closely with Fairfax County staff to ensure that the Special Exception, which was approved in 2001, remained valid for the site. Once validity was determined by Fairfax County, Urban worked aggressively so that the developer was able to meet the expiration date of the validity determination.

Spring Hill Active Adult

Location:

Fairfax County, Virginia

Services Provided:

Site Plan, Surveying, Landscape
Architecture

Client:

Pulte Homes
Mr. Jeff Edelman
(703) 359-7495

Dates of Service:

2003 – 2015

Project Overview:

Urban prepared and gained approval of a Site Plan for the Spring Hill Active Adult Community on the site of the old Lorton Prison. Upon completion of the improvements per the Site Plan prepared by Urban, Spring Hill consisted of a gated community with 32 single family attached units, 149 single family detached units, 125 multi-family units in five buildings, a clubhouse facility with a pool, and several onsite amenity areas, such as a putting green and pocket parks.

Urban was awarded the Site Plan work on the Spring Hill site by Pulte, instead of the engineer who had prepared the legislative application, based on our successful performance with Site Plans and Subdivision Plans for Laurel Hill and Faircrest in Fairfax County in the early 2000's.

Urban's design services on Spring Hill also included site plan provisions for a publicly owned and operated sanitary sewage pump station. We also designed an offsite stormwater management facility to serve both the Spring Hill Community as well as the adjacent Laurel Hill Golf Course, which integrated it as a golf course feature.



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Urban Project Examples

Reston Station

Location:

Fairfax County, Virginia

Services Provided:

Surveying, Land Planning,
Legislative Applications, Site
Design, Landscape Architecture

Client:

Comstock Companies and MWAA
Mr. Larry Bergner
(703) 230-1284

Dates of Service:

2002 – Ongoing

Project Overview:

Reston Station is a jointly funded, PPEA project between private developers and Fairfax County. It is a mixed use Transit Oriented Development located above the Metro parking structure associated with the Wiehle East Metro station. Urban initially worked with Fairfax County and the Metropolitan Washington Airports Authority (MWAA) to design site work improvements for a 2,300-space garage, park and ride facilities, onsite transportation improvements, and pedestrian connectivity to the Metro platform. Urban then provided additional services for the private developer to design improvements for 1.3 million square feet of residential, office, hotel, and retail uses above the garage.

Urban's services for the project included land planning, zoning and entitlement, comprehensive sign plans, landscape architecture, civil engineering, land surveying and survey plats. Urban helped coordinate key aspects of the project between Fairfax County staff, MWAA and the private developer. Reston Station is a high profile, high visibility project, the successful completion of which demonstrates Urban's ability to deliver results to a diverse group of clients with differing goals and interests, all while operating under the often-complicated PPEA funding mechanism.

Residences at Government Center

Location:

Fairfax County, Virginia

Services Provided:

Land Planning, Legislative
Application, Civil Engineering,
Surveying, Landscape Architecture

Client:

Comstock Companies
Mr. Larry Bergner
(703) 230-1284

Dates of Service:

2004 – 2008

Project Overview:

The Residences at Government Center is a Department of Housing and Urban Development (HUD) funded multi-family project consisting of 240,000 square feet of residential dwelling space and an underground garage. Unique design elements were incorporated into the project in coordination with Fairfax County, including natural surface walking trails, outdoor swimming pools, designated children's play area, outdoor courtyards, an indoor gym, multi-purpose conference rooms, a business center, leasing office and a coffee bar.

At a time when innovative water quality measures were still relatively uncommon, Urban proposed water quality design measures that were comprised of aesthetically pleasing elements to help augment the adjacent natural environment. Urban's basic services included land planning, preparation of zoning and entitlement documents, comprehensive sign plans, landscape architecture, civil engineering, surveying and plats.



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Urban Project Examples

The Parker – Eisenhower Avenue

Location:

Fairfax County, Virginia

Services Provided:

Surveying, Feasibility Study,
Legislative Applications, Site
Design

Client:

MRP Realty
Mr. John Begert
(703) 899-8299

Dates of Service:

2010 – 2016

Project Overview:

The Parker is a 360-unit, 365,000-square foot multi-family building located along Eisenhower Avenue in the Alexandria section of Fairfax County. The building includes two courtyards, a pool, a gym and health center, and a 5-story open-air parking garage. Adjacent to both WMATA right of way and Cameron Run, extensive coordination with WMATA, local, state, and federal agencies was required to ensure a smooth transition from preliminary layout through the rezoning and site plan process, and ultimately administering construction.

Urban's experience on The Parker project is representative of numerous other privately funded multi-family projects for which Urban has provided services in the recent past. Another nearby example of a similar project is the Courts at Huntington Station, which is a complex of four buildings totaling 416 multi-family units Fairfax County. Of note, Urban provided detailed amenity landscape architecture services for the special-design courtyards that were coordinated with the structural engineer. There are a multitude of other multi-family projects for which Urban has provided a full range of land development services as well. Other similar marquee projects by Urban have included Fairfax Corner, Metro West, Dunn Loring Metro, and Reston Town Center, among many others.

Reston Town Center North

Location:

Fairfax County, Virginia

Services Provided:

Legislative Applications,
Preliminary Engineering,
Surveying, Arborist Services

Client:

Inova Health Care Services
c/o Sittler Development Services
Mr. David Sittler
(703) 668-3707

Dates of Service:

2015 – Ongoing

Project Overview:

Reston Town Center North will be the redevelopment of 47 acres in Reston. The project is being developed as a PPEA between Inova Health Care Services and Fairfax County. Current Development Plans call for in excess of 2,300 multi-family units and more than 1.8 million square feet of non-residential floor area. The design of the project will include significant public park spaces just north of the existing Reston Town Center, as well as a new grid of streets to serve the pending development.

Urban is currently working with Inova and Fairfax County to develop land plans, perform preliminary engineering studies, and prepare legislative applications for what would become the latest marquee addition to Reston and one of the first and largest updates to a major existing land use in Reston.

Town Center North is just one of the latest projects that Urban is involved with in the Reston community. Urban has been a key player in the development, and redevelopment, of Reston since the 1970's. Much of Urban's foundational success as a firm is owed to our participation in Fairfax County development applications related to Reston. We are confident that Town Center North will add to that history of success.



urban

Urban Project Examples

Silverado Memory Care

Location:

Alexandria, Virginia

Services Provided:

Legislative Applications, Site Plan, Surveying, Landscape Architecture

Client:

Cambridge Health Care
Mr. Graham Adelman
(804) 521-0550

Dates of Service:

2014 – 2018

Project Overview:

Silverado Memory Care is a 74,000 square foot memory care facility located in Alexandria, Virginia. The project consists of a three story building for 65 live-in residents; underground and surface parking; and various onsite amenities, including two “wander gardens” to provide outdoor enjoyment for the residents. There were numerous site constraints that challenged the development of the two-acre site, which required extensive coordination with the Owner, Architect, and locality staff to achieve the project vision and goals. Urban worked closely with the Owner and the surrounding community to address concerns identified during the Rezoning and Development Special Use Permit process. Urban’s efforts addressing citizen concerns resulted in the timely approval of both applications.

Of special note, the site water quality and quantity controls are provided by underground filter and detention systems to maximize the above ground development potential of the site. Due to the lack of depth of the surrounding storm sewer systems, the underground facilities were designed to discharge via a redundant pump system with special provisions for overland relief in the event of extreme rainfall events.

Heritage Village Townhomes

Location:

Fairfax County, Virginia

Services Provided:

Constructability Review, Site Plan Revisions

Client:

Ryan Homes
Mr. Brett Cameron
(703) 259-6800

Dates of Service:

2018 – Outgoing

Project Overview:

Ryan Homes is building 67 townhomes in the first phase of the Heritage Mall redevelopment in Annandale. Urban was initially hired by Ryan Homes to prepare Site Plan Revisions on a building-by-building basis so that they could obtain building permits. Urban was not the engineer of record for the approved site plan, so upon receipt of the site plan information by others, we performed a review of the plan to protect our client from any unforeseen issues.

Based on our expertise of good engineering and construction practices, we discovered numerous constructability issues in the approved plan, which would have affected Ryan Homes’ ability to construct their units. In addition, using our extensive knowledge of the Fairfax County Zoning Ordinance, PFM, County Code, Technical Bulletins and Land Development Notices, we made Ryan Homes aware of several instances where the approved site plan did not meet Fairfax County regulations that were in effect at the time of the plan’s approval. Armed with this information, Ryan Homes asked the developer from whom they had purchased the lots to make changes to the approved site plan so that Ryan Homes would not be responsible for solving site-related issues during house construction. Urban’s knowledge of Fairfax County and our proactive review of what we viewed as a substandard plan likely saved Ryan Homes a significant amount of money and countless days of delay.



urban

Urban Project Examples

Fairfax County Salt Storage Facilities

Location:

Fairfax County, Virginia

Services Provided:

Preliminary Engineering and Feasibility, Site Plan, Surveying, Arborist Services and Landscape Architecture

Client:

Fairfax County DPWES
Ms. Ipek Aktuglu
(703) 324-1751

Dates of Service:

2017 – Ongoing

Project Overview:

Urban is currently providing civil engineering and surveying services to Fairfax County DPWES for the planning and construction of two salt storage facilities to be located on the Dulles Materials Facility and the Central Materials Facility sites. Urban is working directly with Fairfax County staff, including the current operations staff at each facility, to prepare plans for salt storage domes that will be located in such a manner that the current operations of each yard will not be interrupted during construction. The funding for each project is very limited, so Urban is working closely with County staff to develop low cost alternatives that still meet County and State development regulations.

As a result of Urban's dedicated efforts on these projects and our demonstrated knowledge of the Fairfax County process, the DPWES staff responsible for the salt storage facilities recommended Urban as the preferred civil engineer on another County-funded project being managed by others at DPWES. The scope of this other project includes surveying and site feasibility, both of which Urban is currently in the process of performing for Fairfax County. Urban is extremely proud that we were able to earn the trust of County staff to be awarded multiple projects in such a short time.

Brambleton VHDA-Funded Projects

Location:

Loudoun County, Virginia

Services Provided:

Legislative Application, Site Design, VHDA Compliance, Surveying and As-Built, Landscape Architecture, Arborist Services

Client:

Brambleton Group
Mr. Steve Schulte
(703) 722-2860

Dates of Service:

2012 – 2018

Project Overview:

Although not in Fairfax County, Urban has recently provided professional services for three Virginia Housing Development Authority (VHDA) funded projects in the Brambleton community in Loudoun County, Virginia. The Woods at Brambleton, Shreveport Ridge and Brambleton Active Adult are three separate projects for which Urban was responsible for all site entitlement and engineering, including detailed design considerations for accessibility improvements and Universal Design. The projects total more than 1,900 residential units. Brambleton Active Adult is being phased, and Urban is currently in the process of preparing Site Plans for the first several phases.

Urban actively participated in construction management for The Woods at Brambleton and Shreveport Ridge, which were both recently completed. Our services during construction included monthly progress meetings with the general contractor and VHDA representatives. Prior to each VHDA site inspection for draw requests, Urban performed their own site inspections with the contractor to confirm that construction tasks were either complete or at the stated percent of completion. Urban inspected the quality and correctness of the construction and its agreement to our construction drawings. Urban was also responsible for the design and as-built survey certifications of all site-wide accessible routes, including sidewalks, ramps, landings, and handrails. Detailed survey verification for all elements was provided to VHDA.

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:

Chris Myers

Signature/Date:



/ July 26, 2018

Company Name:

Urban, Ltd.

Address:

7712 Little River Turnpike

City/State/Zip:

Annandale, Virginia 22003

SSN or TIN No:

54-0976021



HARKINS

METHOD AND CORPORATE OVERVIEW

Founded in 1965, Harkins has become an industry leader in negotiated and design-build construction. With annual revenues over \$225 million and three locations serving the Mid-Atlantic region, Harkins has the capacity and bonding to meet the needs of our clients. Harkins is a diversified construction manager active in multifamily housing, senior living, commercial, institutional, and military facilities. Harkins also has extensive experience in all types of renovation (historical, in-place, total gut rehab) and working with federal, state, and local governments.

Throughout Harkins' history our trademark has been the negotiated contract, which combines our preconstruction expertise with professional onsite management. Clients in need of solid long-term projections have come to rely on our ability to make preliminary estimates become reality and to maximize quality for the least cost. Clients in need of quality projects delivered on time and within budget appreciate the experience and professionalism of our people. Our project managers and executives have an average tenure of over 20 years with Harkins.

Close and constant communication is maintained between preconstruction and construction management teams during the life of the project. We coordinate the design process and competitively bid subcontracts. Detailed costs of all components are tracked for current and future reference, and our construction managers are involved in the project's design stages, including drawing coordination and schedule development. Our way of doing business continues to produce construction excellence and repeat clients.

Associated Builders and Contractors has recognized Harkins as a nationally Accredited Quality Contractor for its commitment to safety, training, employee benefits, and community relations.

Harkins offers two services for each project undertaken: preconstruction expertise and onsite construction management. Both contribute equally to the success of any project and are most effective when interdependent.

Our preconstruction services, from estimating and value engineering to scheduling and coordination, are based on actual construction experience. The first thing we do is meet with our client to review the scope and understand their needs. A conceptual estimate is then prepared from takeoffs, unit prices, and historical cost data.

Once the scope and budget are established, the design process begins with Harkins personnel as active members of the design team. Being integrally involved in design decisions enables us to maintain cost control and to constantly update estimates to reflect design changes or new developments in the design concept. Continual monitoring of actual construction costs and interaction with construction management allows Harkins' preconstruction experts to recommend the products, materials, construction systems and design details that will provide the most efficient design for the money available. As a result, cost is controlled, quality is maximized, and precious time is saved from costly re-design during construction.

At various times during the design process Harkins' team will conduct a Structured Plan Review. This provides an independent review of the plans and specifications to eliminate design inconsistencies and maximize construction efficiency. The team also begins its construction planning by preparing the project schedule, staging plan, and subcontracting plan. Initial project goals are reviewed and finalized prior to construction. Harkins' preconstruction involvement allows the project to get a running start once construction begins.

During construction, our experienced and highly motivated personnel maintain a close and open relationship with the client and design team. In bi-weekly meetings with the client and architect, Harkins reviews job progress, the status of submittals, and other job issues. These meetings identify and prevent potential problems before they affect the construction process. Our onsite personnel use various controls to assist in the management of daily operations, such as shop drawing logs, material control logs, submittal logs, and Total Quality Management (TQM) logs. The TQM log is a unique tool developed by Harkins to request and track project information. Detailed daily reports and weekly schedules are prepared as well.

Harkins has an independent Vice President of Construction Excellence and a corporate Safety Director. Their job is to ensure that our construction excellence and safety plans are met on each project.

The Harkins Method is a successful blend of experience, instinct, and expertise that significantly reduces the construction time and cost on many projects. We welcome the opportunity to share our method and means of success with you.



OUR SAFETY APPROACH

- Project safety team
- Toolbox talks
- Project safety orientation and update meetings with all foreman and project teams
- Mandatory Safety Plan review for all who enter the jobsite
- Clean organized sites
- Drug and alcohol substance abuse policy
- Regular safety evaluations from Corporate Safety Director
- OSHA 30 trained site teams
- Project-specific safety plans on all projects
- Appropriate safety signage on all projects
- Fire Safety Plan and Marshalls on all projects
- Required PPE for all workers

**0.67
EMR**

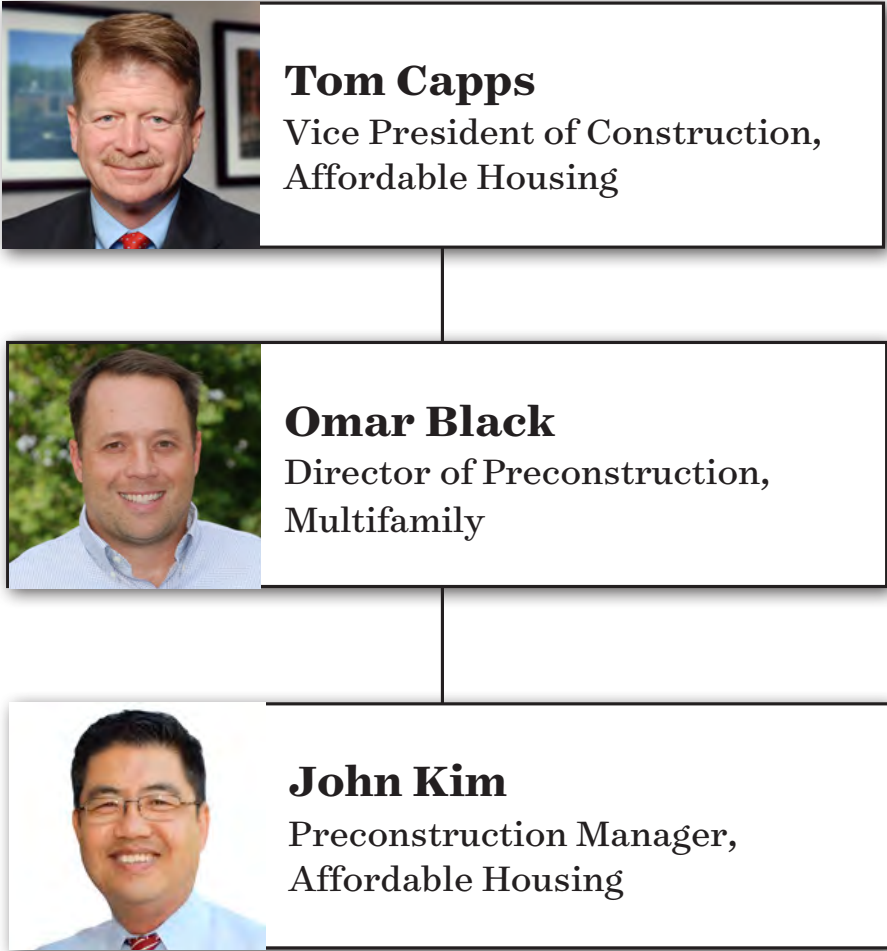
NATIONAL RANKINGS

TOTAL RECORDABLE INCIDENT RATE (TRIR)	TOTAL LOST TIME INCIDENT
2017: 1 / 418,298 x 200,000 = 0.47	2017: 1 / 418,298 x 200,000 = 0.47
2016: 0 / 368,931 x 200,000 = 0.00	2016: 0 / 368,931 x 200,000 = 0.00
2015: 1 / 354,548 x 200,000 = 0.56	2015: 1 / 354,548 x 200,000 = 0.56
2014: 1 / 354,183 x 200,000 = 0.56	2014: 1 / 354,183 x 200,000 = 0.56

EXPERIENCE MODIFIER RATE (EMR)	TOTAL MAN HOURS:
2016-2017: 0.67	2017: 418,298
2015-2016: 0.63	2016: 368,931
2014-2015: 0.71	2015: 354,548
2013-2014: 0.77	2014: 354,183



**Harkins is currently
consistently ranked
among the
Safest Builders**





Tom Capps

Vice President of Construction, Affordable Housing



EXPERIENCE

Harkins: 40 Years

BOARDS / OTHER SERVICE

Washington Metro Chapter of Associated Builders and Contractors, Board of Directors

TRAINING PROGRAMS

Harkins Executive Leadership Program

Tom joined Harkins in 1978 as an assistant site manager and worked on several highrise, post-tensioned, concrete office buildings with underground parking. He continued his tenure on highrise, concrete frame, residential projects in the City of Baltimore and Bethesda, Maryland. His inner city construction experience provides keen insight into staging and scheduling these types of projects. His dedication to his industry and Harkins has been impressive, resulting in a promotion to Vice President in 2012.

Tom has worked on midrise, wall-bearing and plank jobs, historic restorations, wood frame senior living, and the conversion of a hospital to a sub-acute facility. He has completed 15 renovation projects at a continuing care retirement community, as well as other senior living facilities in the Baltimore/Washington area. Tom has served on the board of directors of the Washington Metro Chapter of Associated Builders and Contractors, and remains active with their committees.

REPRESENTATIVE PROJECTS

Mary Harvin Center Senior Apartments
65,444 gsf / \$10M



Fulton-Gethsemane Village
66,557 gsf / \$10M



The Lutheran at Millers Grant
434,503 gsf / \$62M



Orchard Ridge Rental Phase V
80,200 gsf / \$12M



Omar Black

Director of Preconstruction, Multifamily

EXPERIENCE

Prior Industry: 10 Years / Harkins: 15 Years

EDUCATION

B.A. in History
St. Mary's College of Maryland, 1997

CERTIFICATIONS

LEED AP

Omar joined Harkins in 2003 and was promoted to his current position in 2016. His teams have produced significant results for projects over the years and with Omar's level of detail, technical knowledge, and high quality of volume produced, he has set the standard for our department. Omar has developed excellent client relations with many firms, and is well respected within our company and industry. He works closely in the multifamily group to be more collaborative and to bring consistency across all divisions, develop the estimating teams, and execute our goals.

As the director of preconstruction, multifamily, Omar is responsible for overseeing all preconstruction activities for multifamily construction. He manages the work assignments and staffing for the multifamily division. Additionally, Omar is responsible for maintaining positive relationships with clients, architects, developers, engineers, local building officials for projects, and Harkins employees.

REPRESENTATIVE PROJECTS

Accotink Village Apartments
348,625 gsf / \$42M



Orchard Ridge Rental Phase V
80,200 gsf / \$12M



Allendale Apartments
145,000 gsf / \$11M



Hollins House
111,300 gsf / \$10M



John Kim

Preconstruction Manager, Affordable Housing



EXPERIENCE

Harkins: 21 Years

EDUCATION

B.A. in Civil Engineering
Virginia Tech University, 1991

CERTIFICATIONS

Green Advantage Environmental
Certification
OSHA 30

John came in from the field to join the estimating department in 1998, and was promoted to senior estimator in 2002, then to preconstruction manager in 2006. He has worked on a large number of projects over the years, gaining extensive experience in wood frame apartments, renovation, affordable and senior living projects. His attention to detail, organizational skills, and superior client service have won the confidence of many of our most valued clients, and make him a valuable asset to the company.

As a preconstruction manager, John is responsible for reviewing project plans and specifications and developing a preconstruction design schedule that can be profitably implemented. He maintains a relationship with clients, architects, developers, engineers, local building officials, and Harkins employees.

REPRESENTATIVE PROJECTS

Cannery Village
64,359 gsf / \$9M



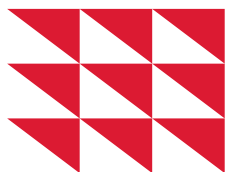
Stone Grove Crossing
90,105 gsf / \$11M



Riverwoods at Denton
83,368 gsf / \$10M



The Lodges at Naylor Mill II
50,542 gsf / \$6M



HARKINS

REPRESENTATIVE EXPERIENCE



JACKSON CROSSING

Alexandria, VA

Jackson Crossing is AHC Inc.'s first affordable apartment community in Alexandria, VA.

The five-story, 78-unit affordable apartment complex includes one-, two-, and three-bedroom apartments, and serves families earning 60% or less of the area median income (AMI). The structure, comprising four stories of wood frame construction on top of a concrete podium, is located on Route 1 across from the Potomac Yards shopping center on what was a zero-lot-line site. It provides underground parking for residents, a rooftop patio, onsite management, and a community space. Because of its sea level elevation and proximity to the Potomac River, deep foundations were installed to support the footings.

The Alexandria City Council approved the new affordable housing project in January 2013. The city loaned \$2.5 million to AHC and also transferred a city-owned parcel of land at 3600 Jefferson Davis Highway to AHC for the project. Six privately owned parcels controlled by AHC made up the rest of the joined plot. Harkins demolished the houses on these properties to make way for the new structure.

AHC INC.

Contact: Tom Wallinga
(703) 486-0626
wallinga@ahcinc.org

BONSTRA | HARESIGN ARCHITECTS

Contact: Rob McClennan
(202) 588-9373
rmcclennan@bonstra.com

NEW MIXED USE APARTMENTS AND PARKING

78 Units / 106,165 gsf
Wood Frame / Conc. Podium

\$16,100,000

Notice to Proceed: 4/3/14
Substantial Completion: 12/18/15



THE SHELL

Arlington, VA

The Shell – named for the gas station that occupied this site – is an 83-unit affordable apartment building in the Columbia Heights West neighborhood of Arlington, VA. The structure includes a concrete podium encompassing one-and-a-half levels of parking below grade and an above grade structure that provides two levels of parking and 7,000 sf of 20' retail space on Columbia Pike. Five levels of apartments were built on top of the podium, using the Infinity steel structural system with concrete decks. The structure surrounds a central courtyard.

Ninety percent of the building skin is brick, including the courtyard. The project is EarthCraft certified and features an intensive green roof. Nineteen apartments are affordable to households earning 50% Area Median Income (AMI) and 64 units are for households earning 60% AMI.

The site is next door to Harvey Hall Apartments on Greenbrier Street, which is also owned by AHC Inc.

AHC INC.

Contact: Tom Wallinga
(703) 486-0626
wallinga@ahcinc.org

CUNNINGHAM | QUILL ARCHITECTS

Contact: Scott Matties
(202) 337-0090
smatties@cunninghamquill.com

NEW MIXED USE APARTMENTS AND RETAIL PARKING

83 Units / 175,425 gsf
Infinity / Steel Stud Bearing

\$21,325,902

Notice to Proceed: 5/6/13
Substantial Completion: 3/16/15



RIVERWOODS AT LAKE RIDGE

Woodbridge, VA

Riverwoods at Lake Ridge is a 72-unit, two-building wood frame apartment project. The site in Woodbridge, VA was pad-ready. The buildings were designed as three-four splits, with the lowest level including common area space and 36 garage bays. The top three floors include 72 apartments. Demolition and modifications to the paving, utilities, and site concrete were necessary to achieve the needs of the project.

OSPREY PROPERTY COMPANIES

Contact: Andrew Hanson
(410) 337-8240
ahanson@ospreypc.com

KTGY GROUP, INC.

Contact: Chip Baker
(703) 992-6116
cbaker@ktgy.com

NEW MULTIFAMILY APARTMENTS

72 Units / 142,370 gsf
Wood Frame

\$10,025,000

Notice to Proceed: 7/15/13
Substantial Completion: 10/31/14



VHDA PROJECTS

07/18

31 projects

4,115 units / 4,725,262 gsf

\$382,865,018

PROJECT NAME LOCATION	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE PROJECT TYPE	CONTRACT VOLUME COMPLETION DATE
The Berkeley Arlington, VA	AHC Inc. MTFA Architecture	256 Units / 373,050 gsf Apartments	07/20 \$ 56,700,000
Culpepper Garden I Renovations Arlington, VA	Arlington Retirement Housing Corporation Grimm + Parker Architects	210 Units / 156,480 gsf Senior Independent	06/20 \$ 22,700,000
St. James Plaza Alexandria, VA	AHC Inc. Cunningham Quill	93 Units / 149,200 gsf Mixed Use - Apts/Parking	03/18 \$ 22,700,000
Wexford Manor Apartments Falls Church, VA	Wesley Housing Development Corp. Wiencek + Associates Architects + Planners	74 Units / 70,002 gsf	10/17 \$ 7,564,959
Woodbury Park Apartments Arlington, VA	AHC Inc. Collins & Kronstadt	364 Units / 349,297 gsf Apartments	11/16 \$ 30,960,296
Wicklow Apartments Fredericksburg, VA	Osprey Property Companies LLC Edward H. Winks - James D. Snowa Architects	96 Units / 98,880 gsf Apartments	02/16 \$ 3,565,267
Jackson Crossing Alexandria, VA	AHC Inc. Bonstra Haresign Architects	78 Units / 106,165 gsf Mixed Use - Apts/Parking	12/15 \$ 16,100,000
Buckingham Village Parcel B Arlington, VA	Telesis Corporation Wiencek + Associates Architects + Planners	48 Units / 44,003 gsf Apartments	07/15 \$ 5,599,293
Victoria Park at Woodbridge Woodbridge, VA	Osprey Property Companies LLC Edward H. Winks - James D. Snowa Architects	110 Units / 91,272 gsf Senior Independent	06/15 \$ 2,639,510
The Shell Arlington, VA	AHC Inc. Cunningham Quill	83 Units / 167,730 gsf Mixed Use - Apts/Retail/Parking	03/15 \$ 21,325,902



VHDA PROJECTS

07/18

PROJECT NAME LOCATION	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE PROJECT TYPE	COMPLETION DATE CONTRACT VOLUME
Riverwoods at Lake Ridge Woodbridge, VA	Osprey Property Companies LLC KTTY Group, Inc.	72 Units / 142,370 gsf Apartments	10/14 \$ 10,025,000
Shreveport Ridge Ashburn, VA	TM Associates/Windy Hill LeMay Erickson Willcox Architects	98 Units / 116,295 gsf Townhomes For Rent	10/14 \$ 11,000,000
Suburbia Fairfax Fairfax, VA	Community Preservation and Development Corporation Wiencek + Associates Architects + Planners	54 Units / 55,500 gsf Apartments	08/12 \$ 3,050,613
Buckingham Village III Arlington , VA	Telesis Corporation Wiencek + Associates Architects + Planners	92 Units / 93,825 gsf Apartments	12/11 \$ 10,605,702
Tripod Housing Scattered Sites Arlington, VA	AHC Inc. Zavos Architecture + Design	103 Units / 94,890 gsf Apartments	09/11 \$ 5,117,543
The Jordan Arlington, VA	AHC Inc. Bonstra Haresign Architects	90 Units / 97,588 gsf Mixed Use - Apts/Parking	08/11 \$ 11,567,393
Columbia Grove Arlington, VA	Arlington Partnership for Affordable Housing Collins & Kronstadt	208 Units / 180,600 gsf Apartments	12/09 \$ 6,946,218
The Shelton Arlington, VA	AHC Inc. Bonstra Haresign Architects	94 Units / 141,788 gsf Mixed Use - Apts/Retail/Parking	11/08 \$ 18,348,050
Gates of Ballston Community Center Arlington, VA	AHC Inc. Collins & Kronstadt	9,918 gsf Community Center	07/08 \$ 2,840,308
Chesterbrook Residences McLean, VA	Chesterbrook Residences, Inc. Grimm + Parker Architects	97 Units / 72,854 gsf Assisted Living	10/07 \$ 8,750,524



VHDA PROJECTS

07/18

PROJECT NAME LOCATION	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE PROJECT TYPE	COMPLETION DATE CONTRACT VOLUME
Gates of Ballston Arlington, VA	AHC Inc. Collins & Kronstadt	464 Units / 425,595 gsf Apartments	08/07 \$ 29,103,956
Gates of Ballston - Condo Arlington, VA	AHC Inc. Collins & Kronstadt	19 Units / 22,800 gsf Condominiums	08/06 \$ 2,933,361
Orchard Mills Dale City, VA	Orchard Development Corporation Pinnacle Design & Consulting, Inc.	280 Units / 320,121 gsf Apartments	04/04 \$ 14,560,000
The Landings @ Markham's Grant III Woodbridge, VA	National Housing Corporation Warner & Associates	162 Units / 180,539 gsf Apartments	04/03 \$ 8,498,726
Maple Avenue Apartments Purcellville, VA	Orchard Development Corporation Design Collective, Inc.	60 Units / 80,064 gsf Apartments	04/02 \$ 4,115,806
Sky Terrace Town Homes Stafford, VA	RST Development, LLC Warner & Associates	187 Units / 280,690 gsf Townhomes For Rent	02/02 \$ 12,352,855
Crestview Apartments Fredericksburg, VA	National Housing Corporation Warner & Associates	180 Units / 220,382 gsf Apartments	09/00 \$ 9,249,200
Stonegate Apartments Stafford, VA	National Housing Corporation Warner & Associates	180 Units / 224,169 gsf Apartments	06/00 \$ 8,925,887
Park Ridge Section 6C Garrisonville, VA	RST Development, LLC Warner & Associates	24 Units / 34,728 gsf Townhomes For Rent	10/99 \$ 1,382,296
Timber Ridge Townhomes Fredericksburg, VA	RST Development, LLC Warner & Associates	147 Units / 188,377 gsf Townhomes For Rent	07/99 \$ 8,244,633



VHDA PROJECTS

07/18

PROJECT NAME LOCATION	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE PROJECT TYPE	COMPLETION DATE CONTRACT VOLUME
Park Ridge Townhomes Garrisonville, VA	RST Development, LLC Warner & Associates	92 Units / 136,090 gsf Townhomes For Rent	04/99 \$ 5,391,720

HARKINS BUILDERS INC. - PROJECTS WITHIN PAST 3 YEARS

Project Name	Location	Units	Current Status	Completion Date	Reference	Reference Firm	Role of Reference	Reference Address	Reference Tel No.
The Berkeley Culpepper Garden I	Arlington, VA	256	Under Construction	7/4/2020	Tom Wallinga	AHC Inc.	Client	2230 North Fairfax Drive, Suite 100, Arlington, VA	703-486-0626
	Arlington, VA	210	Under Construction	6/1/2020	Linda Kelleher	ARHA / Wesley Housing	Client	4435 N. Pershing Drive, Arlington, VA	703-528-0162
Mt. Jezreel Senior Housing	Silver Spring, MD	75	Completed	7/17/2018	Sarah Constant	Mission Firm Housing	Client	1330 New Hampshire Avenue, NW, Suite 116, Washington, DC	202-233-3403
Brightview Annapolis	Annapolis, MD	165	Completed	5/11/2018	Carmen Gilmore	Brightview Senior Living	Client	218 N. Charles Street, Suite 220, Baltimore, MD	410-962-0595
St. James Plaza	Alexandria, VA	93	Completed	3/1/2018	David Brotman	AHC Inc.	Client	2230 North Fairfax Drive, Suite 100, Arlington, VA	703-486-0626
Wexford Manor Apartments	Falls Church, VA	74	Completed	10/1/2017	Judith Cabelli	Wesley Housing	Client	2802 Hollywood Road, Falls Church, VA	703-642-3830
Brightview Perry Hall Expansion	Perry Hall, MD	63	Completed	8/25/2017	Carmen Gilmore	Brightview Senior Living	Client	218 N. Charles Street, Suite 220, Baltimore, MD	410-962-0595
Woodbury Park Apartments	Arlington, VA	364	Completed	11/15/2016	Michelle Chang	AHC Inc.	Client	2230 North Fairfax Drive, Suite 100, Arlington, VA	703-486-0626
Wicklow Apartments	Fredericksburg, VA	96	Completed	2/1/2016	James Riggs	Osprey Property Companies	Client	175 Admiral Cochrane Drive, Suite 201, Annapolis, MD	410-337-8240
Jackson Crossing	Alexandria, VA	78	Completed	12/18/2015	Nick Bracco	AHC Inc.	Client	2230 North Fairfax Drive, Suite 100, Arlington, VA	703-486-0626
Monticello Gardens	Falls Church, VA	794	Completed	9/15/2015	Chris Hanessian	Snell Construction	Client	4600 North Fairfax Drive, Suite 1000, Arlington, VA	703-524-4800
Buckingham Village Parcel B	Arlington, VA	48	Completed	7/15/2015	Bert Mason	Telesis	Client	1101 30th Street, NW, 4th Floor, Washington, DC	202-295-1213
Victoria Park at Woodbridge	Woodbridge, VA	110	Completed	6/9/2015	Andrew Hanson	Osprey Property Companies	Client	175 Admiral Cochrane Drive, Suite 201, Annapolis, MD	410-337-8240
The Shell	Arlington, VA	83	Completed	3/16/2015	Tom Wallinga	AHC Inc.	Client	2230 North Fairfax Drive, Suite 100, Arlington, VA	703-486-0626

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:**

__Larry Kraemer__

Signature/Date:

 __7/26/2018__

Company Name: __Harkins Builders, Inc. __

Address: 10490 Little Patuxent Parkway, Suite 400__

City/State/Zip: Columbia, MD 21044__

SSN or TIN No: __52-1010362__

Odin, Feldman & Pittleman, P.C., a full-service law firm located in Reston, Virginia, serves clients in the Washington, D.C. metropolitan area and throughout the nation. Established in 1972, we have grown to more than 60 attorneys who offer experience in practice areas spanning the legal issues facing the businesses, non-profit organizations and individuals we serve.

Our attorneys partner with each client to understand their legal and business goals. Working together with our clients, we develop and vigorously implement strategies to achieve these goals, always weighing the need for legal work against the risks, costs and benefits.

Our clients appreciate our accessibility, responsiveness, versatility and creativity. Our keen insight of how legal issues impact your business, life, and bottom line, combined with our commitment to protect your interests, has fostered relationships that span decades. Many of our attorneys have worked at Odin, Feldman & Pittleman, P.C. a majority, if not all, of their careers.

One reason for this is each attorney may choose their own practice areas enabling them to pursue areas that interest them. Even our Associates work on meaningful cases, gaining a lot of experience early in their careers.

The Story Of Odin, Feldman & Pittleman, P.C.

In 1967, when Dexter Odin was working as Fairfax County's first county attorney and hired David Feldman as an assistant county attorney, neither could have imagined that was the beginning of a partnership that would span more than half a century.

Both Dexter and David left the county attorney's office in 1968 to work in private practice. Over the next few years, they established themselves in real estate, zoning, personal injury, wills and general litigation. In 1973, Jimmy Pittleman left his role as an IRS revenue agent to lead the firm's Corporate, Tax and Finance practice, and in 1976, the firm officially became Odin, Feldman & Pittleman, P.C.

The firm relocated to Fairfax City into an office building on Lee Highway within a block of the Vienna metro station in 1990. Over the next 20 years, the firm grew to over 50 attorneys and more than 70 support staff. When it came time in 2010 to identify a new location to accommodate the growing firm, the attorneys targeted the burgeoning region of western Fairfax County, finally settling on an office in Reston, VA, just a block away from the Wiehle-Reston Metro Station on the Silver Line.

Real estate is a key driver of the DC-metro economy, and no one knows that better than Odin, Feldman & Pittleman. For more than four decades, our Northern Virginia commercial real estate lawyers have built a solid reputation for structuring, facilitating and closing deals tailored to the client's specific needs.

Our clients benefit from knowledgeable and experienced legal representation that pulls their needs into clear focus. We understand the business of real estate and use that knowledge to manage all of the intricacies of today's complex real estate transactions. Whether you are a developer needing assistance with buying or re-zoning a parcel of land, an entrepreneur seeking a lease for your business, or an owner looking to sell or finance your property, our real estate and land use attorneys have the skill you need to protect and grow your interests.

Our clients rely on us to effectively maximize yield on vital business assets, identify and manage risk, and advise on complex legal issues. We work with clients handling all forms of commercial real estate development, transactions and leasing in Virginia, Maryland, and Washington, D.C. Representative transactions include acquisition and sale to financing, entitlement, development, construction and leasing.

We represent clients in varied commercial real estate matters including:

- Purchase and Sale Contracts, Due Diligence Review, and Coordination of Closings
- Real Estate Financing
- Land Use Planning and Zoning Matters, including Subdivision and Site Plan Approval
- Commercial Leasing for Office, Retail and Industrial Space
- Condominium Formation and Representation
- Owners Association Formation and Governance
- Easements, Covenants, and Licenses
- Title and Survey Matters
- Real Estate Tax Appeals
- Permit Issuance and Bond Release
- Construction, Contractor, and Architectural Agreements
- Workouts and Foreclosures

Representative Matters:

- Represented borrower in \$75 million commercial mortgage-backed securities loan transaction.
- Represented owner-tenant in 10,000 square foot medical office sale and leaseback to major regional national health care provider.
- Represented Landlord in 20,000 square foot office lease to Fortune 500 technology and communications company.
- Representing rising real estate investment company, advising on and establishing new business structures and managing ongoing transactions as the company grows and attracts local, national, and international investors.
- Represent landowners in condemnation negotiations and eminent domain proceedings (such as the following projects: Hotlanes, I-66 widening, Rt. 28 widening, Fairfax County Parkway, Columbia Gas).
- Negotiate and draft historical preservation and open space/conservation easements acceptable to the Virginia Department of Historical Resources, the American Battlefield Protection Program and the Land Trust of Virginia.
- Represented purchaser in acquisition of retail shopping center in Fairfax.
- Represented owner in the acquisition and development of three office buildings in Fairfax City and Fairfax and Loudoun counties, including obtaining rezoning, special exception approval, site plan approval and building permits.
- Represented government contractor in lease of 40,000 square foot high security office space.
- Participated as counsel and as a principal in the rezoning, land development, site plan and subdivision approval for a 106-acre industrial park.

JOHN L. MCBRIDE

SHAREHOLDER

Practice Area | Real Estate & Land Use, Litigation

Biography

John McBride's effectiveness as a land use attorney is built upon his accumulated experience; established reputation among staff and elected officials throughout localities in Northern Virginia; and an ability to build consensus through factual, detailed presentation of information. Prior to attending law school, John worked as a City Planner, a land acquisition and right-of-way agent, and a real estate leasing agent for local governments in Northern Virginia. This decade of experience provides him with invaluable insight into local government officials' perspectives on land development projects.

John's practice is focused on land use and development law, as well as eminent domain and real estate tax appeal litigation. His clients include places of worship, developers and builders of both residential and commercial projects, nonprofit charitable organizations, and businesses that own real estate.

John has been listed among Virginia Business magazine's "Legal Elite" for Real Estate four times, and was selected by his peers for inclusion in the 2015-2017 Best Lawyers in America® listings for Land Use and Zoning Law. John has been admitted as an expert witness in the Circuit Court of Fairfax County, the Circuit Court for the Town of Culpeper, the Circuit Court for the City of Manassas, and the US Bankruptcy court for the Eastern District of Virginia, Alexandria Division.

Areas of Concentration

- Real Estate, Zoning, Land Use and Development applications – primarily in Prince William, Fairfax, and Loudoun Counties, as well as the towns and cities therein
- Litigation – Eminent Domain; Development and Restrictive Covenant Disputes; Real Estate Tax Appeals

Honors & Awards

- The Best Lawyers in America® 2015-2017 for Land Use and Zoning Law
- Virginia Business magazine's "Legal Elite" in 2006, 2008, 2009, 2012 – Real Estate

Odin Feldman Pittleman PC



Contact

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John.McBride@ofplaw.com

Education

J.D.,

George Mason University School of Law, 1987

B.A., City Planning

University of Virginia School of Architecture, 1976

Admitted to Practice:

- Virginia
- Virginia Supreme Court
- Supreme Court of the United States of America

JOHN L. MCBRIDE

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Feldman
Pittleman PC

Professional Activities

Professional Organizations

- Fairfax Bar Association
- Virginia Bar Association
- Prince William Bar Association

Experience

- Director of the Land Acquisition and the Real Property Management Divisions, County of Fairfax government
- Planner, City of Fairfax
- Planner, City of Alexandria

Community Activities

- Habitat for Humanity Virginia, Inc.
 - Former Director
- Buckland Preservation Society, Inc.
 - Former Director
- Habitat for Humanity for Prince William
 - Pro bono assistance in zoning and real estate matters
- Habitat for Humanity for Prince William
 - Director, former chairman
- Bull Run Mountains Conservancy, Inc.
 - Special Counsel

Speaking Engagements

- Local Government Attorneys (LGA) presenter on subdivision law, 2007
- American Institute of Architects, Virginia Chapter presenter on Zoning Law, 2006
- Virginia Zoning Officials (VZO) presenter on "Preparing for Court Testimony," 2005

JOHN L. MCBRIDE

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Practice Highlights

- Conduct due diligence investigations of real estate. (What can I do with this property?)
- Prepare and prosecute to completion: land use applications for rezonings, special use permits, special exceptions, certificates of appropriateness (ARB), appeals of zoning violations and determinations to Boards of Zoning Appeals.
- Analyze zoning, subdivision and other local government regulations related to development issues.
- Represent landowners in zoning determinations, proffer interpretations, zoning violation matters and legal non-conformance/grandfathering /vesting issues.
- Represent landowners in land use litigation against local governments, including appeals from the Board of Zoning Appeals.
- Represent landowners before Circuit Courts, Boards of Zoning Appeals and the Virginia Supreme Court on zoning, variance and subdivision matters.
- Represented the Prince William Bar Association on the Prince William Zoning and Development Ordinance Advisory Committee, which drafts amendments to the Prince William County Design and Construction Standards Manual (DCSM), Subdivision and Zoning Ordinances. The DCSM is incorporated into the zoning and subdivision ordinances and covers, inter alia, landscaping/buffers, parking, LID, storm water management, urban design standards, and transportation system requirements.
- Lobbied on behalf of landowners and business owners in the following Fairfax County Zoning Ordinance amendments — Lighting Ordinance, Big Box Ordinance, Service Station/Mini-mart Ordinance, the “Neighborhood Compatibility” Ordinance, and the Restaurant Entertainment Ordinance.
- Negotiate with civic associations, adjacent property owners and other citizens regarding pending land use applications.
- Negotiate and draft development agreements between private (and sometimes public) entities to facilitate the orderly development of land and the future conveyance of easements.
- File and prosecute real estate tax appeals for income producing property, high value residential property and vacant land.
- Represented landowners in condemnation negotiations and eminent domain proceedings (such as the following projects: Hotlanes, I-66 widening, Rt. 28 widening, Rt. 1 widening, Fairfax County Parkway, Columbia Gas).
- Represented landowners in the sale of Merrimac Farm in Prince William County to VDGIF, the Prince William Conservation Alliance and Quantico (Navy Dept.).
- Negotiate and draft historical preservation and open space/conservation easements acceptable to the Virginia Department of Historical Resources, the American Battlefield Protection Program and the Land Trust of Virginia.
- Land use and development consultation on behalf of environmental not-for-profit organizations.
- Past consultant to the County of Culpeper and the City of Manassas Park in drafting amendments to their Zoning and Subdivision ordinances.

SECTION 2:

Project Characteristics

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

EXISTING CONDITIONS

This 6.2 acre site, comprising 5815, 5839, 5901 and 5915 South Van Dorn Street, is located in the Bush Hill Planning Area of the Rose Hill Planning District, just outside the Van Dorn Transit Station Area. The property is owned by the Board of Supervisors and is currently improved with a storm water detention facility. All four parcels are zoned R-8, and designated on the Comprehensive Plan Map for residential development at a density of 6-8 units per acre.

The proposed Senior Independent Living facility will require Special Exception (SE) approval by the Board of Supervisors. Because the site is part of a proffered R-8 zoning and generalized development plan (RZ 85-L-006), a Proffer Condition Amendment (PCA) will be required. Unfortunately, a Minor Variation to the approved zoning does not appear to be applicable to this situation. In addition, because there is site-specific Plan text recommending that the site remain as public landscaped open space, this Area Plan recommendation will need to be amended at the same time the SE and PCA are approved. While these three applications can be processed simultaneously, the Board of Supervisors must initiate an amendment to the site-specific Area Plan recommendation prior to the SE and PCA applications being filed.

THE PROPOSED DEVELOPMENT

Wesley Housing proposes to develop the site with an affordable independent senior living community of 150 units. The Wesley Housing team has produced a site plan and building design for the Oakwood Road site that is at scale with the surrounding community and takes into consideration the diverse needs of this community. We evaluated multiple financing and development scenarios, including a phased approach, as more fully described in Section 4. As described below, the project concept has been tailored to (1) anticipate the technical requirements for the development, and (2) win the 9% tax credits which are essential to project feasibility.

AFFORDABLE HOUSING PROGRAM

The proposed community will be 100% affordable to low and moderate-income households and will be restricted to serve residents with incomes at 40%, 50% and 60% of the Area Median Income. If available, we will apply for one or more allocations of Project Based Vouchers to serve the residents in the 40% AMI tier.

Affordable to residents at:	60% AMI	50% AMI	40% AMI	
1 Bedroom	60	48	12	120

2 Bedroom	15	12	3	30
Total	75	60	15	150

This affordability mix is tailored to serve a range of lower incomes, and to maximize points in the VHDA tax credit competition. Even though units in the lowest income tier would (hopefully) be supported by Project Based Vouchers and therefore affordable to residents at 30% AMI and below, we propose to set the affordability restrictions at 40% AMI because VHDA does not give any additional points for units restricted below that level.

THE TRANSACTION STRUCTURE

We propose that the County ground lease the land to the single-purpose entity formed by Wesley Housing (i.e. Oakwood Place Apts. LLC) for a 99 year term at a rent of \$1 per year under terms substantially the same as those that govern the Lewinsville project.

SITE DESIGN

COMPATIBILITY

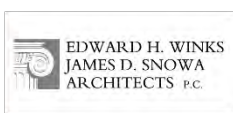
Compatibility with Existing Multifamily Buildings: The proposed facility has been designed as a four-story building, less than 50 feet in height, which is compatible with the existing multifamily buildings adjacent to the site on the west side of Van Dorn Street. The use of a taller, four-story building allows for a more compact footprint, which will reduce the amount of disturbance required on the site and will enable the site to be developed with larger tree save buffers to the surrounding properties than would otherwise be possible.

Considerations for Single Family Detached Lots East of the Site: To minimize visual impact to the single family detached residences east of the site, the building has been moved as far west toward Van Dorn Street as possible. In addition the building has been designed and oriented such that only the two smaller wings will be proximate to the single family detached lots. At the closest point, the southern wing of the building will be approximately 75 feet or more from the eastern property boundary and approximately 150 feet or more from the closest single family detached residence. The majority of the massing of the building's main corridor will be located along Van Dorn Street away from these lots.

To further screen the building from these residences, an undisturbed buffer of existing mature trees will be maintained between the site improvements and the adjacent residential lots, varying between approximately 50 feet and as much as 100 feet or more.

Considerations for Single Family Attached Lots South of the Site: Similarly, the building has been moved north as much as possible away from the single family attached units in Willow Creek south of the site. While it will not be possible to preserve existing mature vegetation along the entire southern property line, the building will be located more than 150 feet from the nearest single family attached residence. To help mitigate the visual impact to the south, a large green space will be created south of the building and parking, which will be planted at or in excess of the requirements of Fairfax County's transitional screening standards.

Offsite Impacts: Other than an emergency access connection to Bent Willow Drive and utility connections to the existing facilities in the Willow Creek subdivision south of the site, it is not anticipated that any offsite impacts will be required to construct any of the improvements that will be proposed with the final site plan for this project.



At this stage it is not yet known where the source locations will be for private utilities such as gas, power and telecommunications/data, so it is not possible to determine whether offsite impacts or easements will be required to bring private utilities to the site.

There are no proposed impacts or disturbances to any of the surrounding privately-owned residential lots.

SITE ACCESS

Vehicular Access: Vehicular access to the site will be provided at the northern end of the site from Oakwood Road. There is an existing concrete median along Oakwood Road; however, it should be possible to locate the entrance such that left-turn movements both into and out of the site are possible without the need for modifications to the existing median.

Sight Distance: A visual inspection and a preliminary sight distance analysis indicate that sufficient intersection sight distance should be available for an entrance in this location along Oakwood Road.

Emergency Access: A second point of access (for emergency vehicles) only will be provided via connection to Bent Willow Drive at the southern end of the site. It appears that Bent Willow Drive was originally designed to be a public road, but the public right of way has since been vacated and the road is now privately maintained. For this reason, it likely will not be possible to provide access to Bent Willow Drive for other than emergency vehicles, without an explicit agreement from the Willow Creek HOA, which may be difficult to obtain.

Pedestrian Access: Pedestrian facilities will be proposed to connect to the trail along Van Dorn Street and Oakwood Road.

OFFSITE TRANSPORTATION IMPROVEMENTS

Turn Lanes: There is an existing right turn lane from northbound Van Dorn Street to Oakwood Road that likely will be adequate to serve the proposed development. Oakwood Road has a varying width and striping configuration in the area of the proposed site entrance. It appears that it may be possible to simply restripe Oakwood Road to accommodate possible left and right turn lanes at the site entrance; however, if right or left turn lanes cannot be striped within the existing roadway limits, it may be necessary to widen Oakwood Road to provide the necessary lanes. All turn lane considerations and analysis for Van Dorn Street and Oakwood Road will need to be verified by a formal traffic study.

Traffic Signals: A traffic study may be required to determine any necessary modifications to the existing traffic signal at the Van Dorn Street / Oakwood Road intersection, or any of the other nearby signalized intersections. Given the proposed new use, it is unlikely that any new traffic signals will be warranted as a result of this project.

Public Trails: There are existing asphalt trails approximately 6 feet wide along Van Dorn Street and Oakwood Road. The Fairfax County Comprehensive Trails Plan calls for an 8-foot wide Major Paved Trail along Van Dorn Street with no additional recommendations for Oakwood Road. VDOT requires trails with public right of way to be 10 feet wide, and to be setback 8 feet from the face of curb, with a 3-foot right of way buffer behind the trail. The wider VDOT section will likely apply, and it likely will be necessary to reconstruct the existing trail along the site's Van Dorn Street Frontage. As a result, several feet of additional VDOT

right of way may be required. The proposed site plan anticipates these VDOT path requirements.

PARKING REQUIREMENTS

Required: 1 space per 4 units + 1 space per employee (Per Z.O.)
150 units/4 spaces per unit + 6 spaces for employees = 44 spaces
required
Provided: 109 regular spaces provided (0.72 spaces per unit)

Accessible Spaces: 10% accessible spaces required per Universal Design (UD) = 11 spaces
Provided = 12 spaces + 2 additional van spaces

This parking ratio is consistent with what we built and operate successfully at Quarry Station, and greater than was approved for the Fallstead at Lewinsville Center. Moreover, if we determine that additional parking is needed, there is ample room on the site to add more. The trade-off is green space.

TRANSIT CONSIDERATIONS

There is an existing bus stop on Van Dorn Street close to the intersection of Oakwood Road that will likely need to remain throughout construction of the project. The site has been designed such that this stop will be close to several of the main doors of the proposed building, providing the residents with easy access to public transportation.

SITE AMENITIES

The building has been designed in a "U" shape to help create a private courtyard behind the building that will be screened by the building from the noise and public view along Van Dorn Street and Oakwood Road. There will be an underground stormwater facility in this area, which will be covered by attractive landscaping and hardscape in the courtyard feature. A second green space area will be created in the southwest corner of the site on top of the other underground stormwater facility. The exact design features and amenities to be provided will be coordinated with Fairfax County staff during preparation and processing of the Special Exception and the Final Development Plan.

The concept plans developed for this proposal also include a conceptual, paved meandering walking trail through the tree save areas east and south of the proposed building. The existence and exact location of the trail, and any other related amenities such as gazebos, benches, interpretative nature stations, etc. likewise will be developed during the legislative processes.

UTILITIES

Fairfax County has confirmed that there should be sufficient capacity in the existing sanitary sewer south of the site to accept the proposed 150 multifamily units. Likewise, Fairfax Water has confirmed that sufficient flow and pressure should be available to serve both the domestic and fire flow demands of the proposed building and site, likely without the need for a fire pump inside the building. Fairfax County records also indicate that natural gas service should be available to the proposed building, and a visual inspection of above ground utility features seems to indicate that single and three phase power and telecommunication/data utilities are available in close proximity to the site, although it may

be necessary to bring one or more utilities across Van Dorn Street to the site.

STREETLIGHTS

Both Van Dorn Street and Oakwood Road have several existing street lights along the site's frontage. The spacing of the lights seems to suggest that additional streetlights likely will not be required at time of final site plan; however, it may be necessary to upgrade the lamps or the heads of the existing street lights. This will be coordinated with the Fairfax County Streetlights Branch at time of final site plan.

STORMWATER MANAGEMENT

As noted herein, development of the site will require removal of the existing onsite pond. Since this pond currently treats runoff from the existing VDOT road improvements, a new facility will need to be constructed and made operational before the existing pond can be filled in and a building pad established for the proposed building. We are proposing to use an underground concrete vault in the southern end of the site for water quantity and proprietary treatment device(s) to provide water quality control. Although a concrete vault is more expensive than some other pre-fabricated underground systems, a concrete vault could also be used as a sediment trapping device during erosion and sediment control operations as discussed in that section below. The vault will be discharged to the existing storm sewer system along Van Dorn Street.

A conceptual stormwater management analysis indicates that there may not be sufficient room in the southern end of the site to design a concrete vault large enough to handle all runoff from the site as well as the existing offsite roads; therefore, these conceptual plans include a second facility to be located under the main courtyard behind the building. This second facility has been conceptually shown as a prefabricated facility, and any associated water quality treatment devices would likewise be proprietary devices. In combination, they will provide stormwater quantity and quality control for the northern and eastern portions of the site, and will likely be discharged into the existing storm sewer systems on the Willow Creek Property.

For purposes of stormwater analysis with this proposal, we assumed that the downstream manmade receiving systems were not capable of adequately conveying runoff from the 10-year storm; therefore, the onsite facilities were designed using the "Detention Method" approved by Fairfax County. If as-built and more detailed design information indicate that the downstream systems are adequate, it may be possible to reduce the size of the underground systems at time of final site plan, which has the potential to significantly reduce the cost of the underground facilities.

For purposes of our conceptual analysis, we assumed that water quality control would largely be achieved through preservation of undisturbed open space and the use of proprietary water quality control structures. If the existing onsite soils are analyzed and found to support infiltration, it may be possible to use infiltration measures in lieu of some or all of the proprietary water quality control measures at a considerable cost savings.

CONSTRUCTION PHASE OPERATIONS - EROSION AND SEDIMENT CONTROL

Construction access to the site will be from Oakwood Road. Full left turn movements should be possible at this location. The construction entrance on Oakwood Road will protect Van Dorn Street from being subjected to the direct entrance and exit of construction vehicles

from the site.

As noted above, a concrete vault is more expensive than some other pre-fabricated underground systems, but the vault could also serve as a sediment trapping device during erosion and sediment control operations. Since the site is relatively constrained, such an approach will allow for a large scale sediment control device to remain in place until nearly all the site improvements are constructed, paved and stabilized.

LANDSCAPING AND TREE PRESERVATION

As noted herein, a large area of existing trees, at least 50 feet wide and in some areas in excess of 100 feet wide, will be preserved on the east side of the site between the proposed building and the single family homes. Depending on final building placement, it may also be possible to preserve some existing trees in the northern portion of the site adjacent to Oakwood Road and in the southeastern corner of the site. A detailed tree preservation plan meeting the requirements of Fairfax County will be prepared as part of the legislative and engineering applications to determine the extent of tree preservation in these and other areas as well as management of any existing non-native or invasive species.

Legislative and engineering applications will also include detailed provisions for proposed landscape and hardscape features, to include at a minimum the requirements for tree canopy, transitional screening and barriers, and parking lot landscaping.

BUILDING DESIGN

SUMMARY

Oakwood Senior Housing will provide Fairfax County with 150 units of one and two-bedroom, high quality, affordable senior apartments and common area amenities. The proposed four story design is particularly efficient for senior residents as it helps to minimize residents' walking travel distance to stairs, elevators, and amenity spaces in contrast to a shorter, but more spread out building footprint. Wesley Housing knows from its experience operating independent living communities that the farther units are from the elevator, the harder they are to lease. Moreover, the proposed four-story building design is more cost effective than a two- or even a three-story structure because there is up to 50% less roof and foundation needed.

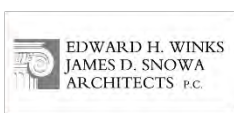
The building is situated on the site fronting and adjacent to South Van Dorn Street to minimize the building height impact of the structure on the residential area at the rear of the site. This efficient design helps to maximize the available site open space and to allow for effective storm water management. The u-shaped, courtyard design provides residents with a generous outdoor gathering and activity space.

The project has been designed so that it could be built in two phases to accommodate alternative financing schemes (discussed in Section 3 below). If developed in phases, the first phase would contain a total of 80 dwelling units and common area amenities, and the second phase would contain 70 dwelling units.

COMMON AREAS AND AMENITIES

Common areas include the following amenities:

- A gracious covered entry with adjacent covered exterior seating, vestibule and lobby
- A community gathering room and kitchen



- A sizeable, landscaped exterior courtyard
- A fitness/wellness room with adjacent outdoor patio space
- A multipurpose room with adjacent outdoor patio space
- A conference room
- A resident computer room/business center
- A library/sitting room with adjacent outdoor patio space
- A resident mail room
- A resident laundry room located on each floor with laundry equipment within accessible reach ranges
- A resident trash room/trash chute for trash disposal within the building structure on each floor, located so as to minimize trash truck travel on the site
- A leasing office with work room and file storage
- A secondary building entrance for move in and emergency responder access adjacent to a hospital duty elevator

Wesley Housing requests confidentiality under Virginia Code Section 2.2-3705.6 11.b (iii) for information that if "made public prior to the execution of an interim agreement or a comprehensive agreement, the financial interest or bargaining position of the public or private entity would be adversely affected" for its responses to this section as they relate to the building design and tax credit competition.

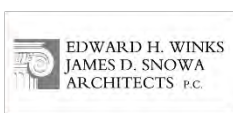
b. Identify and fully describe any work to be performed by the County or any other public entity.

No construction work is expected to be performed by the County or any other public entity. We will request that staff of the Department of Housing and Community Development work with us as we seek to obtain community, resident and political support to submit the requisite land use applications.

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

The first set of approvals that must be secured include a text amendment to the Comprehensive Plan, a Proffered Condition Amendment, and a Special Exception for the property. We will also seek to have the site declared a Revitalization Area (which is worth 10 points in VHDA's current tax credit scoring scheme). Once these approvals are secured, WHDC will apply to the Virginia Housing Development Authority for an allocation of 9% tax credits, and when the credits are awarded, will apply for final site plan approval, building permits and VDOT approval. We know of no federal permits or approvals that might be required for the project. The schedule for such approvals is included in the response to (f) below.

d. Identify any anticipated adverse social, economic and environmental impacts of the project. Specify the strategies or actions to mitigate known impacts of the project. Indicate if environmental and archaeological assessments have been completed. Such social and economic impacts should include but are not limited to community benefits, including the economic impact the project will have on the local community in terms of



the amount of additional tax revenue to be generated for the County, the number of jobs generated for County residents and level of pay and fringe benefits of such jobs, the training opportunities for apprenticeships and other training programs for County residents generated by the project, and the number and value of subcontracts generated for County subcontractors.

We do not anticipate any adverse social, economic or environmental impact. Inasmuch as the site has largely been disturbed previously with the construction of the stormwater detention facility, we do not expect this project to have adverse archaeological impacts. As described above, the site design has been carefully considered in order to meet the stormwater requirements of the new development, as well as continue to serve off-site areas.

It may be raised as a concern that the proposed development causes a reduction of open space (even though the site is currently fenced off and not accessible to the neighborhood) and crowds neighboring properties. In order to mitigate this concern, we have proposed to locate the building as far away from adjacent residences as possible. This project will also provide significant programmed open spaces. These areas can be used by residents for gathering and recreation.

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

SOCIAL BENEFITS

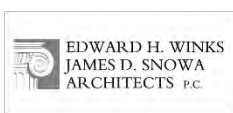
Wesley's proposed plan for Oakwood provides Fairfax County with 150 much needed affordable apartment homes for seniors. These new units directly contribute to the Fairfax County Housing Blueprint goal of providing 50,000 net new affordable units by 2032 without the need for Blueprint funds. The buildings will be designed to ensure the long-term sustainability of the property at standards comparable to other properties in the market area and will remain permanently committed to affordability for families at 40%, 50% and 60% AMI. The development (which included generous common areas and spaces for supportive service programming) also meets one of the housing goals established in the 50 Plus Community Action Plan: provide housing to the aging population, allowing them to remain in their community.

ECONOMIC BENEFITS

The plan capitalizes on the value of the land in order to provide affordable rental housing at no cost to the County. This is a potential savings of approximately \$9-11 million in today's dollars. As set out above, we expect that when the project is operational it will employ 6 full time staff and pay \$175,000 to \$200,000 in real estate taxes annually. The construction will produce approximately 430 jobs (as estimated using Housing Virginia's Residential New Construction Economic Impact Calculator) and many subcontracting opportunities for County residents and firms. Based on Harkins Builders' recent experience in the County, we expect that 40 percent of the subcontracts might be awarded to Fairfax-based companies in subcontracts.

ENVIRONMENTAL BENEFITS

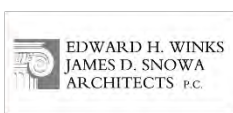
Wesley Housing's plan for Oakwood takes into account open space requirements and best practices in stormwater management. Site improvements would include native drought-resistant landscaping, a large landscaped courtyard, new site lighting, and outdoor space with seating areas. These outdoor spaces will provide opportunities for active and passive



recreation as well as a place where neighbors can gather. Further, the improvements to the existing path on S. Van Dorn Street will add to the County's long-planned bike path network.

Moreover, the building will be designed and constructed with a high degree of sustainability in mind. It will be designed to meet stringent green building standards (like EarthCraft Gold). Low-flow plumbing fixtures and energy efficient lighting and HVAC equipment will be utilized in the construction. The units will feature Energy Star appliances and windows throughout, Water Sense plumbing fixtures, and a modernized façade.

While it is not, strictly speaking, an environmental benefit, we would emphasize that the building will be designed to be a pleasant, safe and accessible living environment for its residents. 100% of the units will be designed to meet Universal Design standards, and the common areas will be designed to maximize resident interaction. Further, 10% of the units will be fully UFAS-compliant accessible units.



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

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

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

The site currently functions as a stormwater detention facility for County and State roads, and the proposed building is located where the current stormwater pond exists. These functions would only be affected by the project once construction begins. Any delays in the entitlement or financing of the project would not affect public needs. In order to ensure that the stormwater detention needs continue to be met, the development plan described in Section 2(a) above anticipates that the first phase of construction will include the construction of replacement stormwater facilities, along with sedimentation and erosion facilities for the vertical construction.

- h. Propose allocation of risk and liability for work completed beyond the agreement's completion date, and assurances for timely completion of the project.***

There is no sharing of risk and liability with any government agency should there be delays. Wesley Housing will bear the risk associated with any delays that extend beyond the projected completion date. The developer will bear the full risk and expense of entitlement, design and construction. WHDC will provide completion guarantees to the investors and lenders, along with development bonds for the site improvements.

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

Wesley Housing will act as developer of the project. The building (or each building in the case of a phased development) will be constructed and owned by a single purpose entity that will consist of a WHDC subsidiary and an investor. The building(s) will be constructed on land leased to the owner(s) for 99 years by the County under the terms of one or more ground leases substantially similar to the Lewinsville lease. While the affordability restrictions that accompany the tax credits will expire after 30 years, WHDC will operate the property as a community affordable housing resource for the duration of the lease term, in accordance with all federal, state and local compliance requirements.

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

As described in the Financing section below, the project has been designed so that it might be developed in two phases, but this proposal assumes that there will be only one phase of 150 units, and that it will all be completed at approximately the same time. However, in order to facilitate lease-up of the property, we anticipate that we will make allowances in the building permit applications so that a portion of the property can be inspected and occupied prior to completion of 100% of the units, as we are currently doing at the Fallstead.

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

The project will comply with all State and County building requirements. Furthermore, the project is designed to achieve Earthcraft Certification. The units will feature Energy Star appliances and windows throughout, Water Sense plumbing fixtures, and a modern façade. 100% of the units plus the common areas will meet Universal Design guidelines. Specific design elements in support of this commitment will be incorporated during the design development phase. 10% of the units each rental component will be fully UFAS-accessible. In addition, the buildings will be designated non-smoking.

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

In order for the development of Oakwood Seniors Housing to move forward as planned, we are assuming: successful negotiation of a long-term ground lease consistent with the terms of the Lewisville Center lease, and approval of an amendment to the Comprehensive Plan, a Special Exception and Proffered Conditions Amendment. We are also assuming that we will be successful in securing an allocation of Project Based Vouchers for the project and Board of Supervisors approval of a Revitalization Certification in advance of the tax credit application deadline.

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

The critical contingencies for the Oakwood project are:

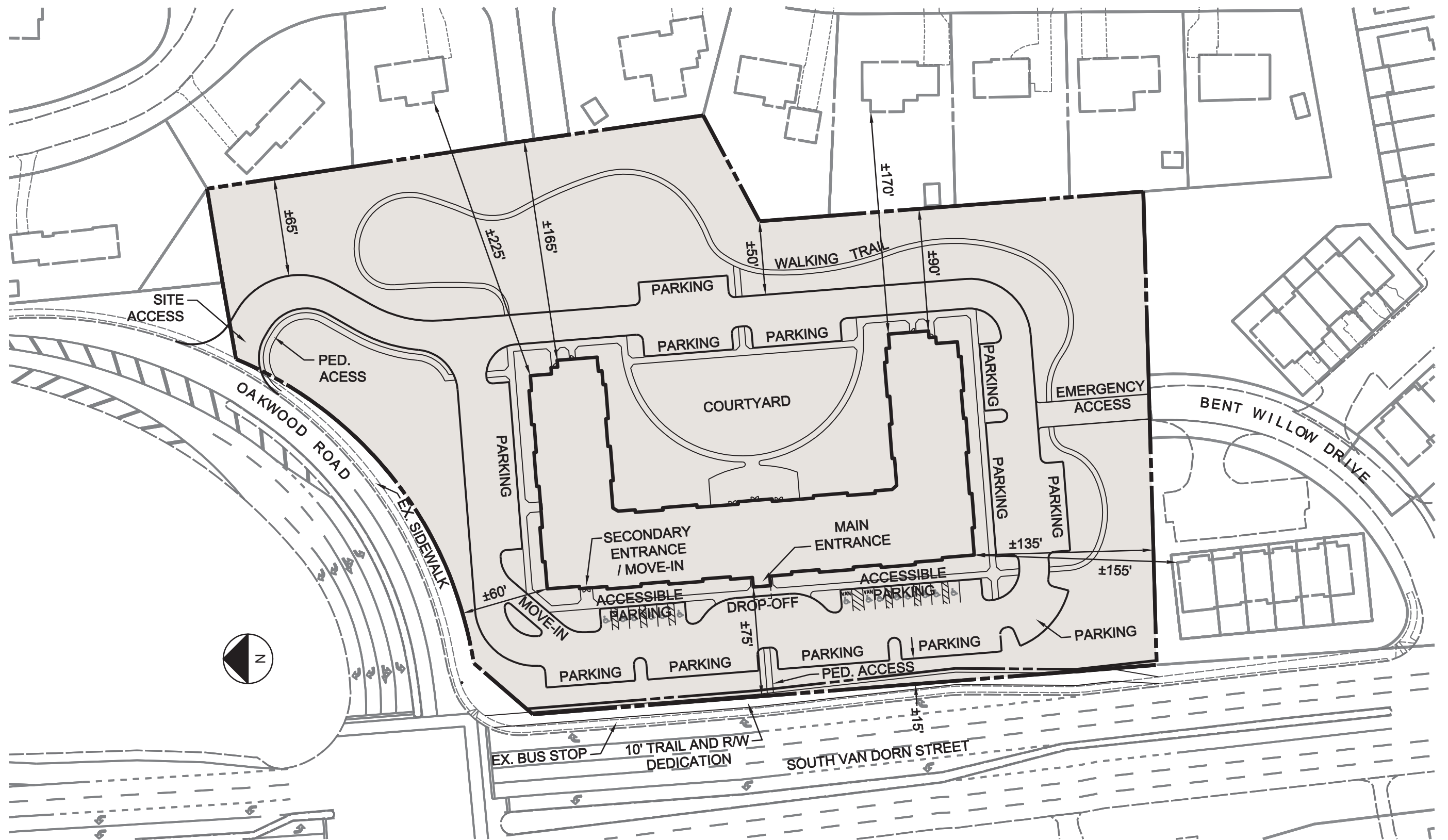
- Approval of an amendment to the Comprehensive Plan, a Special Exception and a Proffered Condition Amendment
- Successful negotiation of a ground lease that will meet the requirements of lenders and investors
- Award of 9% tax credits by VHDA.



EXISTING CONDITIONS



EXISTING CONDITIONS OAKWOOD ROAD SENIOR HOUSING



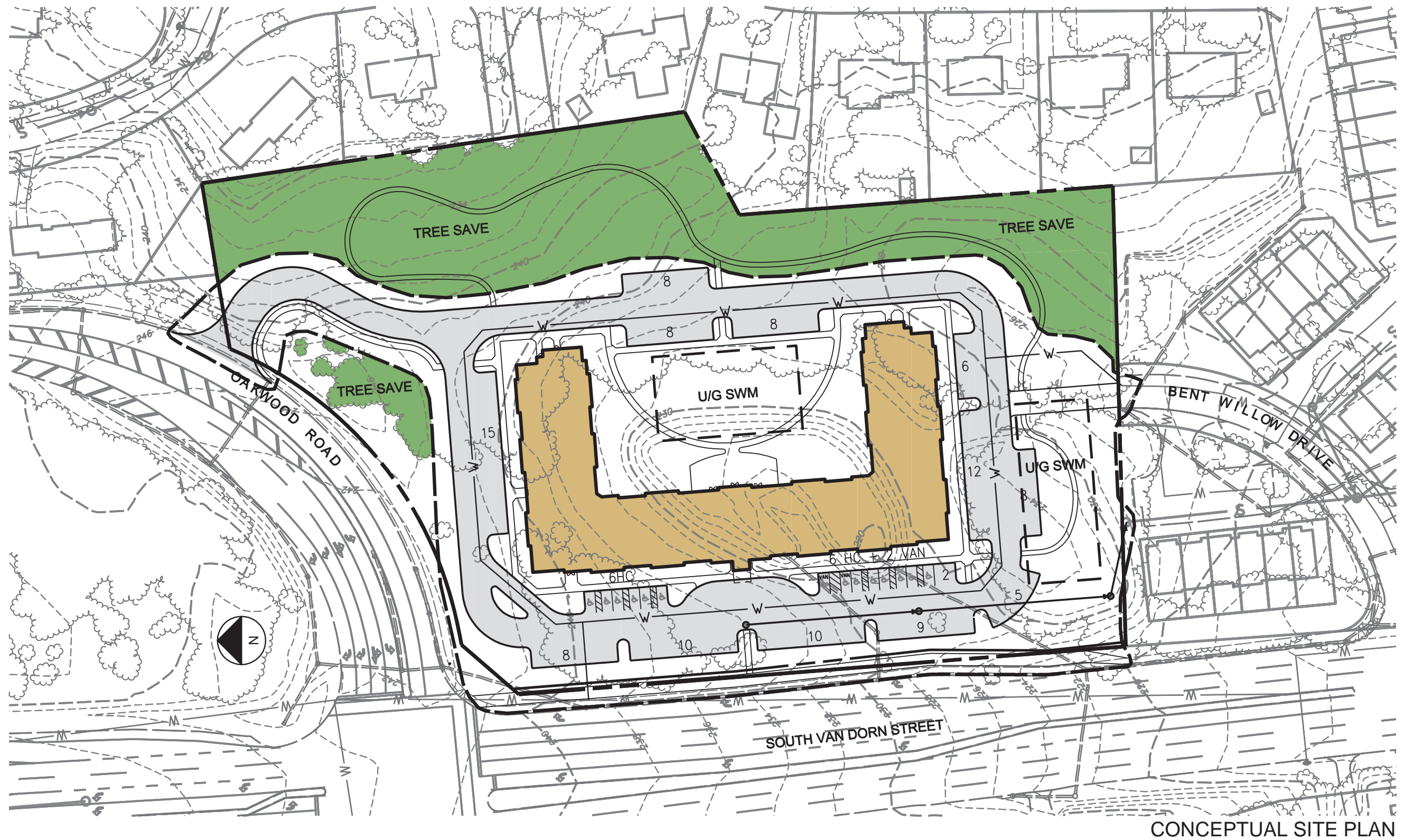
SITE LAYOUT PLAN



EDWARD H. WINKS
JAMES D. SNOW
ARCHITECTS P.C.



SITE LAYOUT PLAN OAKWOOD ROAD SENIOR HOUSING



CONCEPTUAL SITE PLAN



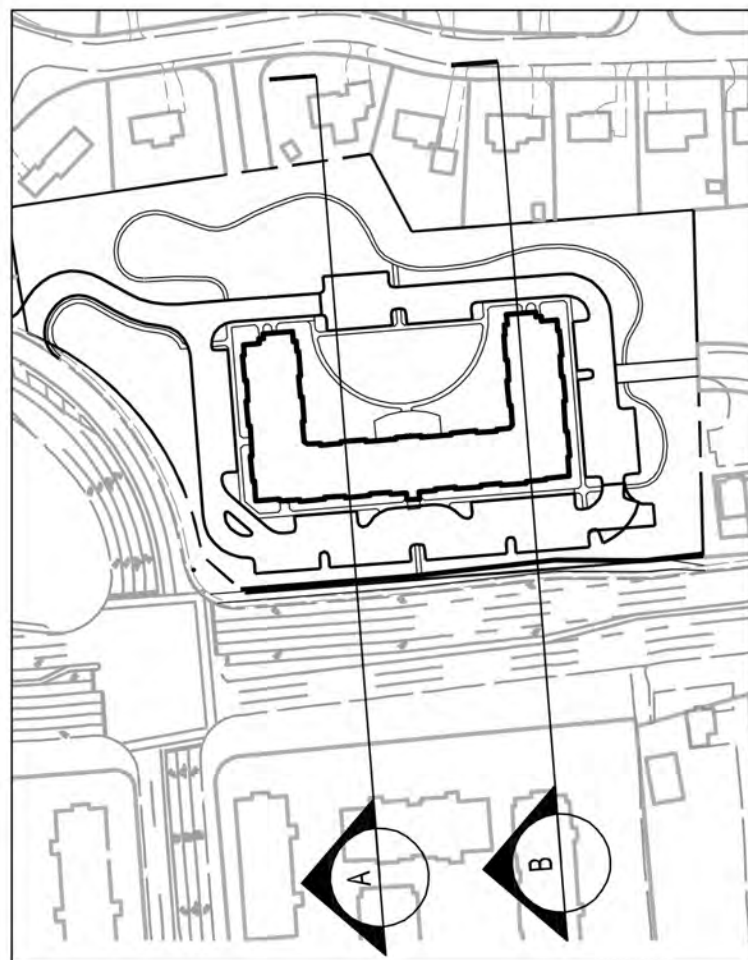
ILLUSTRATIVE PLAN



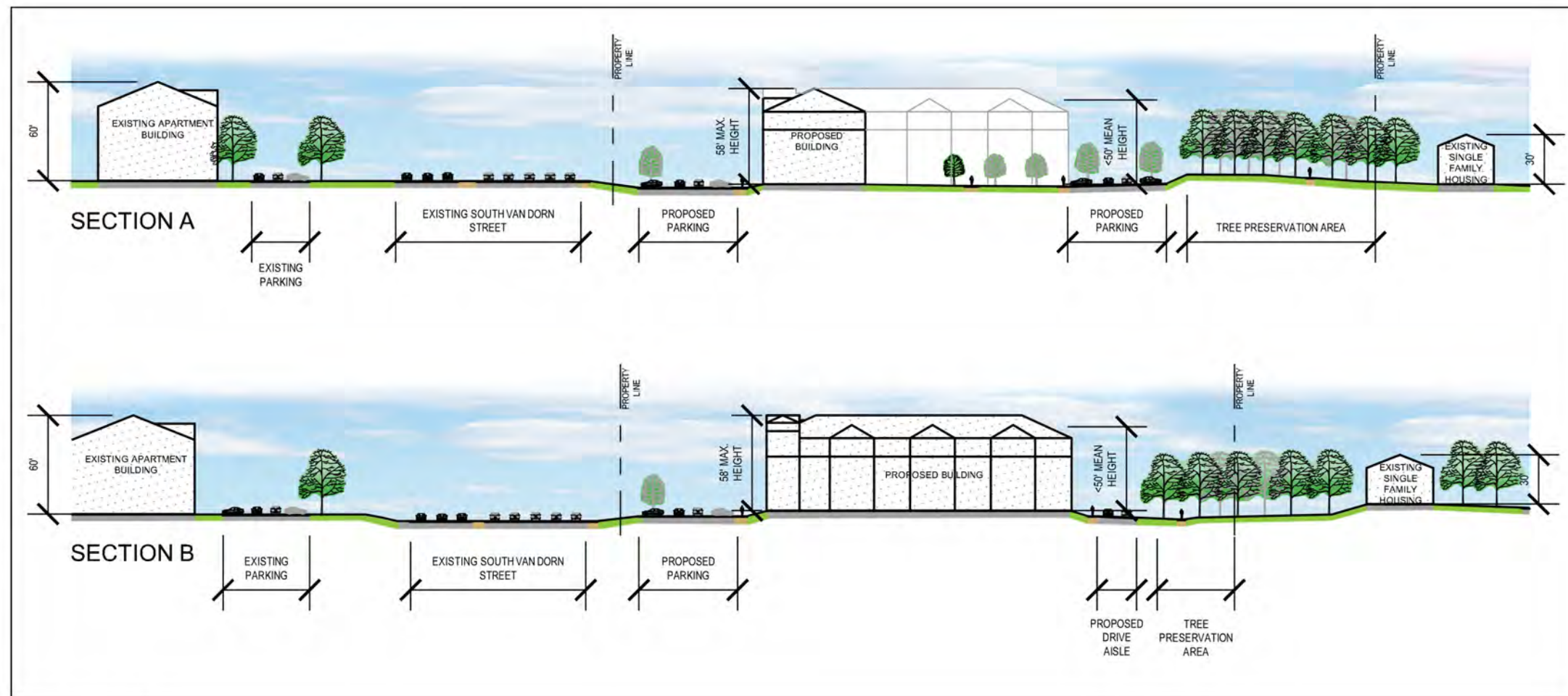
EDWARD H. WINKS
JAMES D. SNOW
ARCHITECTS P.C.



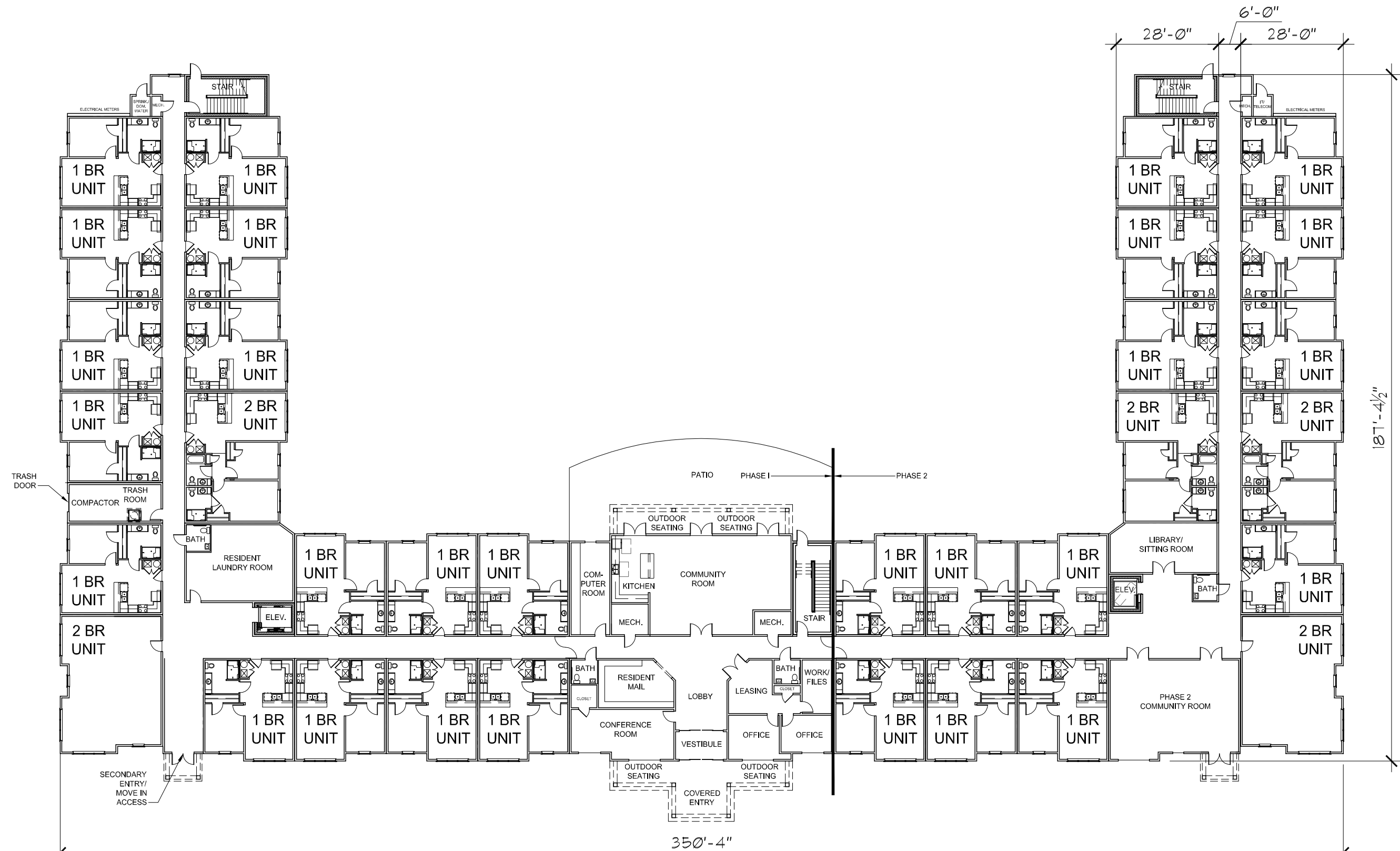
ILLUSTRATIVE SITE PLAN OAKWOOD ROAD SENIOR HOUSING



SECTION KEY



SECTIONS



FIRST FLOOR PLAN

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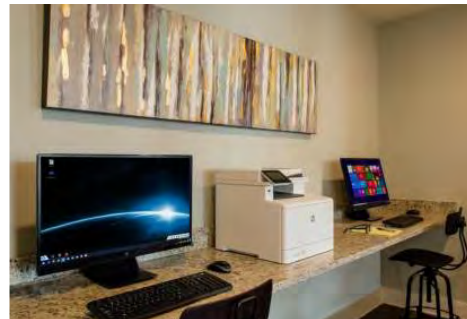




Community Room



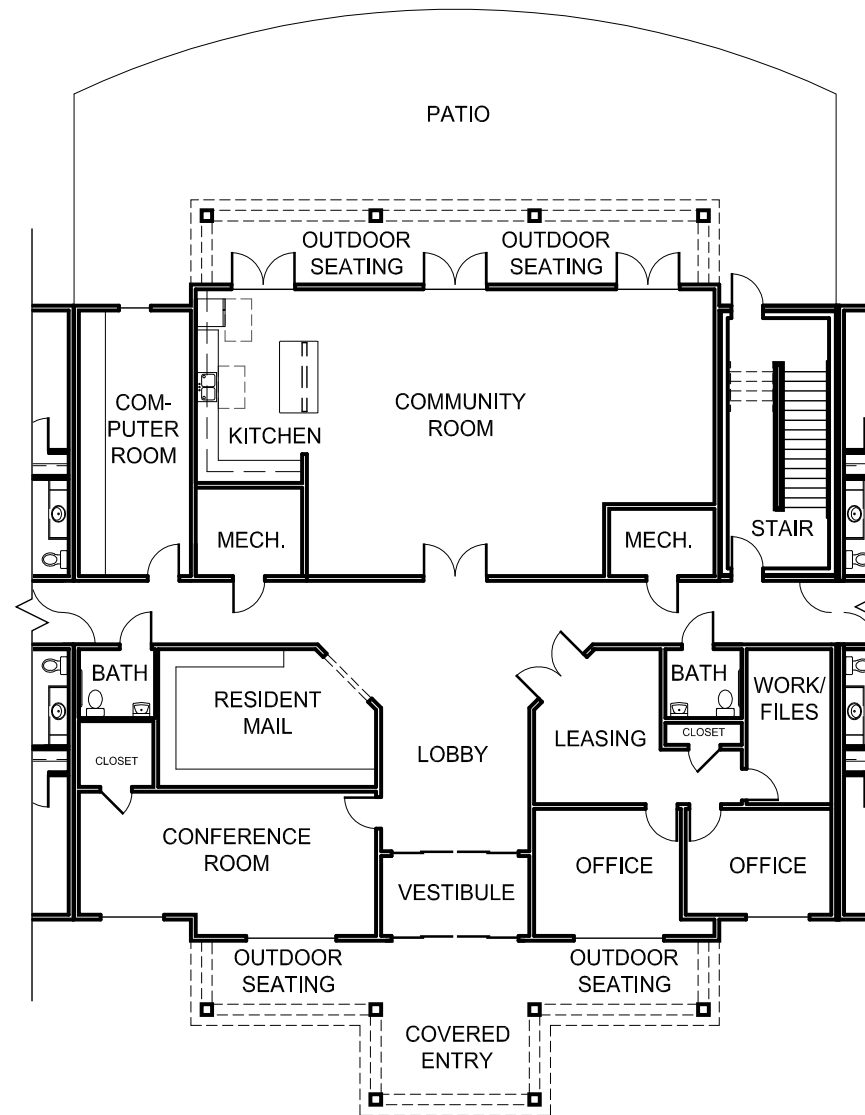
Community Kitchen



Computer Room



Lobby



FIRST FLOOR COMMONS PLAN



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Community Room



Fitness/Wellness Room



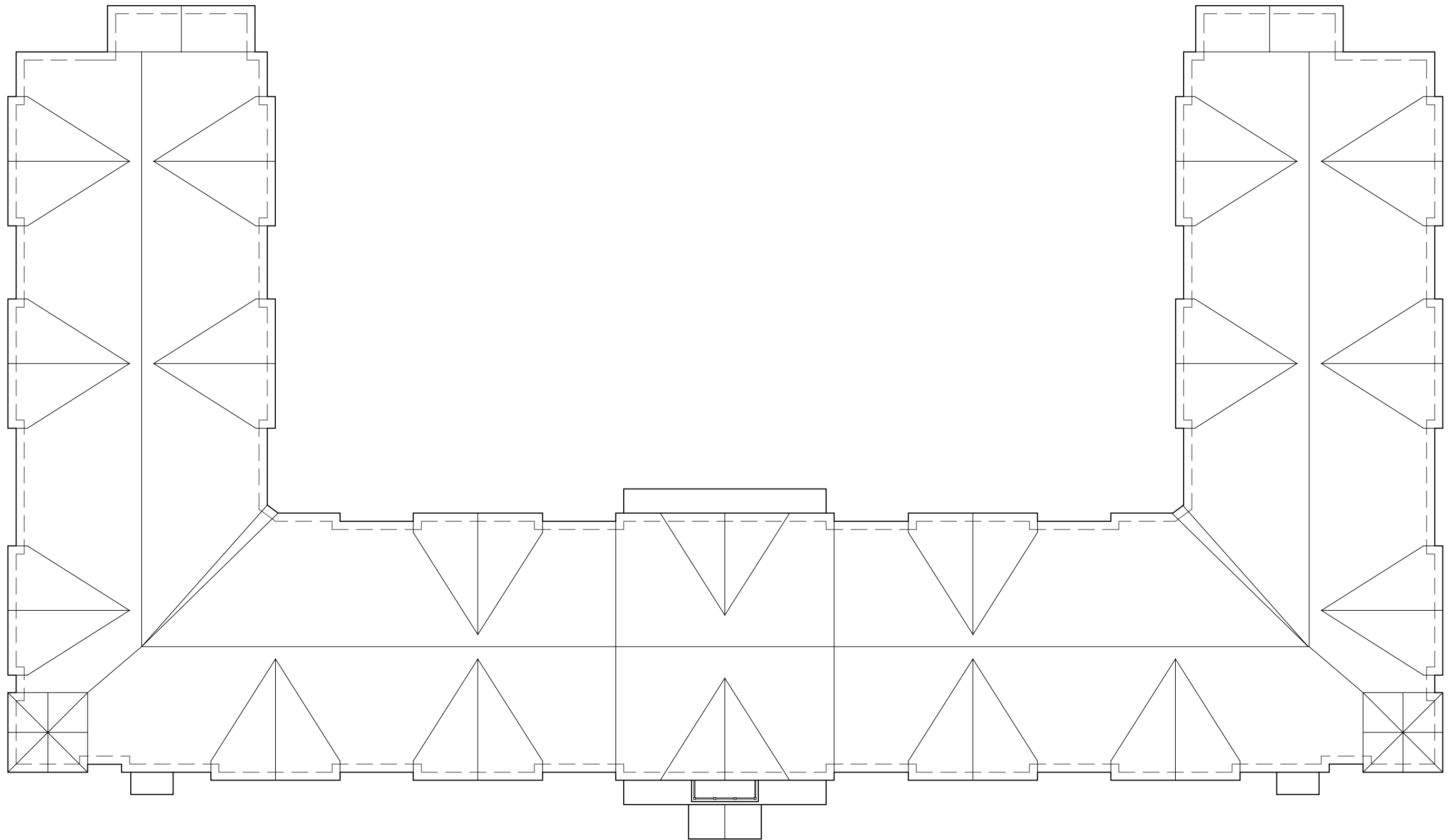
Sitting Room



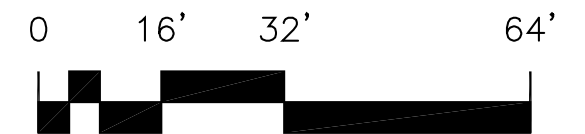
UPPER FLOOR COMMON ROOM



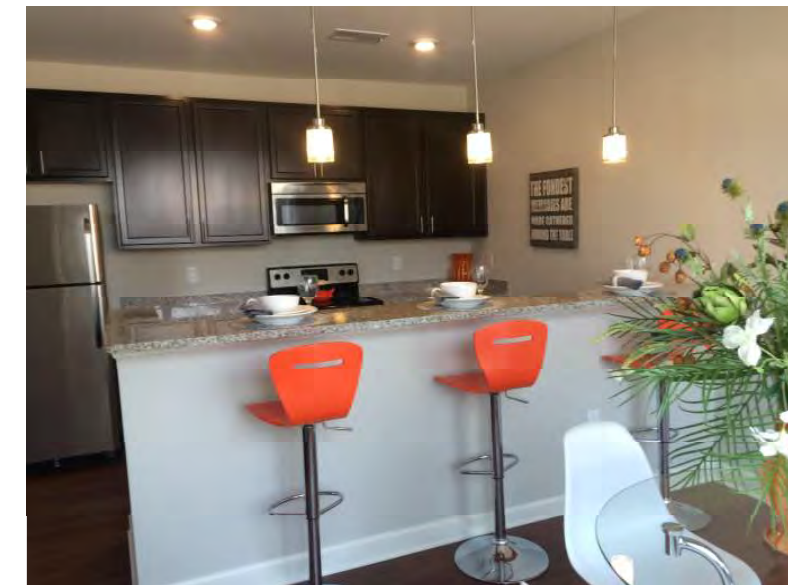
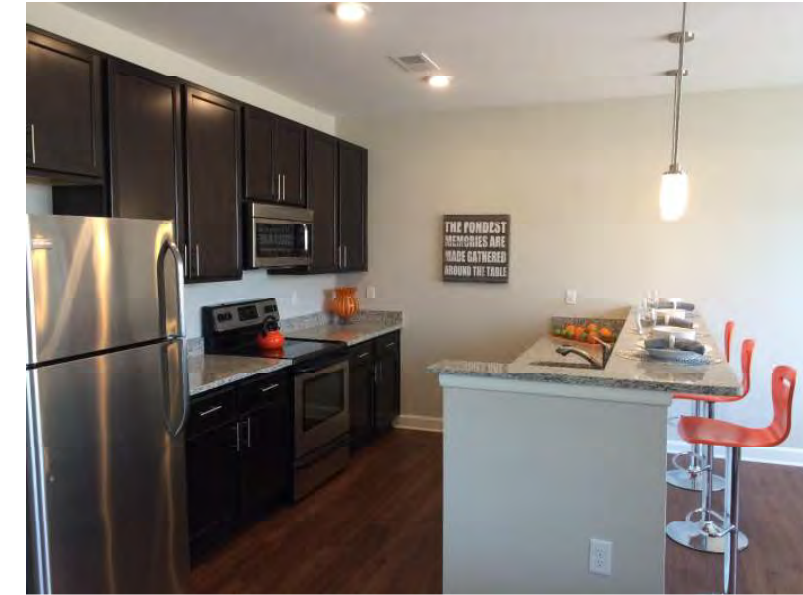
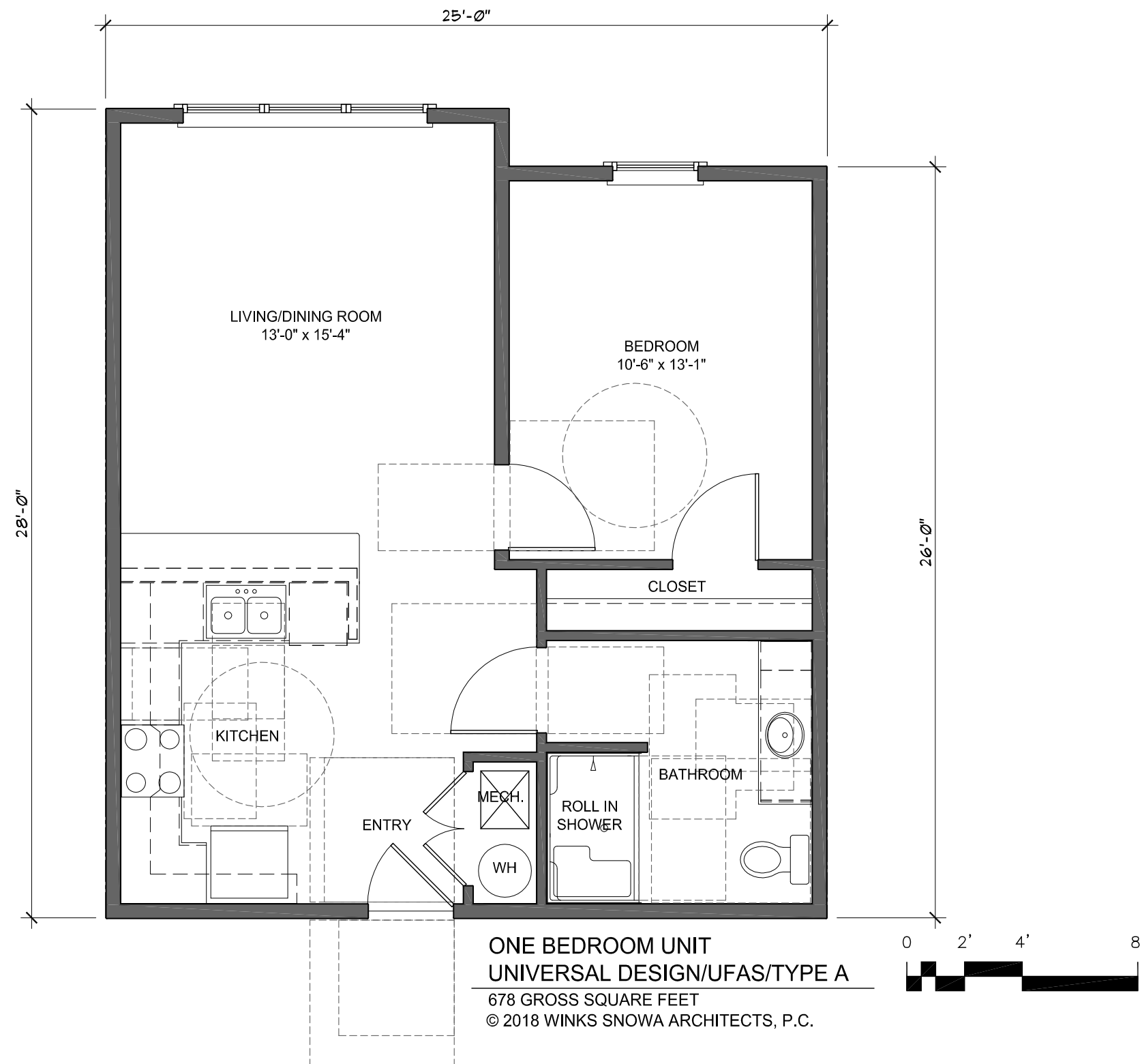
TYPICAL FLOOR PLAN OAKWOOD ROAD SENIOR HOUSING

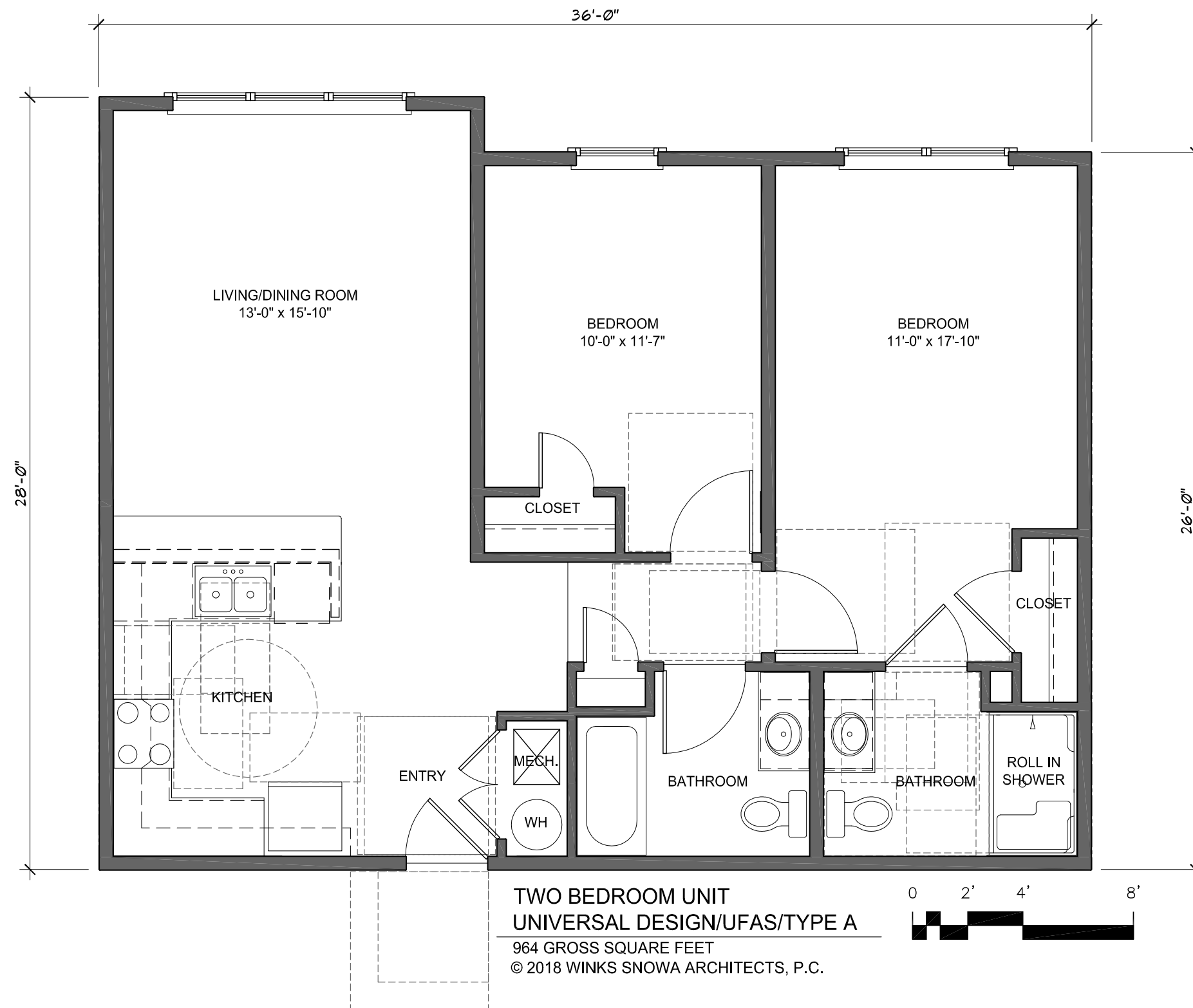


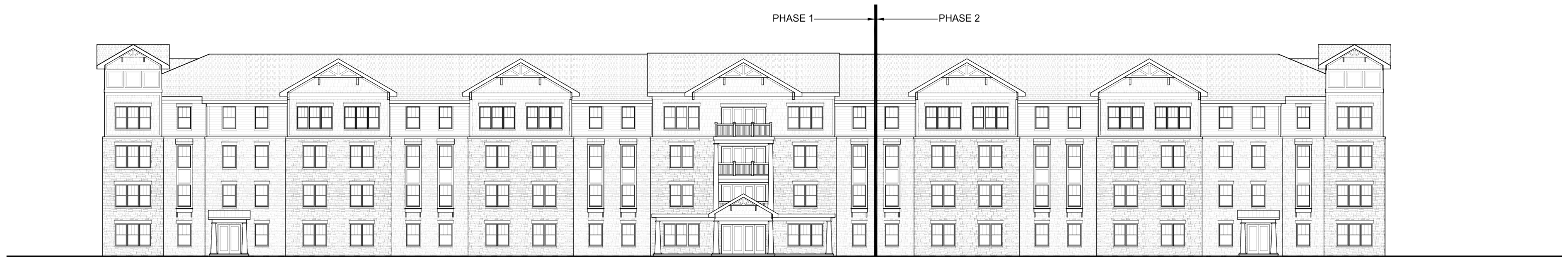
ROOF PLAN



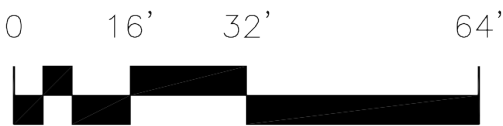
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FRONT/VAN DORN ST. ELEVATION



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FRONT (VAN DORN ST.) ELEVATION
OAKWOOD ROAD SENIOR HOUSING



OAKWOOD SENIOR HOUSING
FAIRFAX COUNTY, VIRGINIA
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AERIAL VIEW FROM NORTHWEST
OAKWOOD ROAD SENIOR HOUSING



OAKWOOD SENIOR HOUSING
FAIRFAX COUNTY, VIRGINIA
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ELEVATION - MAIN ENTRY
OAKWOOD ROAD SENIOR HOUSING



OAKWOOD SENIOR HOUSING
FAIRFAX COUNTY, VIRGINIA
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ELEVATION - NORTHWEST CORNER
OAKWOOD ROAD SENIOR HOUSING

SECTION 3:

Project Financing

WHDC has prepared full development pro-forma models for the project, and has included detailed projections at the end of this section. These schedules include sources and uses statements, detailed development budgets, cash-flow projections, and debt and equity calculations.

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

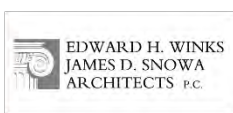
As set out on the attached spreadsheets, we estimate that the total development costs for the project will be \$41.1 million. WHDC used its experience in multifamily development in the region, including affordable senior housing in Fairfax County, to develop this cost estimate. Naturally, the largest component of the development cost is the cost to build the improvements. The construction cost was estimated by Harkins Builders, based on their careful review of the conceptual development plan. Having completed 9 multifamily renovation and new construction projects in the region (representing nearly 900 units) within the past 12 months alone, Harkins has a wealth of historical and recent cost information. Because they are constantly in the market, Harkins was able to gain current input from subcontractors, including for the very significant site work and stormwater control facilities.

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

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

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

Wesley Housing requests confidentiality under Virginia Code Section 2.2-3705.6 11.b (iii)



for information that if “made public prior to the execution of an interim agreement or a comprehensive agreement, the financial interest or bargaining position of the public or private entity would be adversely affected” for its responses to this section.

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

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

e. Identify any local, state or federal resources that the private entity contemplates requesting for the project. Describe the total commitment, if any, expected from governmental sources (and identify each such source) and the timing of any anticipated commitment. Such disclosure should include any direct or indirect guarantees or pledges of the County’s credit or revenue.

We propose to finance the development with the proceeds of the syndication of federal low income housing tax credits which are allocated by VHDA, a taxable first mortgage loan from VHDA or another lender, and, potentially, a subordinate loan from the Virginia Housing Trust Fund or the Federal Home Loan Bank’s Affordable Housing Program.

Other than the ground leasehold interest, WHDC expects to receive no County capital for the project. As stated elsewhere, WHDC will request that the Fairfax County Redevelopment and Housing Authority allocate a portion of its HUD annual appropriation in order to project-base 15 Housing Choice Vouchers for the project.

Wesley Housing will submit a proposal to FCRHA for an allocation of PBV’s as soon as the opportunity is made available. We will submit an application to VHDA for an allocation of tax credits in the month of March immediately following approval of the land use entitlements. WHDC will apply for the first mortgage loan and Housing Trust Fund as soon as possible thereafter.

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

The only revenue associated with the project (as opposed to loans and equity investments) will come from rents paid by tenants, as well as miscellaneous tenant fees (such as laundry revenue and application fees). The conditions for payment of these rents will be set out in the standard residential lease between the tenants and the owner of the building. WHDC intends to request an allocation of 15 Project Based Vouchers for the project. Thus, rents for these units will include funds from the Fairfax County Redevelopment and Housing Authority’s Annual Contribution Contract with HUD.

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

As described in Section 3(b) above, we have evaluated several project financing scenarios, including a hybrid 9%/4% tax credit structure that would entail tax-exempt mortgage revenue bonds. WHDC is well familiar with this financing structure, since we have completed a project in Fairfax County that used the structure and are planning another. Although we do not think that a 9%/4% structure offers any advantages here, we believe that, with careful planning, there is nothing in this proposed project that would disqualify the project from obtaining tax-exempt financing.

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

WHDC anticipates that the development of the project will be financed with a first mortgage loan from VHDA or other lender, a subordinate loan from the Virginia Housing Trust Fund or other similar lender, and equity from the syndication of low income housing tax credits. This equity will be provided by a to-be-identified investor such as a bank like SunTrust or a syndicator like Boston Capital or Enterprise Community Investment. Commitments for the equity investment and first mortgage and subordinate mortgage will all be received after the award of tax credits. As set out above, we intend to apply for 9% tax credits in the annual VHDA competition in the March immediately following approval of the land use entitlements. The schedule for the project, including the timing of the financing, is set out in section 2(f), above.

SECTION 4:

Project Benefits and Compatibility

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

Wesley Housing's proposed plan for Oakwood provides many benefits to the County and the community, and to the future residents of the development.

BENEFITS TO THE COUNTY AND THE COMMUNITY

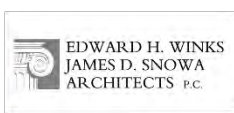
The proposed project will help advance the second goal of the Housing Blueprint, "To Provide Affordable Housing Options to Special Needs Population." Indeed, the site is specifically referenced in the Blueprint itself as one of the opportunities to advance the Blueprint goals. Further, the project will implement three of the initiatives of the 50+ Community Action Plan by creating Neighborhood-based Older Adult Housing through the use of the independent living special exception, by incorporating Universal Design into 100% of the units, and by creating opportunities for community engagement by the residents.

Providing high-quality affordable housing for the elderly is central to WHDC's mission and has been part of our work for almost 30 years. With units at 40%, 50% and 60% of the Area Median Income, our Oakwood project can meet a critical need for affordable housing options for seniors along a busy Fairfax corridor to people who need this housing now.

The construction of 150 rental units will generate approximately 430 new construction jobs. Based on its most recent projects in Fairfax County, Harkins Builders expects that up to 40% of the subcontracted work could be awarded to Fairfax County based companies. The on-going operations of the property will require six full-time permanent property management and resident services staff positions after construction completion. Finally, we estimate that when it is operational, the property will pay \$175,000 - \$200,000 annually in property taxes.

BENEFITS TO RESIDENTS

Wesley Housing provides supportive services to our residents living in all of our seniors communities. Below is an outline of expected programming and services to be made available to the residents of the Oakwood senior housing community. As a result of our years of experience working with these vulnerable populations, this plan was designed based on proven programming currently offered in our seniors communities in Herndon and Manassas, as well as what will be offered at The Fallstead at Lewinsville. Naturally, the specific programming and services that will be available to the residents will be contingent upon the extent of funding. To gain a more complete understanding of the needs of this specific



community, resident services staff will conduct a resident assessment survey at initial lease-up and thereafter. Results of this survey may result in revisions in program delivery which will better serve this particular population).

Linkage, Resource and Referral Services Health and Wellness

- A dedicated employee, known as a Resident Services Coordinator (RSC), will coordinate and connect residents, family members and caregivers to social services in the community to include government, community-based and faith-based organizations. Among other things, the RSC will:
 - Provide crisis intervention.
 - Identify and inform residents of relevant benefit programs for which they might be eligible.
 - Assist in the coordination of services through local service delivery networks.
 - Network and partner with case managers and other community service based programs, e.g., Lee Community and Senior Center, Capital Hospice, The Medical Team, and Fairfax County: Coordinated Services, Area Agency on Aging (AAA), DOT, DFS and many more.
- A monthly newsletter will serve as the vehicle for providing information for both social service and recreational programs. Announcements will also be posted on property bulletin boards. Reminders will be delivered door-to-door.
- Staff will be available by phone, email, or in person (walk-ins and appointments).

Health and Wellness

- On-site medical clinics and mobile screenings will include monthly blood pressure checks, eye and ear screenings, and an annual flu shot clinic conducted by program partners.
- Senior and disability focused exercise may include gentle yoga, low-impact zumba or other aerobic exercise, breathing and relaxation exercise, and moving with mobility impairments, and interactive exercise with Wii Video Game System (bowling, golf, tennis, baseball and boxing games).
- Disease and prevention education seminars will be offered monthly and facilitated by community experts.

Lifelong Learning and Arts and Aging

Opportunities for on-site lifelong learning programming will be made available to provide greater life satisfaction among a diverse resident population. Physical exercise, social engagement, and productive roles contribute to mental and physical health and to an enhanced quality of life. Opportunities may include:

- ESOL English for Speakers of Other Languages.
- Computer instruction and tutoring: Residents will have access to state of the art computer equipment with Internet access. Volunteer and/or paid instructors will teach basic computer skills, internet navigation, and email. Specific classes of interest will include card making, uploading digital photos, Facebook, accessing online bank accounts, and many more.
- Fairfax County Library ACCESS Services will provide books for residents. Twenty-five large-print books will be provided every three months. Other services available include book requests, talking books, and home bound delivery.
- Workshops for residents and caregivers. Issue specific topics will be addressed and may include the aging process, long-term care, grief and loss, nutrition, and financial literacy,

health care directives, Medicare Part D, estate planning, fire safety, fall prevention, and personal safety.

- Brain health programming includes availability of mental/cognitive-enhancing games. Workshops will be offered to educate residents on benefits of healthy brain activities. Lifelong learning and artistic programming will focus on brain fitness.
- Creative aging through the arts programming may include on-site card creation, scrap-booking sessions, water color workshops, voice/piano lessons, and chimes classes.

Social, Recreational, and Community Involvement

Recreation and community building programming will be planned to prevent the negative effects of social isolation that so often plagues senior citizens and to mitigate those effects experienced by future residents as well as to create a sense of community. Opportunities for interpersonal interaction and companionship will be created in collaboration between staff and residents and will include:

- On-site social and recreational activities for residents including picnics, arts and crafts, bingo, games, holiday parties, concerts, entertainers, community meals, and weekly coffee socials. Off-site field trips will be offered at low or no cost to residents
- A Resident Advisory Council (RAC), facilitated by the Resident Services Coordinator, will meet to obtain resident input regarding programs and services to be offered on-site. This will keep the Services Coordinator in touch with the needs and interests of residents over time, and will eliminate development of unnecessary programs and services.
- Master Gardeners will work with interested residents to design and cultivate garden beds in the extensive grounds. Flowers, herbs, and vegetables may be planted and tended by community members.
- Volunteer opportunities: Residents will be given opportunities to volunteer on-site which will be supervised by the RSC.
- Regularly-scheduled FASTRAN trips will be available to transport residents to local grocery stores and shopping facilities in collaboration with the Area Agency on Aging.

Cooperative Approaches

Wesley Housing's Resident Services Department relies on strong partnerships to improve or expand services offered to residents of WHDC properties. At Coppermine Place I & II in Herndon, Wesley Housing currently partners with the Virginia Cooperative Extension, Northern Virginia Legal Services, The Medical Team, LivinRite Home Health, George Mason University Social Work Department, Northern Virginia Community College, area communities of worship, Science and Technology Solutions Inc., Panera Bread, and the following Fairfax County agencies: Area Agency on Aging, Herndon Harbor House, DOT, Library Access Services, Fire and Rescue, Family Services, Police Department, and others to provide case management services, emergency preparedness, health and wellness screening, and other instructional and recreational programming.

Through these partnerships, we have reached 100% of Coppermine and Quarry Station households (167 units) and have provided quality programming and resources that allow residents to age in place. These collaborations enable our participants to benefit from the combined expertise of each organization and include:

- All Ages Read Together (AART) is a non-profit organization that provides free reading activities to low and moderate income preschool age children in Fairfax and Loudoun Counties. Program objectives include intergenerational interaction with senior adult

volunteers, who provide a first exposure to books and reading for preschool age children, instill a love of reading and provide necessary tools to help children get ready for kindergarten. Residents are given the opportunity to volunteer and give back to their community gaining self-worth and opportunities for social engagement.

- The George Mason University Department of Social Work provides a Master of Social Work Intern each year at Coppermine Place I & II. Graduate students are being prepared with knowledge and advanced skills in direct practice, organizational leadership, social policy, and community practice in these settings.
- LivinRite Home Health Services is a full service home healthcare agency based in Northern Virginia. LivinRite currently offers an onsite monthly blood pressure clinic and regular educational presentations.
- Home Instead Senior Care offers affordable concierge services to residents at Quarry Station Seniors Apartments. Through an agreement with Wesley Housing, the types of services provided to senior residents include the following: Assistance with groceries, assistance with household chores, errands such as grocery shopping or dry cleaning, etc. These services will be billed directly to the resident and in fifteen minute increments at a much reduced rate making this an affordable option for tenants with limited mobility and family supports.

At Oakwood, Wesley Housing will continue to build on the complementary strengths of different partners, coordinate work to avoid duplication, and collaborate to ensure service enhancement and delivery of quality affordable programs and services. It is anticipated that a partnership between the Lee Community and Senior Center and Wesley Housing's Resident Services staff would be a great way to expand services. Partnerships such as this will enable participants to benefit from the combined expertise of each organization.

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

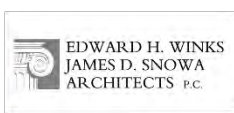
We expect that the project will be supported by public coalitions and advocacy groups that are focused on affordable housing generally (such as Virginians Organized for Interfaith Community Engagement (VOICE)) and issues relating to older adults (such as the members of the Long Term Care Coordinating Council). Moreover, Wesley Housing has worked with faith communities since its inception, and expects that local congregations (including Franconia United Methodist Church) would mobilize to support the project.

On the other hand, we anticipate that some of the immediate neighbors of the development may not be supportive of the project, at least initially, because they may prefer that the property remain in its current "natural" state. This anticipated concern is why we have chosen to minimize the footprint of the building and locate the building as close to Van Dorn Street as is feasible.

The proposed project will support the One Fairfax policy by providing equal opportunities for seniors of all incomes and backgrounds to continue to live independently in their community for as long as they are able.

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

As a developer of affordable housing in Northern Virginia since 1974, Wesley Housing has a



long history of working with local and county government agencies, neighborhood residents, community and faith groups, and other key stakeholders to communicate redevelopment vision and goals, identify concerns, and create and maintain stakeholder support.

CREATING AN OUTREACH PLAN

Successful redevelopment begins with the creation of a detailed outreach plan with clear and consistent messaging to stakeholders and the community. The goal is to: a) communicate the benefits and quality of the project, b) solicit feedback, c) convey progress, d) answer questions, and e) garner community support. In order to be effective in achieving these goals, it is important to offer a variety of outreach models that encourage a diversity of voices to be heard.

Outreach will be coordinated with Supervisor Jeff McKay's office with respect to the wider community. Social media outlets such as NextDoor will be used to notify citizens of meetings and to update the community regarding the process. A request will be made to the Supervisor's office to identify County, community groups, and key stakeholders that will be affected by the redevelopment of the Oakwood site.

FOCUS ON COMMUNITY INPUT

Wesley will develop a strategy for community outreach that places value on input from the surrounding community. Wesley staff will organize community meetings with stakeholders where we can seek input on the development concept.

Our goal is to develop facilities that will improve the quality of life for the community as well as the proposed residents. In development of our plan, we have considered potential community input and created a site plan that balances density, feasibility and livability. Wesley staff will work to create consistent and creative messaging in support of the redevelopment of the Oakwood site.

During the various stages of design and construction, the team will set up a website that will allow stakeholders to track the progress being made on a regular basis. Updates will be sent via email to stakeholder representatives relaying important information during the construction process related to road closures, utility work, etc. Additionally, a webcam will be set up during construction that will enable stakeholders to view the ongoing construction.

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

"The Path Toward Tomorrow: The 2016 Fairfax County Human Services Needs Assessment" (FCNA) reports that the total population (134,927) of adults ages 65 and older continues to increase at a higher rate than the overall population. It is estimated that by 2035, adults ages 65 and older will make up 14.8% of the population. As this population continues to grow, so does their need for specialized housing. Without affordable housing, older adults are at greater risk of homelessness. The FCNA reports in 2009, 16% of single individuals who were homeless were ages 55 and older. This proportion has steadily increased over time; in 2016, among single individuals who were homeless, 29% were ages 55 and older.

In addition, the "Trends and Emerging Needs Impacting the Fairfax County Human Services System" (TEN) 2015 report states that 1 in 4 adults in the county ages 65 and older have a

disability. The majority of the county's residential structures were built prior to the Fair Housing Accessibility Guidelines of 1991 and, therefore, are not required to meet any accessible design (Source: FCNA, 2016). Additionally, private landlords often pass along the high costs associated with accessibility modifications to their tenants. The FCNA estimates less than 5% of the county's housing stock is potentially accessible. These factors compound the issue of a lack of affordable and accessible housing for many older adults and people with disabilities in the county.

Lack of adequate income is one of the main reasons that older adults and individuals with disabilities are unable to obtain housing that meets their needs (Source: FCNA, 2016). This population also often balances an extremely tight budget, with little access to additional income. Residents may face various difficulties in maintaining their stable housing; for example, an unexpected medical expenditure, a rate increase on utilities, or rising transportation costs can have an adverse effect on financial resources.

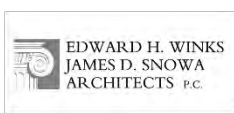
As individuals age, on average, income levels decrease. Those with physical and mental limitations also on average receive lower incomes; workers with disabilities earn 63 cents for every dollar their non-disabled colleagues make (American Institutes for Research, 2015). Data from the U.S. Census Bureau's 2016 American Community Survey reports that 6.6% or 1 in 15 adults aged 65 years or older in Fairfax County live at or below the federal poverty line. Additionally, the proportion of individuals with a disability who live at or below the federal poverty line is higher than individuals without a disability; approximately 25% of individuals with a disability live in poverty compared to 9% of individuals without a disability.

A problem persisting parallel to the deficit of affordable housing units is low-income persons with disabilities and an aging senior population, many of whom are immigrants, often lack the knowledge or and accessibility to necessary resources, and social, recreational, and lifelong learning opportunities to sustain long-term safe and healthy independent living. Given the rapid growth in the older adult population in Fairfax County, the increasing trend of older adults aging in place, and the commensurate increase in demand for services, there is need for a large number of service delivery models, including inter-organizational collaboration. Service-enriched housing combines on-site service availability, collaborative programming, and resources to address the myriad of needs of these most vulnerable populations.

Wesley Housing's proposed plan for Oakwood provides Fairfax County with much needed "service-enriched" affordable housing. These new units directly contribute to the Fairfax County FY18 Housing Blueprint goal of providing affordable housing options to special needs populations, without the need for Blueprint funds. The buildings will be designed to ensure the long-term sustainability of the property at standards comparable to other properties in the market area and will remain committed to affordability for seniors at or below 60% AMI for the term of the lease (i.e. 99 years).

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

The proposed project is fully consistent with Fairfax County's adopted policies (such as One Fairfax) and plans (such as the 50+ Community Action Plan). As noted above, however, the text of the Comprehensive Plan states that the site should be retained as landscaped open space. Inasmuch as the proposed project advances both the Housing Blueprint and the 55+ Plan, and is consistent with the development densities of nearby properties, we believe that this inconsistency can be eliminated. As described above, the utility infrastructure for the



project is already in place. Most importantly, Wesley's plan does not require additional County money to fund the rental financing gap.

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

Key development team member, Urban Ltd., is certified as a Small, Minority-owned, and Women-owned Business by Virginia Department of Small Business and Supplier Diversity. However, the largest (by-far) component of this project – and therefore the largest opportunity for promotion of social goals – will be the construction contract for the facility. Our construction contractor, Harkins Builders, has long been active in the affordable housing industry where Section 3 and M/WBE contracting requirements are common. Harkins enjoys a stellar reputation for meeting and exceeding all such targets on its jobs. Indeed, Harkins brings this same serious commitment to inclusion to all of its projects, and voluntarily places an M/WBE goal on every project, regardless of contractual requirement.

Harkins' efforts for the Oakwood project will include the following:

- Contacting agencies, organization and associations to announce and, when possible, make presentations regarding the project to create awareness and solicit bids and/or employees.
- Advertise widely, including print or electronic media particularly directed to minority communities.
- Contact all relevant, known Section 3 businesses to announce opportunities.
- Actively support the creation of M/WBE/Section 3 business joint ventures to serve the project.
- Hold a job fair with the major subcontractors shortly after the commencement of the work to recruit Section 3 employees.
- Contact relevant agencies that can be a source of referral of Section 3 employees.
- Create a job site log of potential applicants that enter the construction field office for use by all contractors in filling hiring needs.
- Consider an affirmative program requiring major subcontractors to create positions for Section 3 employment. (In Harkins' experience, this decision typically has budget implications, so they are reluctant to unilaterally make this commitment without a full discussion of budget priorities.)

When possible, Harkins will tailor subcontract scope packages to size and type that can target available M/WBE/Section 3 businesses interested in the work.