Response to PPEA Request for Proposals

OAKWOOD SENIOR HOUSING DEVELOPMENT

AUGUST 1, 2018

COMMUNITY PRESERVATION
AND DEVELOPMENT CORPORATION

CPDC

Community Preservation and Development Corporation

8403 Colesville Road
Suite 1150
Silver Spring, MD 20910
P: 202.895.8900 | F: 202.895.8805
www.cpdc.org

July 31, 2018

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

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

Dear Ms. Muse:

Community Preservation and Development Corporation (CPDC) is pleased to submit one original and ten (10) copies of a competing proposal for the Oakwood Senior Housing Project under the Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA). Also enclosed is a check for $5000 for the review fee.

CPDC has assembled a strong development team with Fairfax County experience that includes Moseley Architects, Charles P. Johnson & Associates (civil engineers), Bozzuto Construction and Walsh Colucci Lubeley & Walsh PC (land use legal counsel). The proposed design is particularly sensitive to areas of interest to the County and includes a community park, pedestrian/bike trail and bus shelter as added neighborhood amenities.

CPDC is already deeply engaged in Fairfax County with our Stonybrook community on Buckman Road (Lee District), our Island Walk community (Hunter Mill District) and with our current redevelopment project working to preserve 240 units of affordable senior housing at Lake Anne (Hunter Mill District). We look forward to partnering with the County and Fairfax County Redevelopment and Housing Authority and bringing our development expertise and unique perspective on resident and community engagement to the Oakwood development.

Thank you for this opportunity. If you have any questions or comments on the proposal, do not hesitate to contact me or Suzanne Welch, Vice President of Real Estate at swelch@cpdc.org.

Sincerely,

Christopher LoPiano
Senior Vice President

OAKWOOD SENIOR HOUSING DEVELOPMENT

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Executive Summary

Community Preservation and Development Corporation (CPDC) is pleased to submit this competing unsolicited proposal for the Oakwood Senior Housing Project on land owned by Fairfax County, VA and the Fairfax County Redevelopment and Housing Authority (FCRHA) under the Public-Private Education Facilities and Infrastructure Act of 202 (PPEA).

The Developer

CPDC is a nonstock, nonprofit corporation with 501(c)(3) tax-exempt status and serves as the umbrella organization to its subsidiaries and provides community development programs and services. CPDC was formed in 1989 and granted tax-exempt status in 1993.

CPDC's mission is to develop vibrant communities through innovation and partnerships. We also provide comprehensive and results-driven resident services that promote economic and educational opportunities, environmental sustainability, health and wellness instruction, and robust resident engagement, all of which enhance the quality of life for CPDC residents. CPDC's core convictions include:

1. **Preserving Affordability:** Reduce the impact of market pressures and improve sustainability to ensure affordable housing remains affordable;
2. **Developing Communities:** Intercede in distressed communities that are plagued by deteriorated conditions and criminal activity and transform them into safe, vibrant, and sustainable places to live; and
3. **Engaging Residents:** Support residents with a range of programs that enable them to play an active role in their community, providing them with opportunities to thrive in the economic mainstream, develop a sense of community ownership, and improve the quality of their lives.

Named the Housing Association of Non-Profit Developers (HAND) 2016 Developer of the Year, CPDC is a leader in the affordable housing industry both regionally and nationally, and our track record represents these accomplishments. Our tenet not only aims to strengthen communities, but provides a sound business investment for our lenders, investors, and public partners.

The Development Team

CPDC has assembled a strong development team with depth and experience in Fairfax County:

Moseley Architects, architects
Charles P. Johnson & Associates, Civil engineers
Bozzuto Construction, general contractor with extensive preconstruction services
Walsh Colucci Lubeley & Walsh PC, Land use legal counsel

Concept Plan

CPDC proposes to develop 150 units of affordable senior housing (62+) on the approximate 6.21-acre site at the intersection of Oakwood Road and Van Dorn Street (Site), with 10% of the units serving 30% of area medium income and drawing from FCRHA's list of homeless and at-risk applications seeking affordable housing (Project). We propose a service enriched environment for the residents with an array of programs tailored to their needs and interests. The amenities spaces under consideration, currently in use at our other properties, may include a nutrition program, a food pantry program, a community garden, wellness programs, fitness programs and a fitness room, outside guest speakers on topics of interest, and more.

The building is designed as three and four stories to maximize tree buffers for the adjacent neighborhood and provide sufficient parking for the Site. CPDC proposes the building to be developed as an independent living facility so as to not have unnecessary surplus parking, but sufficient parking to meet resident needs. The unit mix is 70% one bedrooms and 30% two bedrooms.

The community benefits of the Project include a 9000 square foot community park connecting Brent Willow Drive and S. Van Dorn Street, a pedestrian and bike trail along S. Van Dorn Street, an upgraded bus shelter and a community room within the Project that would be available to the County and community for meetings.

Financial Feasibility and Financial Strength

With Bozzuto Construction providing preliminary cost estimates, CPDC is able to develop accurate financial analysis of the development budget and operation proforma. Bozzuto's application includes letters of interest from an investor and lender that validate their

underwriting assumption. The Project would require a 9% Low Income Housing Tax Credit (LIHTC) award and likely require the Project to be funded as a 9%/4% twinned project by VHDA. Last month CPDC closed on its Jackson Ward project, a combined 9% and 4% LIHTC project with VHDA utilizing VHDA financing.

On January 1, 2018, CPDC entered an affiliation with Enterprise Community Investments (ECI). ECI and its parent, Enterprise Community Partners (ECP), are national intermediaries and Section 501 (c)(3) charitable organizations. With this affiliation, CPDC effectively operates as a subsidiary of ECI and has unique access to various debt and equity of ECI, as well as corporate capital for deal specific equity investments and operating deficit support, if needed. In addition, CPDC has access to predevelopment funds that have been escrowed pursuant to an agreement with FCRHA for development of affordable housing in Fairfax County.

The Project as a Community Asset

CPDC is already deeply engaged in Fairfax County with its Stonybrook affordable housing development on Buckman Road in the Lee District, its Island Walk community in the Hunter Mill District and with its current redevelopment project working to preserve 240 units of affordable senior housing at Lake Anne, also in the Hunter Mill District. CPDC's Project will bring new programs, new amenities and new much needed affordable senior housing to the Lee District.

Confidentiality and Letters of Support

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

Virginia Code Section 2.2-3705.6 11.b.
b. Records provided by a private entity to a responsible public entity, affected jurisdiction, or affected local jurisdiction pursuant to the provisions of the Public-Private Transportation Act of 1995 or the Public-Private Education Facilities and Infrastructure Act of 2002, to the extent that such records contain (i) trade secrets of the private entity as defined in the Uniform Trade Secrets Act (§ 59.1-336 et seq.); (ii) financial records of the private entity, including balance sheets and financial statements, that are not generally available to the public through regulatory disclosure or otherwise; or (iii) other information submitted by the private entity, where, if the records were made public prior to the execution of an interim agreement or a comprehensive agreement, the financial interest or bargaining position of the public or private entity would be adversely affected. In order for the records specified in clauses (i), (ii) and (iii) to be excluded from the provisions of this chapter, the private entity shall make a written request to the responsible public entity:

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

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

- Section 1 (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.

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

- *Section 2 (c): Include a list of all federal, state, and local permits and approvals required for the project and a schedule for obtaining such permits and approvals.*

- *Section 2 (f): Identify the proposed schedule for the work on the project, including the estimated time for completion.*

- *Section 2(g): Identify contingency plans for addressing public needs in the event that all or some of the project is not completed according to the projected schedule.*

- *Section 2 (m): List any contingencies that must occur for the project to be successful.*

- *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 regards to increases in such fees.*

- *Section 3(d): Identify all anticipated risk factors and methods for dealing with these factors.*

- *Section 3(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.*

- *Section 3(h): Identify any third parties that the private entity contemplates will provide financing for the project and describe the nature and timing of the commitments.*

July 26, 2018

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

Dear Mr. Fleetwood:

I understand Community Preservation and Development Corporation (CPDC) is proposing to develop new affordable housing in Fairfax County. As you know, the Virginia Housing Development Authority (VHDA) is Virginia's housing finance agency and a major provider of financing for affordable housing in the Commonwealth. We have partnered with CPDC on numerous affordable housing projects over the last several years. CPDC has been and continues to be an innovative recipient of VHDA funding, most recently closing on the Jackson Ward Project, a mixed income, mixed-use project of 154 affordable units in Richmond. VHDA has partnered with CPDC to fund over $20 million of development that has created more than 500 units of affordable housing over the last twelve years.

CPDC has shown admirable dedication to their mission of providing vibrant and innovative affordable housing accompanied with high-quality, tailored, site-based programs and resources for children, youth and adults on their properties. Today, CPDC has evolved not only as an affordable housing developer but as a community developer. We support CPDC's efforts to develop new affordable housing in Fairfax County.

Sincerely,

Susan Dewey

Susan Dewey
Executive Director

July 25, 2018

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

Dear Mr. Fleetwood:

I am delighted to be called upon as a reference for Community Preservation and Development Corporation (CPDC), in support of their proposal to develop new affordable housing in Fairfax County.

Since 2003, Bank of American has successfully partnered with CPDC, investing more than $15 million in financing. Bank of America is pleased to have such a dedicated partner in providing vibrant and innovative affordable housing; accompanied with high-quality tailored site-based programs, and resources for children, youth and adults on their properties. Together, we have preserved over 300 units of affordable housing. In addition to our development partnership; Bank of America has maintained a corporate banking relationship with CPDC for over 7 years.

Today, CPDC has evolved not only as an affordable housing developer but as a community developer. Without hesitation, I support CPDC's continued effort, specifically in Fairfax County, to develop new affordable housing.

Sincerely,

BANK OF AMERICA, N.A.

Miles Cary III
Senior Vice President
Community Development Banking
Bank of America Merrill Lynch
Bank of America, N.A.
Merrill Lynch, Pierce, Fenner & Smith Inc.
100 South Charles Street, 3rd Floor
MD4-325-03-02
Baltimore, MD 21201

CPDC List of References

Name/Title/Organization	Contact Information	Length of Relationship	Relationship
Susan Dewey Executive Director Virginia Housing Development Administration	601 S. Belvidere Street Richmond, VA 23220 Phone: 804-343-5812 E-mail: susan.dewey@vhda.com	10+	Provided LIHTC Credits and Financing for several projects.
Candice Streett Executive Director Virginia Low Income Support Coalition	413 Stuart Circle, Suite 300 Richmond, VA 23220 Phone: 804-358-7602 ext. 11 E-mail: cstreett@lisc.org	2+	Provided Section 4 grant and has assisted with relationship building in the Richmond, VA market.
Dave Miller Vice President of Construction Harkins Builders, Inc.	10490 Little Patuxent Parkway Suite 400 Columbia, MD 21044 Phone: 410-480-4236 Email: dmiller@harkinsbuilders.com	6+	General Contractor for Edgewood 1, Edgewood 4, Hollins House, Ft. Stevens Place and Jackson Ward.
Tracy W. Peters Senior Managing Director Red Capital Markets, LLC	Two Miranova Place Columbus, OH 43215 Phone: 614-857-1656 Email: twpeters@redcapitalgroup.com	6+	Lender and Syndicator
Ed Delany Director, Community Development Finance Capital One Bank	1680 Capital One Drive McLean, VA 22102 Phone: 703-720-2360 E-Mail: edmund.delany@capitalone.com	6+	Investor in low-income housing tax credits and construction loan and permanent first mortgage lender for 2 properties in Virginia and DC

Section 1. Qualifications and Experience

a. Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor in the structure fits into the overall team. All members of the 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.

The Project will be developed by **CPDC**, a nonprofit corporation with 501(c)(3) tax-exempt status and serves as the umbrella organization to Community Housing Inc. and its subsidiaries and provides community development programs and services. CPDC was formed in 1989 and granted tax-exempt status in 1993. CPDC will also provide the necessary financing guarantees. The Project will be owned and operated by a subsidiary of CPDC that will act as the management member of the limited liability company (LLC), with the tax credit investor as the other member of the LLC.

On January 1, 2018, CPDC entered an affiliation with Enterprise Community Investments (ECI). ECI and its parent, Enterprise Community Partners (ECP), are national intermediaries and Section 501 (c)(3) charitable organizations. With this affiliation, CPDC effectively operates as a subsidiary of ECI and has unique access to various debt and equity of ECI, as well as corporate capital for deal specific equity investments and operating deficit support, if needed. Also, with this affiliation, CPDC expects to add a director of design and construction to its staff to provide experienced construction management expertise.

For the Project, all development team members and others providing professional services will report to CPDC pursuant to contracts with CPDC or its ownership entity that CPDC will form. The other members of the development team identified at this time are:

- **Moseley Architects** – Based in Fairfax County, with offices in the mid-Atlantic region, Moseley Architect is a full-service architectural, engineering, planning and interior design firm committed to making a positive difference in the communities they serve. Moseley Architects has designed over 450 independent living, assisted living, skilled nursing, and memory care projects, as well as active adult communities, altogether totaling over 72,000 units. This experience provides Moseley with extensive expertise concerning the unique physical, emotional, and aesthetic needs of seniors.

- **Charles P. Johnson & Associates (CPJ)** – CPJ is a full-service civil engineering firm that has provided quality land planning, civil and environmental engineering, and surveying

services to the public and private sector since 1971. CPJ provides quality professional personnel, innovative approaches to problem solving, state-of-the-art technology and a commitment to excellence in the core areas of Planning, Engineering, Public Sector, Surveying, and Environmental Services.

- **Bozzuto Construction Company (Bozzuto Construction)** - With an average annual revenue exceeding $400 million, Bozzuto Construction Company is one of the Mid-Atlantic's largest general contractors. From planning and estimating to general contracting and oversight, they have more than 30 years of experience providing construction-related services across multiple product types, including senior and assisted living, urban-infill mixed-use, affordable housing, renovations, and capital improvements. By delivering as promised and standing behind the quality of their work, Bozzuto Construction has built a solid reputation for integrity, efficiency, and innovation.

- **Walsh Colucci, Lubeley & Walsh PC (Walsh Colucci)** - Walsh Colucci is a diverse, mid-size civil practice, with wide-ranging emphasis in the practice areas of land use, commercial real estate development law, business law and civil litigation. Walsh Colucci knows Northern Virginia land use and development. Their attorneys are recognized state-wide and are leading industry publications as some of the best in the industry. The firm's Land Use and Zoning practice group handles the processes of preparing, submitting, articulating, and defending our client's applications before the appropriate local government staff, planning commissioners, local legislative bodies, and concerned community members.

The team organizational chart, ownership chart, and firm overviews and key resumes follow this section.

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.

CPDC's mission is to develop vibrant communities through innovation and partnerships. We also provide comprehensive and results-driven resident services that promote economic and educational opportunities, environmental sustainability, health and wellness instruction, and

robust resident engagement, all of which enhance the quality of life for CPDC residents. CPDC's core convictions include:

1. **Preserving Affordability:** Reduce the impact of market pressures and improve sustainability to ensure affordable housing remains affordable;
2. **Developing Communities:** Intercede in distressed communities that are plagued by deteriorated conditions and criminal activity and transform them into safe, vibrant, and sustainable places to live; and
3. **Engaging Residents:** Support residents with a range of programs that enable them to play an active role in their community, providing them with opportunities to thrive in the economic mainstream, develop a sense of community ownership, and improve the quality of their lives.

CPDC is a highly regarded leader in affordable housing with award-winning preservation projects known for their innovative and high-quality design, sophisticated financing, and transformative resident services. CPDC believes that safe and affordable housing should be available to all people, despite an individual's background or socioeconomic status. To date, CPDC has preserved more than 5,000 units of affordable housing and currently owns and operates 30 properties serving more than 10,000 residents in Washington DC, Maryland and Virginia, with a development value of more than $550 million. CPDC's Fairfax County projects include Island Walk and Lake Anne in the Hunter Mill District and Stony Brook in the Lee District. CPDC also has West Wood Oaks, the only affordably housing project in the City of Fairfax.

Through its Community Impact Strategy (CIS) Division, CPDC is committed to making long-term investments in our properties and connecting communities through the implementation of our data-driven community-building model. Using the Results Based Accountability (RBA) Framework, CPDC has developed customized resident services plans for each of its communities. Each plan includes result targets, strategies, indicators of current conditions, performance measures, and evaluation methods agreed upon by CPDC staff, residents, and partner agencies. Residents participate in site-based programs on CPDC properties or at partner agency locations.

Residents at CPDC properties are low- and moderate-income individuals who benefit from the stable and vibrant communities in which they are located. In collaboration with local partners, CPDC offers the following:

- **Economic Development** – Workforce development, job placement, financial literacy workshops, transportation, and access to/training in technology.

- **Education** – Early school readiness, youth development, tutoring and mentoring, parent engagement, and adult literacy, including GED classes.

- **Environment** – Energy efficiency, recycling, and water conservation.

- **Health and Wellness** – Health education and awareness, on-site food pantries, nutrition and fitness classes, access to social and human services, and critical supportive services for seniors.

- **Resident Engagement** - Network building events to connect residents with one another and with members of the larger community, volunteerism, art and dance classes, neighborhood leadership, cultural exchange, and safety initiatives.

Since inception of CPDC's industry-leading volunteer program in 2007, more than 2,000 residents, staff, partners, and community members have donated nearly 175,000 hours of service to address critical needs surrounding health and wellness, education, environment, economy and community engagement.

Last year alone nearly 400 volunteers donated approximately 27,000 hours of service to CPDC's communities. (See a current 2018 Volunteering and Community Service report attached to this section.)

As previously noted, on January 1, 2018, CPDC joined the Enterprise Family which includes Enterprise Community Partners (ECP) and Enterprise Community Investments (ECI). Financing is offered though tax-exempt subsidiaries, Enterprise Community Loan Fund, Inc., and Enterprise Community Investment, Inc. Additional financing is offered through Bellwether Enterprise Real Estate Capital, LLC, all part of the Enterprise family. Enterprise has over 1000 employees.

CPDC's affiliation with Enterprise provides CPDC with complete access to Enterprise's national staff capacity in the areas of human resource management, marketing and communications, information technology, and fundraising. Additionally, it provides CPDC with unique access to Enterprise debt and equity products as well as additional corporate capital investments to carry out our mission.

Named the Housing Association of Non-Profit Developers (HAND) 2016 Developer of the Year, CPDC is a leader in the affordable housing industry both regionally and nationally, and our track record represents these accomplishments. Our tenet not only aims to strengthen communities, but provides a sound business investment for our lenders, investors, and public partners.

CPDC employs a holistic model of quality design and construction; mixed financing that leverages public sources, such as LIHTC, with private financing that provides low cost, long term, stable financing; proactive asset management that ensures that the third-party property manager brings the requisite expertise and attention to the intricacies of managing affordable housing, and that the value of the capital is preserved for the long term; and, most importantly, effective, long-term engagement with the residents. Our developments reflect how the public, private, and non-profit sectors, in partnership with residents and neighbors, can interact to create housing that directly serves community needs. CPDC's success lies in its expertise and balanced model of property development, including establishing solid financing, ensuring that the assets endure, and nurturing a long-term relationship with the residents.

Not only does CPDC have a highly qualified and capable staff, but we have cultivated strong relationships with general contractors, architects, property managers, and law firms who have deep affordable housing experience and who are familiar with CPDC's high standards for affordable housing.

CPDC is committed to safety and has managed and maintained its properties to the highest standards and has a relatively low claim history for both property and liability claims.

Bozzuto Construction is committed to protecting every person on and around their project sites. Bozzuto's Safety Director and Director of Field Operations oversee a range of programs that provide team members with the training and knowledge necessary to ensure protection of all individuals on their sites, as well as the communities around them. Bozzuto Construction's 2017 safety record includes an EMR of .70, an RIR of 1.73, and a DART rating of .58.

The firm overviews and key personnel and past performance of CPDC, Moselely, Bozzuto and CPJ are attached to this Section.

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

CPDC will direct all predevelopment, development, financing and operation of the Project. All members of the development team have a wealth of experience in constructing similar affordable senior housing projects. In addition, both Moseley Architects and Charles P. Johnson have offices in Fairfax County.

Corporate information, resumes, and comparable projects of CPDC, Moseley Architects, Charles P. Johnson and Bozzuto Construction are attached after this section.

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

Suzanne Welch, Vice President of Real Estate Development
Community Preservation and Development Corporation
8403 Colesville Road, Suite 1150
Silver Spring, MD 20910
Email: swelch@cpdc.org
Ph: 202-885-9559

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

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

Attached after this section is the consolidated audit for CPDC for 2017 and unaudited financials for the first quarter of 2018.

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. To the best of our knowledge of each Development Team member, there are no personnel or team members that will be obligated to disqualify themselves.

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

Bozzuto Construction's 30 years of experience has led them to many high-performing subcontractors who routinely perform at extreme levels of output. Bozzuto's leadership and field operations staff have developed strong connections with all their subcontractors, allowing them to effectively coordinate the many systems competing for space in the projects Bozzuto builds.

Bozzuto Construction greatly values its subcontractors. Project success is dependent upon solid relationships, and Bozzuto is proud to say that many of their subcontractors have been doing business with them since their beginnings. All their subcontractors are prequalified to ensure they meet their standards for excellence. Subcontractors are required to complete Bozzuto's prequalification process before becoming eligible to bid on a Bozzuto Construction project. The prequalification process requires detailed information on insurance, licensing, safety record, bonding capacity, annual volume of business, credit references, business references, etc.

Bozzuto Construction makes every attempt to involve their subcontractors in the project planning process as early as possible to gather input and feedback, and to ensure they present the qualifications and knowledge they are seeking across all required trades. As part of Bozzuto's preconstruction approach, Bozzuto invites subcontractors and manufacturers to meetings with other team members to provide feedback on price, alternate assemblies/materials, constructability, as well as market feedback for similar projects.

Bozzuto Construction works with the project owner and design team to select the best systems (HVAC, mechanical, electrical, etc.) to be utilized, including pricing alternate systems as required. Once these systems are determined, Bozzuto obtains initial feedback from select subcontractors. Their team will also research and obtain trade input on new materials, assemblies, and processes, which may qualify for GREEN Construction point consideration.

Bozzuto Construction solicits pricing from major trades for the project when contract documents reach a state of completion sufficient to quantify and prepare meaningful cost budgets. Bozzuto will prepare a select bidders list that is then evaluated by all team members and Bozzuto Construction senior staff. Each subcontractor is evaluated based on past performance, timely bid submission, safety record, financial strength, change order billings, on-time performance, warranty response, dispute resolution, on-budget performance, coordination with other trades, and other pertinent project criteria. Only those subcontractors who achieve satisfactory ratings during this evaluation are offered an opportunity to bid. The number of subcontractors in each trade is determined so that there is a guaranteed minimum of three bidders in each division of the work but with a goal of receiving five or more bids for all major trades on bid day.

Bozzuto Construction will confirm the project schedule utilizing the suggested durations from qualified bidders. Bozzuto will also establish a competitive final GMP for the construction of the project using the 85% construction documents. It is their goal to lock the GMP at this point and begin the construction coordination before the 100% construction documents are complete (i.e., award subcontracts to long lead trades, begin submittal process, etc.).

During construction, Bozzuto's project team monitors the amount of manpower each trade has onsite. Based on volume of the subcontract, they are able to calculate how many workers each trade should have. Subcontractors are required to submit daily reports to Bozzuto Construction with this information, which are monitored and verified for accuracy.

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**.

Bozzuto Construction will be able to collect this information during the buyout process, as their subcontractors have training and apprenticeship programs.

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

CPDC has supported engaging of small, women-owned and minority businesses in development of our projects, meeting and where possible exceeding the requirements of the jurisdictions we serve.

Moseley Architects have worked with a number of WBE/MBE/SBE consultants before in the areas of landscape architecture, MEP, sustainability and structural engineering and would endeavor to include them on Oakwood Development if selected.

CPJ is currently in the process of recertifying as a SWaM vendor in Virginia.

Bozzuto Construction has a proven track-record of meeting small, women-owned, and minority business (SBE/WBE/MBE) requirements. Their projects consistently plan for these opportunities, meeting or exceeding project participation goals. Long-term, they are committed to improving the economic viability, visibility, and employment opportunities for SBE/WBE/MBE businesses throughout the region. The typical goals for Bozzuto projects are as follows:

- Construction SBE goal = 15–20% of direct construction costs.
- Construction WBE goal = 4% of direct construction costs.
- Construction MBE goal = 20% of direct construction costs.

Project SBE/WBE/MBE goals are communicated to all potential/actual vendors and subcontractors through advertisements, solicitation of bids, discussion, negotiation and contract stipulation. Each major subcontract/ purchase order will include a specific contracted amount of SBE/WBE/MBE contract dollars used for the basis of reporting. For more on Bozzuto's efforts in this area see attachments to this application.

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.

CPDC, Moseley, CPJ and Bozzuto have provided Certifications Regarding Debarment following 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.

The Bozzuto Safety Program aligns with the Occupational Safety and Health Administrations' (OSHA) Construction Industry Standards, 29 CFR Part 1926 (and updates), State and Local Regulations, and industry best practices with the most stringent requirement applying in all circumstances. It is the obligation of all employees to be knowledgeable in the standards established by these agencies, and to implement the rules and regulations contained therein on projects under their direction.

To achieve this the Bozzuto field staff have obtained OSHA 30 Certification in Construction Safety and Health and have Medic First Aid/CPR/ AED training—with all sites having a dedicated AED in place. Bozzuto employees must also attend annual internal safety training, a curriculum dedicated to the OSHA Focus four topics (Falls, Electrical, Struck By, and Caught In/Between).

To keep everyone informed regularly, the Safety Director, Nathan Slavin, sends weekly "safety flash" topics to Bozzuto personnel and subcontractors, covering a variety of topics identified within their continuous improvement identification process. Additionally, their subcontractors hold weekly toolbox talks that are submitted for record.

Bozzuto defines a safe operation as organized, clean, and efficient. This type of operation puts them in a position where they can control incidents and improve overall company performance. When/if an incident does occur; they require immediate reporting, followed by a rigorous investigation and root cause analysis to identify shortcomings in process or procedures, which will allow improvement for future operations.

Since the safety of their workers is their biggest priority, Bozzuto is currently rolling out a new campaign based on the acronym SAFE—that stands for Stop and Focus Every time—to reinforce the importance of safe operations. The campaign goal is simple. Bozzuto wants their workers to Stop and Focus Every time they are performing tasks at work (and even at home) to ensure they are operating at their highest potential while eliminating risks and staying safe. (See additional information attached to this section.)

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

Not applicable.

Community Preservation and Development Corporation

Statement of Developer Experience

Organization History and Overview

Community Preservation and Development Corporation (CPDC), is a highly regarded leader in affordable housing with award-winning preservation projects known for their innovative and high-quality design, sophisticated financing, and transformative community impact. CPDC's mission is to develop vibrant communities through innovation and partnerships. To accomplish this, CPDC creates and preserves financially sound, socially responsible affordable housing for low and moderate-income individuals and families, some of which are combined with market rate units to create mixed income communities. Whenever feasible, in cooperation with community residents and partnerships, CPDC provides community programs that increase opportunities for residents to effect change in their lives and their communities.

Eugene Ford, who developed more than 15,000 units of affordable housing over the previous 40 years, established CPDC in 1989 to focus on preserving affordable properties in the mid-Atlantic region, because safe, decent, and affordable housing was, and still is, critically needed.

With more than 25 years of operation, CPDC has established an unparalleled reputation for revitalizing communities across the mid-Atlantic Region. This has included the redevelopment and revitalization of over 30 properties with 5,000+ units of high quality affordable housing, representing an investment of over $700 million. CPDC currently owns and operates 5,000+ units of affordable housing, serving over 10,000 residents – including 600+ units of restricted senior housing in five properties. These properties span across the District of Columbia, Maryland, and Virginia.

In 2014, CPDC adopted an aggressive strategic plan that focused on creating a community development model that would better serve neighborhoods and residents by actively responding to opportunities that support investment in residents and the broader community.

Overview of Firm's Qualifications

Named the Housing Association of Non-Profit Developers (HAND) 2016 Developer of the Year, CPDC is a leader in the affordable housing industry both regionally and nationally, and our track record represents these accomplishments. Our tenet not only aims to strengthen communities, but provides a sound business investment for our lenders, investors, and public partners.

CPDC employs a holistic model of quality design and construction. Mixed financing leverages public sources, such as LIHTC, with private financing that provides low cost, long term, stable financing. Proactive asset management ensures that third-party property managers bring the requisite expertise and attention to the intricacies of managing affordable housing, and that the value of the capital is preserved for the long term. Most importantly, it is important to establish effective, long-term engagement with the residents. Our developments reflect how the public, private, and non-profit sectors, in partnership with residents and neighbors, can interact to create housing that directly serves community needs. CPDC's success lies in its expertise and balanced model of property development. This model includes establishing solid financing, ensuring that the assets endure, and nurturing a long-term relationship with residents.

In addition to expertise in affordable housing finance, CPDC specializes and is an expert in the rehabilitation of occupied multi-family rental housing. Rehabilitation of apartments with residents in place or with on-site relocation is one of the most complex types of construction. Meticulous planning, coordination and scheduling are required, alongside managing the risks of the unknown elements of rehabilitation.

Not only does CPDC have a highly qualified and capable staff, but we have cultivated strong relationships with general contractors, architects, property managers, and law firms who have deep experience in affordable housing and who are familiar with CPDC's high standards for affordable housing.

Below is an overview of the financing tools that CPDC regularly employs:

Low-Income Housing Tax Credits: CPDC is particularly experienced in LIHTC funding, which have been a part of our last nine real estate deals and is the bedrock model of our project funding. CPDC has received over 20 LIHTC awards in our 25-year history and has had a great deal of success in managing LIHTC properties. The following table summarizes the last ten projects where we have obtained LIHTC:

Project	Number of Units	Equity Raised	Allocating Agency
Hollins House Seniors	130	$.97	Maryland CDA
Highland Park Seniors	77	$1.00	VHDA
Edgewood Commons I	292	$1.04	DHCD/DCHFA
Essex House	135	$.91	Maryland CDA
The Larkspur	76	$1.06	VHDA
West Wood Oaks	59	$.90	VHDA
Stony Brook Apts.	204	$.84	VHDA
Admiral Oaks Apts.	159	$.75	Maryland CDA
Wheeler Terrace Apts.	118	$1.01	DHCD/DCHFA
The Overlook at Oxon Run	316	$1.00	DHCD/DCHFA

Private Activity Bonds: Many of CPDC's projects also include taxable or tax-exempt bonds, either as construction funds or permanent funds, and usually in deals that were awarded 4% tax credits. Our staff have become experts at structuring deals with tax-exempt bonds.

Private Permanent Loans and Construction Loans: Our projects include a first mortgage, and generally have a construction loan, from a private financial institution. CPDC's staff have strong relationships

with community lending officers of the region's largest financial institutions and are in contact with many of them regarding the deals in our pipeline.

FHLB Affordable Housing Program: CPDC has a strong track record of obtaining funding through the Affordable Housing Program of the Federal Home Loan Bank system. The program provides direct grants or loans to multifamily affordable housing projects.

Real Estate Investment Trust: As part of CPDC's strategic plan to expand into the Hampton Roads Tidewater area, we purchased a 300-unit garden style development project located in Norfolk, Virginia. We used the Housing Partnership Equity Trust (HPET) for the acquisition of this property. HPET established a partnership with 12 of the nation's leading non-profit developers and owners, including CPDC. The premise allows the Equity Trust to hold $100 million in acquisition capital, with the intent to raise over $500 million over a five-year period, to acquire and preserve unsubsidized affordable and workforce housing. This ready source of acquisition capital allows non-profit developers to compete with private developers without relying on or consuming public subsidy and grant programs.

Other financing instruments with which CPDC has used include:

- HUD Section 236 Program
- HUD 221 (d) 3, 4 Programs
- HUD 223 (f) and (a) Programs
- Federal Historic Tax Credits
- State Historic Tax Credits
- HUD Section 202 Program
- Project- and Voucher-Based Section 8
- Renewable Energy Grants
- VHDA Reach Funding
- HOME Investment Partnership Program
- Community Development Block Grant (CDBG)

Ownership structure

Community Preservation and Development Corporation is a nonstock, nonprofit corporation with 501(c)(3) tax-exempt status and provides community development programs and services.

On January 1, 2018, CPDC entered an affiliation with Enterprise Community Investments (ECI). ECI and its parent, Enterprise Community Partners (ECP), are national intermediaries and Section 501 (c)(3) charitable organizations. With this affiliation, CPDC effectively operates as a subsidiary of ECI and has unique access to various debt and equity of ECI, as well as corporate capital for deal specific equity investments and operating deficit support, if needed.

Developer's company financial statements and tax returns

CPDC has built a strong balance sheet with several million in cash reserves by building and delivering on past commitments and timely collection of developer fees. CPDC has consistently met its construction completion, operating deficit or other guarantees related to past projects in our portfolio.

Our finance department includes a Senior Vice President, Finance, Controller, and experienced accountants with real estate and not-for-profit accounting experience; and, there are two Certified Public Accountants and three accountants that have their master's degree. We use a public accounting firm to perform audit and tax services, and regularly consult with accounting and legal experts on tax credit matters, deal structuring, and nonprofit corporate issues. We fully document cash management,

accounts payable, check signing, and other banking matters. CPDC's accounting system, Great Plains, produces financial reports to monitor and manage its real estate projects and assets, as well as resident services functions. Each member of the Board of Directors reviews the annual audit management letter and IRS Form 990s, and the Board meets privately with the auditors to discuss any issues raised.

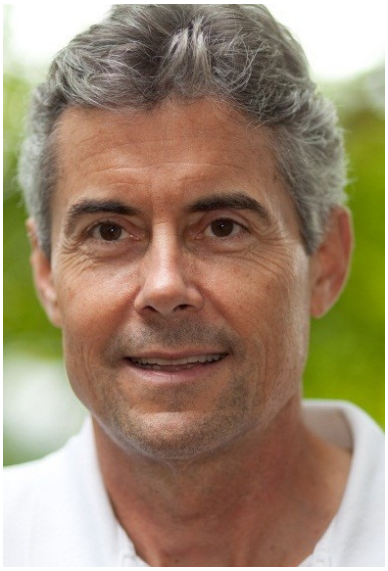
Community Impact Strategies

Since its inception, CPDC has provided high-quality, tailored, site-based programs and resources to children, youth, and adults on our properties. Today however, CPDC has evolved to do more than resident services. Working deliberately as a community developer, we have evolved from service providers to active participants in neighborhood planning and joint creators of community solutions.

To reflect this shift—and our commitment to a deeper involvement and investment in communities—we have redefined this work as 'Community Impact Strategies (CIS)': a new title that well encompasses our expanded work both serving residents and collaborating broadly to support the collective interests of local communities.

CPDC's CIS team works with residents, private sector institutions, other non-profit organizations, and local and federal government agencies to create strategic alliances. These partnerships result in increased programs, services, resources and networks becoming available to residents and those in the immediately surrounding communities.

CPDC's community building model consists of five impact areas that serve as the basis for all Community Impact Strategies: economic development, education, environment, health and wellness, and resident engagement.



J. Michael Pitchford, President and CEO

Mr. Pitchford is responsible for the overall strategic direction and management of the real estate development and community development programs of CPDC's affordable housing communities. Having spent a decade serving on the Board of the National Housing Conference, including a three-year stint as its president, Mr. Pitchford has developed a strong understanding of how national and local policy impact housing affordability. This, along with his leadership skills in generating a shared vision with employees, has helped him build infrastructure for stable and rapid growth.

Previously, Mr. Pitchford led the Community Development Equity Group at Bank of America Corporation in Charlotte, NC. Under his leadership, the Groupdeveloped or rehabilitated 23,000 units of affordable housing since 1994 and increased equity commitments by 3,000%. These developments notably included Make A Difference Centers, which are community life programs tailored to the needs of the resident population with services such as computer training for residents of all ages, career and academic mentoring, and on-site health clinics.

Mr. Pitchford has participated in and led numerous associations, workshops, conferences, and forums on policy, networking, and the sharing of best practices. He is a member of the Urban Land Institute and serves on the Boards of the Maryland Affordable Housing Coalition, the Anne Arundel Affordable Housing Coalition, the National Housing Conference, the Housing Partnership Network and the Housing Partnership Equity Trust. He is a lecturer and adjunct faculty member in the School of Public Policy at the University of Maryland. He is a past chairman of the Affordable Housing Council of the Urban Land Institute and is a past chairman of the National Housing Conference. Mr. Pitchford earned his bachelor's and master's degrees from Old Dominion University.

Christopher LoPiano, Senior Vice President of Real Estate Development/Asset Management

Mr. LoPiano is responsible for all real estate development and asset management functions at CPDC. Mr. LoPiano's career in real estate development spans more than 25 years with prominent organizations primarily in the Washington, D.C. and Baltimore, MD regions. He specializes in urban development and community revitalization and works closely with community leaders and neighborhood organizations to achieve their goals. Mr. LoPiano has extensive experience in developing affordable housing, including renovation and new construction in both the rental and for-sale sides of the business. He has led several large urban mixed-use projects, from project entitlement through construction and lease-up.

Prior to joining CPDC, Mr. LoPiano was the director of development for CityInterests, a Washington, D.C.-based developer. During his tenure, he directed all project design, entitlement, financing, construction, and leasing efforts. In this role, he managed the development of a 15-acre transit-oriented PUD, a 400,000 sq. ft. mixed-use redevelopment, and a 300,000 sq. ft. retail portfolio. Mr. LoPiano also managed CityInterests' relationship with the D.C. government, including city council and pertinent agencies.

Mr. LoPiano also served as a senior vice president for Bank of America CDC, where he established its Washington, D.C. and Baltimore offices. He was a long-time member of the Washington, D.C. Local Advisory Committee of the Local Initiatives Support Corporation (LISC) and served on the Washington, D.C. Loan Committee of the Nonprofit Finance Fund. He is a past president of the Baltimore Neighborhood Design Center and has served on the Urban Land Institute study panels for Norfolk, VA and Rochester, NY.

Mr. LoPiano graduated from Georgetown University with degrees in Government and Economics.

Pamela M. Lyons, Senior Vice President of Community Impact Strategies

Ms. Lyons is responsible for the development and direction of CPDC's community building model strategy and manages the company's renowned Resident Services with daily leadership. Key to the success of her work at CPDC is the identification and building of partnerships with private sector groups and local government agencies that provide programs and services to support the five impact areas of the community building model: Education, Economic Development, Health and Wellness, Environment, and Resident Engagement. She is also responsible for measuring and ensuring the ongoing effectiveness of all internal and external resident service processes at CPDC.

Ms. Lyons previously spent five years at CPDC as director of administration, overseeing human resources, communications, operations, and IT management. Her prior duties included partnering with members of senior management to help guide corporate business objectives, employee relations, workforce planning, and communications across the organization.

Ms. Lyons has more than 17 years of experience in human resources development and employee relations. For six of those years, she served as chief of staff at the Council of Chief State School Officers in Washington, D.C., where she managed relationships with key external stakeholders, established effective management and performance measurement systems, and developed recruitment and orientation strategies to support corporate objectives.

Ms. Lyons graduated from the American University in Washington, D.C., and is the president of the Board of Beacon House and Board member of CNHED.

Suzanne K. Welch, Vice President of Real Estate Development

Ms. Welch works on both acquisition, new construction and redevelopment projects undertaken by CPDC. At CPDC she manages a real estate development team on a variety of mixed use and mixed income affordable housing projects. Her responsibilities include financial feasibility, securing project financing, and overseeing acquisition, entitlements, HUD approvals, and rehabilitation and preservation of existing, occupied affordable housing as well as development of new construction projects. Ms. Welch has specialized expertise and familiarity with land use redevelopment, landlord tenant law, Low Income Housing Tax Credits, tax-exempt bond financing, D.C. Housing Production Trust Fund, and permanent supportive housing policies nationally and locally.

Ms. Welch has worked in the affordable housing finance industry for over 15 years both at CPDC and at Transitional Housing Corporation (THC). At THC, she was Director of Affordable Housing for THC Affordable Housing, Inc., the co-developer of Fort View and Webster Gardens, winners of the Journal of Tax Credit Development of Distinction Award in 2011 for Financial Innovation. Prior to that, she held the position of sr. associate general counsel for The Rouse Company working in the area of commercial real estate development of retail and mixed-use projects, and both urban centers and regional shopping centers across the country. She has also worked for the City of Baltimore Department of Housing and Community Development.

Ms. Welch holds a Juris Doctorate degree from the University of Baltimore and Masters in Community Development from the University of Maryland School of Social Work. She is licensed to practice law in the State of Maryland.

Riane McWain, Real Estate Development Officer

Ms. McWain is responsible for assisting the Senior Real Estate Development officer in all aspects of acquisition, preservation and redevelopment of projects undertaken by CPDC. Prior to joining CPDC, Ms. McWain worked with THC Affordable Housing. Before that, she was a year-long graduate assistant at the Community Development Administration within the Maryland Department of Housing and Community Development.

Ms. McWain holds a Masters in Community Planning with a focus on Housing Development from the University of Maryland, College Park and a Bachelor of Arts in International Development and Spanish from Frostburg State University.

Katrina Polk, Senior Director for AIC/Senior Housing

Ms. Polk is responsible for Gerontological Health Service, Long Term Care, Age-Friendly Development, Aging in Place Design, Advocacy, Advance Care Planning, Nonprofit Management, Public Performance Measurements, Community & Neighborhood Revitalization, and Supportive Housing. Her focus is on Maryland, Virginia and the District of Columbia.

Ms. Polk holds a Ph.D. in Public Policy and Administration, specializing in Health Services at Walden University, a Master of Public Policy and Administration at Southern University, and a Bachelor of Arts in Labor Studies at National Labor College.

Board of Directors

CPDC is governed by a Board of Directors comprised of senior leaders in business, finance, and government sectors. Under their direction, CPDC's properties reflect how the public, private, and non-profit sectors, in partnership with residents and neighbors, can successfully interact to create housing that directly serves the needs of the community.

J. Michael Pitchford
President and Chief Executive Officer, CPDC

Charles Werhane
President & CEO, Enterprise Community Investment

Adrian Washington
Founder, NDC

Barry C. Curtis
President & Owner, Best Fence LLC

Conrad Eagan
Retired President & CEO of NHC

Laurel Blatchford
SVP & Chief Program Officer, Enterprise Community Investment

Lecester Johnson
Executive Director, Academy of Hope

Lee Reno
Founding Member, Reno & Cavanaugh

Nancy S. Rase
Principal, Nancy Rase Consulting Svcs LLC

W. Kimball Griffith
Retired VP, Norris George & Ostrow PLLC

DEPARTMENT LEADS AND CONTACTS

Michael Pitchford
President and CEO, CPDC

Kelly Shiflett
Senior Vice President, Finance, Enterprise

Pamela Lyons
Senior Vice President, Community Impact Strategies, CPDC

Christopher LoPiano
Senior Vice President, Real Estate Development and Asset Management, CPDC

CPDC AND COMMUNITIES TOGETHER.

Growing and thriving.

Edgewood Commons

601 Edgewood Street, NE
Washington, DC 20017

PROPERTY OVERVIEW

OWNER / DEVELOPER / SPONSOR
Edgewood Terrace One, LLC
Community Housing, Inc., CPDC

DEVELOPMENT TEAM
Wiencek + Associates Architects + Planners, Harkins Builders

FUNDERS	TYPE
DCHFA	4% Tax Exempt Bonds
Enterprise Community Investment	Tax Credit Equity $9,300,000
HUD	Project-Based Section 8 (114 units)
RED Mortgage Capital	HUD 221(d)(4) FHA Mortgage

DEVELOPMENT TYPE
Moderate Rehab; Multifamily

RESIDENTIAL PROFILE
Mixed-income and mixed-use community
Regulatory Restrictions: 70% LIHTC (60% AMI or below); 30% at 60-80% AMI

DEVELOPMENT PROFILE
Type / # Units / Density

EFF / 20	3 BR / 59
1 BR / 81	4 BR / 56
2 BR / 76	

Total: 292 of 792 units on 16 acre campus

AMENITIES
Community Laundry, Computer Center, Residential Internet, Senior and Youth Programs, Day Care Center (Infants/PS), Recreation Areas, Garage Parking, Fitness Trail, Community Garden and other outdoor amenities.

CONSTRUCTION TYPE
Mid Rise (1) Garden (6)

DEVELOPMENT COSTS
$44 Million

Edgewood Commons Revitalization: 501-535, 601-625 Edgewood St.

Innovative Financing

Edgewood Commons I (formerly, Edgewood Terrace I) was initially purchased and renovated by CPDC in 1995. This part of the Edgewood campus contains 292 apartments, and is made up of a mid-rise building and six garden apartment buildings, containing efficiency and one-, two-, three- and four-bedroom apartments.

CPDC is in the midst of a five-year recapitalization and renovation process for the entire Edgewood campus. CPDC closed on the recapitalizaiton for Edgewood I in November 2014 and began renovations in 2015. The substantial remodeling includes both interior and exterior upgrades and new outdoor amenities such as water features, a community garden, outdoor assembly areas and a fitness trail.

For the current redevelopment of Edgewood I, CPDC assembled a sophisticated, multi-layered financing package that included:

- $21,570,000 in tax exempt bonds via the D.C. Housing Finance Agency;
- $9,300,000 in tax credit equity from Enterprise Community Investment; and
- $31,696,300 in HUD 221(d)(4) financing via RED Mortgage Capital.

The financing structure provides for 70% of the units to be Low Income Housing Tax Credit eligible and 30% of the units to be restricted to households below 80% of area median income (AMI) by a HUD Up Front Grant.

CPDC maintained its commitment to the residents by executing a 20 year renewal of the HUD HAP contract preserving 114 units that serve households with very low income (defined as below 50% of AMI).

Edgewood Commons

As part of the redevelopment, CPDC is undertaking a major repositioning of all of the properties on the Edgewood campus by rebranding them collectively as Edgewood Commons and adopting new marketing and customer service initiatives.

COMMUNITY PRESERVATION AND DEVELOPMENT CORPORATION
8403 Colesville Road ▲ Suite 1150 ▲ Silver Spring, MD 20910
MAIN 202.895.8900 ▲ FAX 202.895.8805 ▲ **www.cpdc.org**

Community Impact Strategies

Since inception, CPDC has provided high-quality, tailored, site-based programs and resources to children, youth, and adults on our properties.

Today however, CPDC has evolved to do more than resident services.

As we work deliberately as a community developer, we have evolved from service providers to active participants in neighborhood planning and joint creators of community solutions.

To reflect this shift—and our commitment to a deeper involvement and investment in communities—we have redefined this work as 'Community Impact Strategies (CIS)': a new title that well encompasses our expanded work not only serving residents but collaborating broadly to support the collective interests of local communities.

CPDC's CIS team works with residents, private sector institutions, other non-profit organizations, and local and federal government agencies to create strategic alliances.

These alliances result in increased programs, services, resources and networks that offer residents and those in the immediately surrounding communities with the foundation they need to bring about dynamic change at both the personal and community level.

Community Building Model

CPDC's community building model consists of five impact areas that serve as the basis for all Community Impact Strategies:

- **Economic Development:** providing access to job placement and training, financial literacy workshops, transportation, and technology access.
- **Education:** focusing on early school readiness, youth development, parent engagement, and adult literacy.
- **Environment:** promoting energy efficiency, recycling, and water conservation.
- **Health and Wellness:** encouraging health education and awareness; providing nutrition and fitness classes; supporting access to social and human services.
- **Resident Engagement:** supporting civic involvement, volunteerism, neighborhood leadership, community participation, and cultural exchange.

CPDC is committed to the long-term success of residents, our partners, and our communities. CPDC **and communities together.** ***Growing and thriving.***

CPDC AND COMMUNITIES TOGETHER.

Growing and thriving.

Highland Park Senior Apts.

1221 East Brookland Park Blvd.
Richmond, VA 23222

PROPERTY OVERVIEW

SPONSORS
CPDC and Richmond Redevelopment and Housing Authority

OWNER / DEVELOPER
Highland Park Senior Housing, LLC
Community Housing, Inc.

DEVELOPMENT TEAM
Grimm + Parker Architects
KBS Construction

FUNDERS	TYPE
VHDA	9% LIHTC
HUD	Project Based Section 8 via RAD
Capital One	Construction-Perm Loan
National Park Service	Federal Historic Tax Credits
VA Dept. of Historic Resources	State Historic Tax Credits
City of Richmond	Section 108 Loan CDBG
VA DHCD	HOME
LIIF	Acquisition

DEVELOPMENT TYPE
Adaptive reuse and Historic rehab of former high school; senior apartments

RESIDENTIAL PROFILE
Seniors; 100% ≤ 60% AMI

DEVELOPMENT PROFILE
Type / # Units / Density
1 BR / 77
Total: 77 units; 2.6 acres

AMENITIES
Auditorium, Community Room, Fitness space, Cyber Lounge, Community Laundry

DEVELOPMENT COSTS
$11.4 Million

Redevelopment of Highland Park Senior Apartments

The acquisition of Highland Park Senior Apartments in December 2013 constituted CPDC's inaugural community development initiative in Richmond, VA and a significant reinvestment in the Six Points neighborhood. Highland Park is also the first phase of a three-phase development project in partnership with the Richmond Redevelopment and Housing Authority.

The property was constructed in 1909 to serve as Highland Park Public High School and is listed on the National Register of Historic Properties. In 1990, the high school was converted into a senior apartment building using Low Income Housing Tax Credits (LIHTC). Renamed Brookland Park Plaza, the building functioned as a senior living community for many years before being sold in 2006. Wells Fargo foreclosed on the loan in July 2011. The building sat vacant for two years and needed substantial repairs when CPDC purchased the property in 2013.

Financing

CPDC acquired Highland Park through a line of credit with the Low Income Investment Fund (LIIF) and a bridge loan from Community Housing, Inc. In 2015, CPDC closed on the permanent and construction financing, which included a complex layering of the following sources:

- $2.9 million in 9% tax credit equity awarded by Virginia Housing Development Agency (VHDA) and syndicated by Hudson Housing Capital;
- $3.6 million in Federal and State Historic Tax Credits;
- $3 million Capital One loan;
- Project Based Section 8 contract through the Rental Demonstration Program (RAD) of the U.S. Department of Housing and Urban Development (HUD);
- $900,000 from the City of Richmond—$650,000 as a Section 108 loan, and $250,000 in Community Development Block Grant (CDBG) funds;
- $500,000 from Virginia Department of Housing and Community Development (DHCD) in HOME funds; and
- $490,000 deferred fee.

Renovations

Completed in early 2017, the $11.4 million redevelopment included replacing kitchen cabinets and appliances, bathroom vanities and toilets, as well as upgrading building systems and complying with all historic review standards. To ensure compatibility with Section 504 for disabled access, several units provide accessible/barrier-free living on the ground floors.

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The redevelopment also included transforming the school auditorium into a multi-use community facility that includes a cyber lounge, fitness space, office, and general purpose area.

Community Development

Highland Park Senior Apartments provides an exciting opportunity to contribute to the revitalization of Richmond's Six Points community in the Highland Park neighborhood north of downtown Richmond. The property is located nearby commercial, institutional, and residential areas and is nearby the city's designated "Neighborhoods in Bloom" investment area of Highland Park.

Community Impact Strategies

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CPDC's CIS team works with residents, private sector institutions, other non-profit organizations, and local and federal government agencies to create strategic alliances.

These alliances result in increased programs, services, resources and networks that offer residents and those in the immediately surrounding communities with the foundation they need to bring about dynamic change at both the personal and community level.

Community Impact Strategies at Highland Park

The core of CIS activities at Highland Park is directed toward older adult residents. The programs, activities, and services provided are aimed at meeting six basic elements we consider to be critical to maintaining and enhancing the quality of life for independent older adults:

- Promoting and supporting an active and healthy lifestyle;
- Celebrating and preserving traditions and cultures;
- Maintaining involvement and connection with the surrounding communities;
- Providing opportunities for personal growth within mind, body, and spirit;
- Offering programs and services that promote resident engagement, individuality, and the skills and creativity of older adults; and,
- Delivering services that preserve, protect, and promote continual community independent living.

CPDC is committed to the long-term success of residents, our partners, and our communities. **CPDC and communities together.** ***Growing and thriving.***

CPDC AND COMMUNITIES TOGETHER.

Growing and thriving.

Hollins House

1010 W. Baltimore Street
Baltimore, MD 21223

PROPERTY OVERVIEW

OWNER / DEVELOPER / SPONSOR
Hollins House, LLC
Housing Authority of Baltimore City (HABC)
Community Housing, Inc., CPDC

DEVELOPMENT TEAM
Grimm and Parker Architects
Harkins Builders, Inc.

FUNDERS	TYPE
Red Capital	HUD 221(d)4 FHA Mortgage
HUD	Project Based Section 8 via RAD
MD DHCD	4% LIHTC Tax-Exempt Bonds
Enterprise Community Partners	LIHTC Equity
HABC	Seller Note

DEVELOPMENT TYPE
Multifamily affordable housing

RESIDENTIAL PROFILE
Seniors and Persons with disabilities
100% ≤ 60% AMI

DEVELOPMENT PROFILE
Type / # Units / Density
1 BR / 130
Total: 130 units; 1.24 acres

AMENITIES
Community Room and Kitchen, Library, Computer Stations, Outdoor Social Areas, Community Laundry

CONSTRUCTION TYPE
High Rise

DEVELOPMENT COSTS
$25.6 Million

Partnership with Baltimore Housing Authority to Redevelop Hollins House

Hollins House is a high-rise building of 130 one-bedroom units that are home to seniors and persons with disabilities in the Hollins Market neighborhood of Baltimore. In 2013, the Housing Authority of Baltimore City (HABC) selected CPDC to be the development partner to convert Hollins House to project-based Section 8 under HUD's Rental Assistance Demonstration (RAD) program. RAD is a mixed financing tool allowing public housing authorities to partner with private developers to replace outdated buildings.

CPDC acquired the property in November 2015 and completed renovations in May 2017.

Financing

CPDC secured the following sources to fund the Hollins House redevelopment:

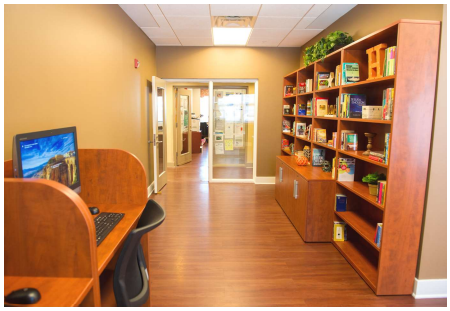
- $11.5 million HUD 221(d)4 mortgage from Red Mortgage Capital;
- $7.5 million in 4% tax credit equity through Enterprise Community Partners; and
- $6.1 million seller note.

The total development budget is $25.6 million.

Development Plan

The redevelopment of Hollins House included kitchen and bathroom upgrades, new energy efficient appliances and fixtures, new windows, and enclosed balconies that increased the living space for residents.

Amenity upgrades included a redesigned lobby to foster an inviting environment, a camera security system, renovated community room with kitchen facilities, a library, computer access, community laundry, and new staff and tenant council offices.



Exterior work included a new roof, brick repair, and creating new outdoor gathering spaces for residents to enjoy. A pergola and fountain were added to enhance the environment outdoors.

Hollins House is located two blocks west of the main University of Maryland graduate campus and represents CPDC's first redevelopment project in Baltimore, MD.

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CPDC's community building model consists of five impact areas that serve as the basis for all Community Impact Strategies:

- Economic Development
- Education
- Environment
- Health and Wellness
- Resident Engagement

Community Impact Strategies at Hollins House

The core of CIS activities at Hollins House is directed toward older adult residents. The programs, activities, and services provided are aimed at meeting six basic elements we consider to be critical to maintaining and enhancing the quality of life for independent older adults:

- Promoting and supporting an active and healthy lifestyle;
- Celebrating and preserving traditions and cultures;
- Maintaining involvement and connection with the surrounding communities;
- Providing opportunities for personal growth within mind, body, and spirit;
- Offering programs and services that promote resident engagement, individuality, and the skills and creativity of older adults; and,
- Delivering services that preserve, protect, and promote continual community independent living.

CPDC offers access to meals, health and nutrition education, computer stations, and various other activities. Residents serve as volunteers, which allow for opportunities to participate in program design and delivery, as they assist their community in growing and thriving.

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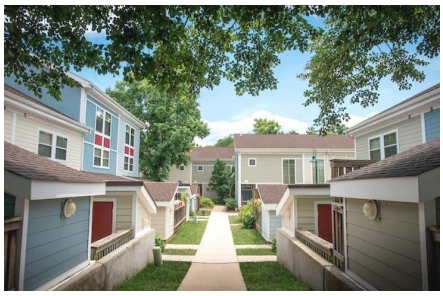

Island Walk

1701 Torrey Pines Court
Reston, VA 20190

PROPERTY OVERVIEW

OWNER / DEVELOPER / SPONSOR
Island Walk Limited Partnership
Community Housing, Inc., CPDC

DEVELOPMENT TEAM
Wiencek + Associates Architects + Planners, PC
Hamel Builders, Inc.

FUNDERS	TYPE
VHDA	LIHTC
FCRHA	Tax-Exempt Bonds
	Affordable Housing Production Loan
	HOME Loan
HUD	Section 8
	Risk Sharing Credit Enhancement
Fairfax County	Partial Tax Exemption
VA DHCD	CPHF Loan

DEVELOPMENT TYPE
Substantial Rehab, Multi-family

RESIDENTIAL PROFILE
100% LIHTC eligible (< 60% AMI)

DEVELOPMENT PROFILE
Type / # Units / Density
2 BR / 58
3 BR / 30
4 BR / 14
Total: 102 units; 7.3 acres

AMENITIES
Community Laundry (all units have washer and dryer hook-ups), Computer Learning Center, Community Activity Rooms, Recreation Area for Children

CONSTRUCTION TYPE
Townhouses

DEVELOPMENT COSTS
$16.7 Million

Redevelopment of Island Walk

Island Walk is a 102-unit townhouse community located in the pioneering planned community of Reston, Virginia. Island Walk was originally developed in the late 1970's by the Fairfax County Redevelopment and Housing Authority as a limited-equity cooperative. The design of the buildings (plywood siding and flat roofs with no overhang) resulted in the property deteriorating significantly over time.

Although the community is in a very attractive neighborhood with many nearby amenities, because of the nature of the cooperative ownership structure, the residents lacked access to funds necessary to address the capital needs.

Financing

In 2004, CPDC won a Request for Proposals competition with a proposal to thoroughly renovate the units without displacing any residents and to give the co-op the right to purchase the property at the end of the 15-year tax credit compliance period. CPDC crafted a financing structure that included $9,075,000 of tax-exempt bonds issued by the Fairfax County Redevelopment and Housing Authority (FCRHA), $3,750,000 in low-income housing tax credit equity, as well as $1.5 million in secondary mortgage financing from the FCRHA.

In 2017, CPDC refinanced the property with a $17 million HUD 223(f) loan, setting aside money for reinvestment in the property and additional investment in Fairfax County. The HAP contract covering 101 units was also renewed for 20 years.

CPDC worked with the co-op to develop a scope of work that would ensure that the asset would endure well past the time that the co-op would have the right to purchase it.

Renovations and Community Space

The redevelopment work involved the replacement of all the major systems, including replacement of the plywood siding with durable, cement-based siding and the replacement of the flat roofs with sloped, trussed roofs. To increase the marketability of the project, the kitchens were opened to the living area, and the units were increased in size by over 100 square feet with an addition to the ground floor. Further, elevators were added to six of the units to make them fully accessible.

With dedicated space in the renovated community center, CPDC is partnering with the residents of Island Walk, local officials, and corporations to bring its award-winning programs to the community, beginning with youth development.

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Community Building Model

CPDC's community building model consists of five impact areas that serve as the basis for all Community Impact Strategies:

- **Economic Development:** providing access to job placement and training, financial literacy workshops, transportation, and technology access.
- **Education:** focusing on early school readiness, youth development, parent engagement, and adult literacy.
- **Environment:** promoting energy efficiency, recycling, and water conservation.
- **Health and Wellness:** encouraging health education and awareness; providing nutrition and fitness classes; supporting access to social and human services.
- **Resident Engagement:** supporting civic involvement, volunteerism, neighborhood leadership, community participation, and cultural exchange.

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Jackson Ward

105 East Duval Street
Richmond, VA 23219

PROPERTY OVERVIEW

OWNER / DEVELOPER / SPONSOR
Jackson Ward Senior/Multifamily, LLC
Richmond Redevelopment and Housing Authority
Community Housing, Inc., CPDC

DEVELOPMENT TEAM
Grimm and Parker Architects
Harkins Builders, Inc.

FUNDERS	TYPE
TBD	Private Debt
HUD	Project Based Section 8 via RAD
VHDA	9% & 4% LIHTC Tax-Exempt Bonds
TBD	LIHTC Equity

DEVELOPMENT TYPE
Senior Affordable Housing
Multifamily Mixed Income Housing

RESIDENTIAL PROFILE
100% ≤ 60% AMI

DEVELOPMENT PROFILE
Type / # Units / Density
0 BR / 32 (mixed income)
1 BR / 72 (senior) and 23 (mixed income)
2 BR / 27 (mixed income)
Total: 154 units; 2.5 acres

AMENITIES
Surface Parking, Community Laundry, Community Room and Kitchen, Computer Stations, Outdoor Social Areas

CONSTRUCTION TYPE
Concrete Podium

DEVELOPMENT COSTS
$33 million

Partnership with RRHA to Develop Mixed-Income Housing in Richmond

In 2014, CPDC partnered with the Richmond Redevelopment and Housing Authority (RRHA) for a three-phase mixed-income, mixed-use project to produce more than 200 units of affordable housing in Richmond through HUD's Rental Assistance Demonstration program (RAD).

At Jackson Ward, phase two of the redevelopment, CPDC will deliver 154 units of mixed-income housing to include: 72 units of project-based Section 8 for very low-income seniors and an additional 82 units of mixed-income rental units (60% market rate). Jackson Ward will also feature 6,000 square feet of commercial space for neighborhood retail.

CPDC's mixed-income strategy at the site is aligned with the organization's 2014-2018 strategic plan.

The Jackson Ward site, which once housed Richmond's first African American Catholic Church, was vacant upon CPDC's acquisition, except for a historic convent structure on the north side of the property.

The Jackson Ward neighborhood, listed on the National Register of Historic Places, is undergoing rapid change and development, due to its proximity to Downtown Richmond and Virginia Commonwealth University.

Financing

CPDC is in the process of assembling a complex financing package for the $33 million development which includes:

- $11 million of equity through both the 9% and 4% Low Income Housing Tax Credit Program
- $20+ million of construction and permanent debt
- $750,000 of RRHA capital funding
- $2 million of subsidy

Development Plan

The design at Jackson Ward calls for separate buildings (senior and mixed income) separated by a surface parking lot. Street fronts on North First and North Second streets will be enhanced with new storefront glass and individual entrances. The buildings will be built to Earthcraft© standards.

Amenities will include structured parking, two outdoor plazas, a management office, and ample lounge and recreation areas.

Construction is scheduled to begin in early-2018.

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Lake Anne

11452 North Shore Drive
Reston, VA 20190

PROPERTY OVERVIEW

OWNER / DEVELOPER / SPONSOR
Community Housing, Inc., CPDC

DEVELOPMENT TEAM
Fellowship Square Foundation
Grimm + Parker Architects
Bozzuto Construction
Charles P. Johnson & Associates

FUNDERS	TYPE
TBD	Private Debt
HUD	Project Based Section 8 via RAD
VHDA	4% LIHTC
	Tax-Exempt Bonds
TBD	LIHTC Equity

DEVELOPMENT TYPE
Senior Affordable Housing

RESIDENTIAL PROFILE
100% ≤ 60% AMI

DEVELOPMENT PROFILE
Type / # Units / Density
0 BR / 72
1 BR / 162
2 BR / 6
Total: 240 units

AMENITIES
Meeting/Worship Room, Library, Activity Rooms, Wellness Center, Outdoor Plaza, Parking Garage, Community Gardens

CONSTRUCTION TYPE
Concrete Podium

DEVELOPMENT COSTS
$78 million

Partnership with Fellowship Square Foundation to Develop Affordable Senior Housing in Fairfax

In 2015, CPDC partnered with the Fellowship Square Board to replace 240 units of affordable housing at Lake Anne in Reston, VA through HUD's Rental Assistance Demonstration program (RAD II) and creating of project-based vouchers with prepayment of a HUD 202 loan.

At Lake Anne, CPDC and Fellowship will preserve all 240 units of the affordable senior housing to maintain long-term affordability. The new replacement housing will create a state-of-the-art building that will be an asset to the community and incorporate sustainability into the design. CPDC will deliver 240 units of affordable senior housing which will also include accessible units and commons spaces.

CPDC's alliance strategy at the site is aligned with the organization's 2014-2018 strategic plan.

The Lake Anne neighborhood is part of the Lake Anne village, designed by James Rossant. The village center was named to the National Register of Historic Places in 2017.

Financing

CPDC is in the process of securing entitlement approvals and assembling a complex financing package for the $78 million development which includes:

- TBD equity through both the 4% Low Income Housing Tax Credit Program
- TBD amount of construction and permanent debt
- TBD of tax-exempt bonds

Development Plan

The design at Lake Anne calls for units universally designed with wide corridors and passageways as well as energy efficient windows, appliances and light fixtures. Five percent (5%) of the units will be fully accessible with lower counter tops and rolls in showers. The building will be built to Earthcraft© standards.

Amenities will include structured parking, two outdoor plazas, a management office, and ample lounge and recreation areas.

Construction is scheduled to begin in 2019 and be completed in 2021.

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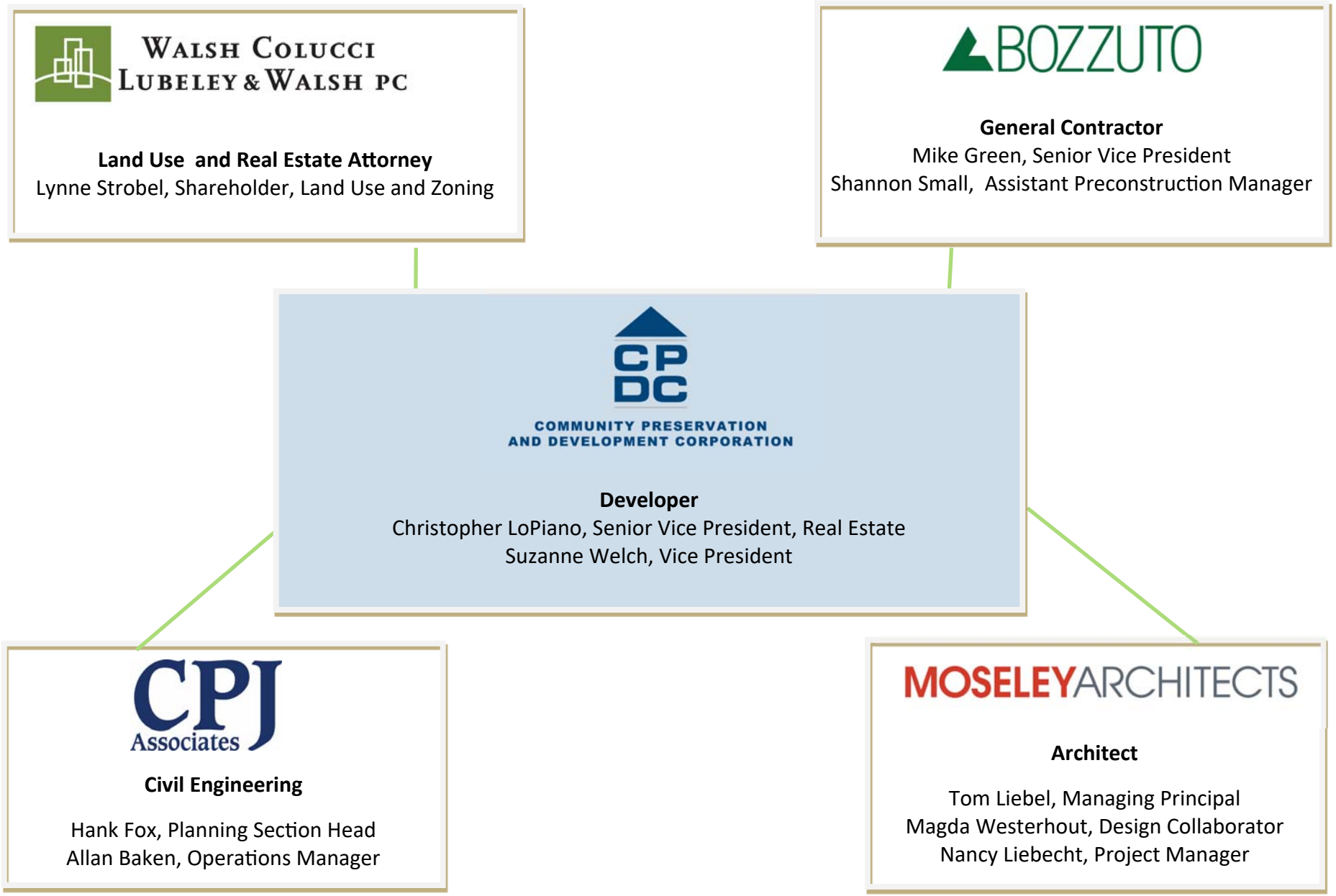
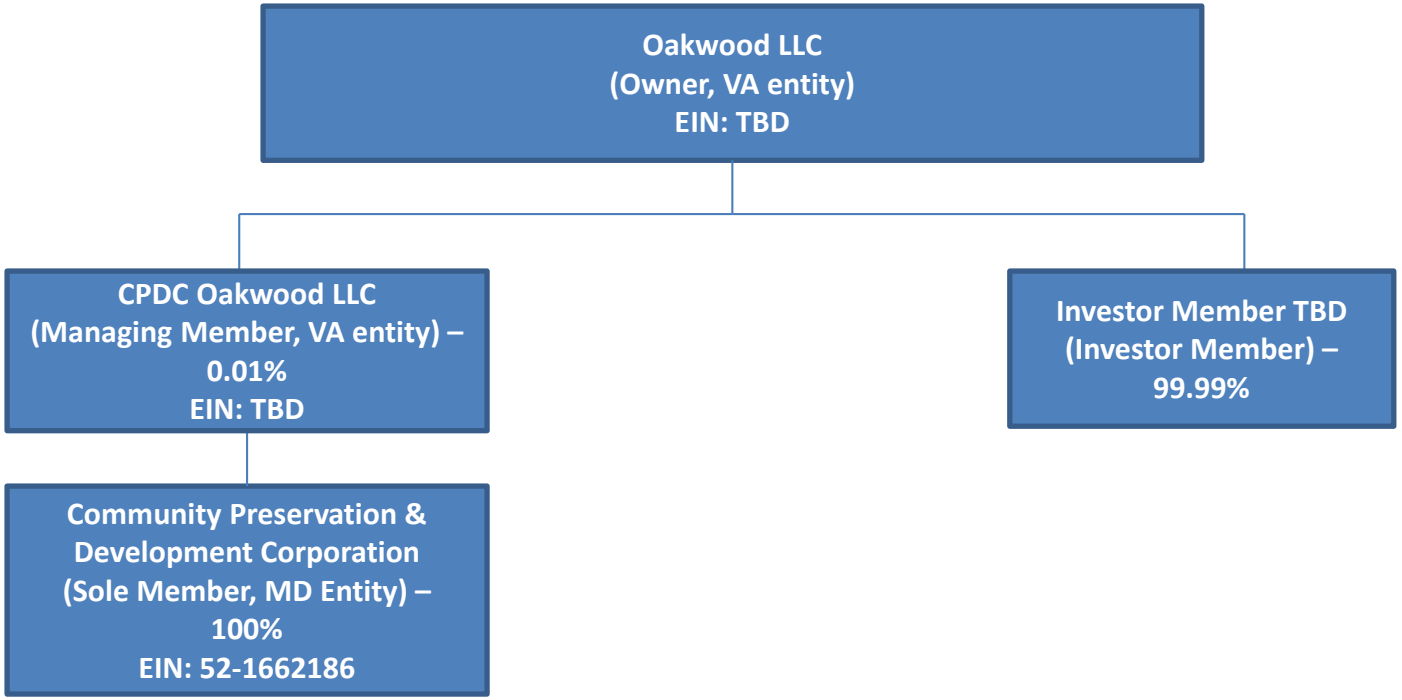
CPDC Project Summary

Project Name	Location	Most Recent Completion Date	Unit Configuration	Income Groups Served	Financing	
			Total Units		Development Cost	Financing Sources
PRE-DEVELOPMENT						
Baker School	Richmond, VA	Acquired 2017	50 (Senior)	50 Units ≤ 60%AMI	$13 Million	Conversion of Public Housing to Project-based Sec. 8 under HUD RAD program. 4% Historic tax credits.
Lake Anne	Reston, VA	Closing 2019	240 (Senior)	240 Units ≤ 60%AMI	$78 Million	New project financing includes 4% tax credits, seller take back financing and proceeds from sale of developable parcel.
UNDER CONSTRUCTION						
Auburn Pointe	Newport News, VA	Acquired 2015	274 (Multi-Family)	274 Units ≤ 60%AMI	$14.1 Million	Community Housing Capital Acquisition Loan; Community Housing, Inc. Equity
Fort Stevens	Washington, DC	Acquired 2016	59 (Multi-Family)	59 Units ≤ 60%AMI	$18.6 Million	SAFI Acquistion Loan and Predevelopment Loan from Enterprise. 9% LIHTC; Freddie Mac Forward via SunTrust
Jackson Ward Multi-family	Richmond, VA	Closed June 2018	82 (Multi-family)	40% at 60% AMI 60% Market Rate	$20.5 Million	VHDA Bond Financing and 4% Credit. State of VA Trust Fund. Private Equity
Jackson Ward Senior	Richmond, VA	Closed June 2018	72 (Senior)	10% at 40% AMI 90% at 50% AMI	$14 Million	Conversion of Public Housing to Project-based Section 8 under HUD RAD program. 9% LIHTC. VHDA Debt. Replacement Housing Factor Funds. Federal Home Loan Bank AHP.
COMPLETE						
Dove Landing	Virginia Beach, VA	2017	318 (Multi-Family)	318 Units unrestricted	$23.8 Million	Housing Partnership Equity Trust (REIT); Freddie Mac GSE loan via Prudential; Community Housing, Inc. Equity
Island Walk	Reston, VA	2017 (refinancing)	102 (Multi-family)	102 units ≤ 60% AMI	$17 Million	HUD Section 223(f)
Highland Park Senior Apartments	Richmond, VA	2016	77 (Senior)	77 units ≤ 30% AMI	$11.4 Million	9% LIHTC; Project-based Section 8 via RAD; Federal and State Historic Tax Credits; Section 108 Loan and CDBG funds from City of Richmond; HOME funds from VA DHCD; Construction/ Permanent loan from Capital One; Acquisition bridge loan from Low Income Investment Fund
Edgewood Commons I	Ward 5, Washington, DC	2016	292 (Multi-family)	204 units ≤ 60% AMI 88 units ≤ 80% AMI	$44 Million	LIHTC; 4% Tax Exempt Bonds; Section 8; HUD 221 (d)4 FHA Mortgage from RED Capital
Hollins House	Baltimore, MD	Jul-05	130 (Senior)	130 Units ≤ 60%AMI	$25.6 Million	4% LIHTC; Tax Exempt Bonds; Project-based Section 8 via RAD; HUD 221(d)4 FHA Mortgage from RED Capital

Development Team Organizational Chart

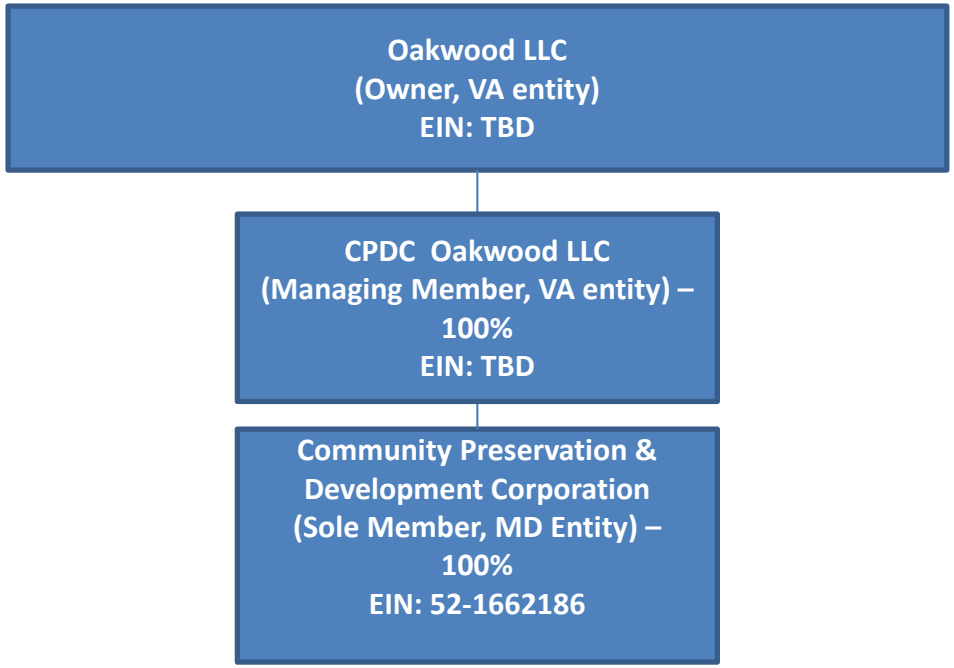


Organizational Chart of Owner as of Closing



If the project proceeds with both 9% and 4% tax credits, a mirrored entity will be established for the 4% project.

Current Organizational Chart of Owner



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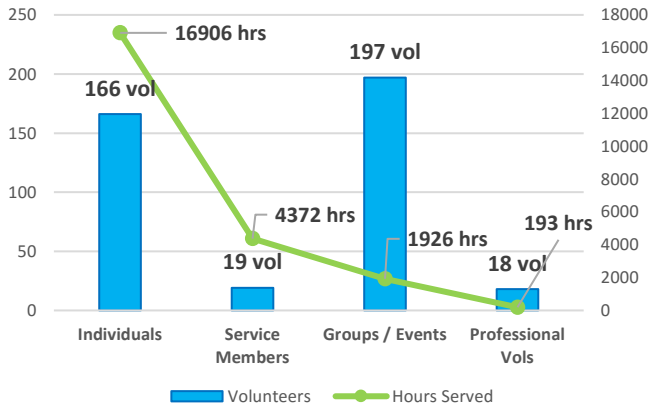
2017 Volunteering and Community Service

YEAR END RESULTS

	2016	2017	% Change
ACTIVE VOLUNTEERS:	402	295	-27%
HOURS OF SERVICE:	27,591	23,397	-15%
VALUE OF VOLUNTEERING:	$685,136	$578,828	-16%
RATIO OF HRS PER VOL	69	79	16%

Volunteer Type	AVG Hrs Served per Vol		
	2016	2017	% Change
Individuals	87	102	17%
Service Members	402	230	-43%
Group/events	8	10	21%
Professional Volunteers	21	11	-49%

Volunteer Service by Type



2017 Year End Highlights

This year 16 CPDC locations utilized 282 volunteers that served 21,926 hours, providing an estimated value of $543,328 in human capital to our communities. While engagement of all volunteers decreased by 27% and hours decreased by 15% compared to last year, the ratio of hours served per volunteer **increased** by 16% demonstrating that the volunteers engaged in 2017 are serving more hours.

Individual Ongoing Volunteers, which provide regular weekly service to our communities, saw a 17% increase in the hrs. served per volunteer over last year. These volunteers are the backbone of our program and are made up of roughly 80% resident volunteers that run the foodbanks, plan activities and events for the communities, provide support and assistance to CIS Managers, assist with summer camps and afterschool programs. They are also growing as volunteer leaders designing and facilitating computer classes, leading workshops, and advocating or educating other residents about their own role and voice in the communities.

Service Members are defined as interns, fellows, and AmeriCorps members that are hosted at CPDC for a term of service to provide greater capacity at sites while developing their own professional skills. This year the ratio of service dropped, with members serving 43% fewer hours than last year, primarily due to the end of a yearlong youth engagement program, ServiceWorks, which hosted 5 VISTA members that ended their term in July 2016. Still, as a proud partner of Urban Alliance Fellowships, in 2017 CPDC hosted 6 high school fellows, expanding our placements to Meadowbrook Run and Wardman Court.

Group and Event Volunteers experienced a 21% increase in their ratio of service because of community clean-ups at Stony Brook and Cedar Heights where youth and adults beautified their neighborhoods. CPDC also partnered with NeighborWorks to execute an employee volunteer day, which brought more than 40 people to Arbor View to refresh the community center in time for summer programming. Volunteer Engagement also hosted another successful Volunteer Recognition Ceremony in April and the 2nd Annual Volunteer Leadership Summit in October.

Professional Volunteers, that provide highly skilled service, decreased the hours served by nearly 50% compared to last year. CPDC board service was the primary contribution of time and as CPDC provides greater efficiencies in executing meetings, this may continue. Still, in 2017 we saw a 50% increase in the number of skilled volunteers, from 12 in 2016 to 18 in 2017, reflecting contributions from volunteer leadership summit workshop facilitators.

Volunteer Engagement will continue to build on the platform from which we deliver service in communities to strategically leverage the power of a variety of volunteers to ensure that the communities grow and thrive.

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CPDC Volunteer Engagement 2017 Year End Statistical Report & 2016 Comparisons

	2016			2017			Variance		
CPDC @ Silver Spring	Hrs	Vol	$	Hrs	Vol	$	Hrs	Vol	$
Office of the President	***252***	***12***	***$25,150***	***322***	***13***	***$21,763***	***28%***	***8%***	
Service Members (AC, UA)			*$0*	137	1	*$3,313*	100%	100%	
Board	252	12	*$25,150*	185	12	*$18,450*	-27%	0%	
Community Impact Strategies	***7032***	***73***	***$169,752***	***1848***	***81***	***$44,639***	***-74%***	***11%***	
Individuals	41	9	$990	11	1	$253	-74%	-89%	
Service Members (AC, UA)	6643	8	$160,362	1368	3	$33,017	-79%	-63%	
Groups/events	348	56	$8,401	462	71	$11,141	33%	27%	
Subtotal	**7284**	**85**	**$194,902**	**2170**	**94**	**$66,402**	***-70%***	***11%***	***-66%***
CPDC @ Silver Spring	Hrs	Vol	$	Hrs	Vol	$	Hrs	Vol	$
Arbor View	***3233***	***28***	***$78,033***	***2876***	***62***	***$69,435***	***-11%***	***121%***	
Individuals	2149	18	*$51,877*	1868	16	*$45,081*	-13%	-11%	
Service Members (AC, UA)	324	3	*$7,809*	329	1	*$7,930*	2%	-67%	
Groups/events	760	7	*$18,346*	680	46	*$16,423*	-10%	557%	
Bates	***4688***	***14***	***$113,158***	***4574***	***13***	***$110,408***	***-2%***	***-7%***	
Individuals	4114	12	$99,320	3799	10	$91,700	-8%	-17%	
Service Members (AC, UA)	573	2	$13,838	775	3	$18,709	35%	50%	
Cedar Heights	***1091***	***43***	***$26,337***	***2275***	***4***	***$54,906***	***108%***	***-91%***	
Individuals	951	3	*$22,957*	2275	4	*$54,906*	139%	33%	
Groups/events	140	40	*$3,380*			*$0*	-100%	-100%	
Edgewood Terrace	***1766***	***106***	***$42,619***	***1442***	***14***	***$34,804***	***-18%***	***-87%***	
Individuals	931	24	$22,462	598	10	$14,430	-36%	-58%	
Service Members (AC, UA)	510	2	$12,311	844	4	$20,374	65%	100%	
Groups/events	325	81	$7,846			$0	-100%	-100%	
Essex House	***338***	***3***	***$8,159***	***370***	***3***	***$8,932***	***9%***	***0%***	
Individuals	338	3	*$8,159*	370	3	*$8,932*	9%	0%	
Highland Park	***0***		***$0***	***352***	***25***	***$8,485***	***100%***	***100%***	
Individuals			$0	320	24	$7,713	100%	100%	
Groups/events			$0	32	2	$772	100%	100%	
Hollins House	***0***		***$0***	***197***	***1***	***$4,744***	***100%***	***100%***	
Service Members (AC, UA)			*$0*	197	1	*$4,744*	100%	100%	
Howard Hill	***0***		***$0***	***0***		***$0***	***0%***	***0%***	
Island Walk	***403***	***19***	***$9,733***	***809***	***35***	***$19,519***	***101%***	***84%***	
Individuals	281	19	$6,789	572	24	$13,810	103%	26%	
Groups/events	122	15	$2,943	234	25	$5,655	92%	67%	
Mayfair Mansions	***1569***	***59***	***$37,876***	***1251***	***5***	***$30,187***	***-20%***	***-92%***	
Individuals	1395	27	*$33,675*	1011	4	*$24,406*	-28%	-85%	
Service Members (AC, UA)			*$0*	240	1	*$5,782*	100%	100%	
Groups/events	174	32	*$4,200*			*$0*	-100%	-100%	
Meadowbrook Run	***6***	***1***	***$145***	***456***	***6***	***$10,996***	***7492%***	***500%***	
Individuals	6	1	$145	191	5	$4,599	3075%	400%	
Service Members (AC, UA)			$0	265	1	$6,397	100%	100%	
The Overlook	***3208***	***21***	***$77,441***	***3203***	***22***	***$77,308***	***0%***	***5%***	
Individuals	3208	21	*$77,441*	3105	20	*$74,943*	-3%	-5%	
Groups/events			*$0*	98	2	*$2,366*	100%	100%	
Park Montgomery	***1339***	***19***	***$32,311***	***846***	***15***	***$20,410***	***-37%***	***-21%***	
Individuals	1339	19	$32,311	846	15	$20,410	-37%	-21%	
Stony Brook	***1495***	***64***	***$36,082***	***2058***	***59***	***$49,679***	***38%***	***-8%***	
Individuals	738	27	*$17,815*	1421	26	*$34,308*	93%	-4%	
Service Members (AC, UA)	341	4	*$8,232*	217	2	*$5,226*	-37%	-50%	
Groups/events	416	52	*$10,035*	420	51	*$10,145*	1%	-2%	
Wardman Court	***910***	***5***	***$21,967***	***523***	***4***	***$12,613***	***-43%***	***-20%***	
Individuals	605	3	$14,605	523	4	$12,613	-14%	33%	
Service Members (AC, UA)	305	2	$7,363			$0	-100%	-100%	
Wheeler Terrace	***264***	***2***	***$6,373***	***0***		***$0***	***-100%***	***-100%***	
Individuals	120	1	*$2,897*			*$0*	-100%	-100%	
Service Members (AC, UA)	144	1	*$3,476*			*$0*	-100%	-100%	
Subtotal	**20,308**	**384**	**$490,234**	**21,227**	**268**	**$512,427**	***5%***	***-30%***	***5%***
TOTAL	**27,591**	**402**	**$685,136**	**23,397**	**282**	**$578,828**	***-15%***	***-30%***	***-16%***

The service hour values used for this report are based on the 2016 national rate listed on Independent Sector's website: $24.14. Board member service hours are valued at $100/hr. We ask pro bono (highly skilled) volunteers to identify a value for their services based on their professional hourly rates. If they do not provide this information, we use the most current Bureau of Labor Standards (BLS) DC-VA-MD Metropolitan Division hourly occupational wage (Table 7 in BLS publication).

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: Suzanne K. Welch

Signature/Date: Suzanne Welch Vice Pres. Int / 7/25/18

Company Name: Community Preservation and Development Corporation (CPDC)

Address: 8403 Colesville Road, Suite 1150

City/State/Zip: Silver Spring, MD 20910

SSN or TIN No: 52-1662186

MOSELEY ARCHITECTS

Designing solutions. Building trust. Enriching lives.

Tom Liebel, FAIA, LEED Fellow

Managing Principal
Moseley Architects

Education
The Johns Hopkins University, Master of Liberal Arts, 1998

University of Cincinnati, Bachelor of Architecture, Magna Cum Laude, 1990

Registrations
Architect: MD, VA, OH, DC, PA

Affiliations
College of Fellows, AIA

LEED Fellow, Green Building Certification Institute

President, Baltimore Chapter AIA, 2014

Director, Maryland Chapter AIA 2005 - 2011, 2013

Member, Maryland Advisory Council for Historic Preservation, 2012 - Present

Chair, Baltimore City Commission for Historic and Architectural Preservation, 2010 - Present

Maryland Green Building Council, 2011 - Present, Chair 2011 - 2014

Green Globes Professional, 2014 - Present

Recognized as a national leader in sustainable design and historic preservation, Tom has practiced architecture for over 27 years focusing on integrating sustainable design principles into commercial and residential projects. Mentor, critic, author, and speaker, Tom has received multiple awards for design, smart growth, and sustainable design. Acknowledged for his leadership, Tom advanced to Fellowship in the AIA and was also included in the Inaugural Class of LEED Fellows. Currently he is the principal in charge for University Lofts, a renovation and addition to the Drovers and Mechanics National Bank Building for the purpose of market-rate apartments and hotel rooms.

Relevant Projects

- North Hill Residences, Community Housing Partners
- Town Square at Dumfries, Community Housing Partners
- 520 Park Avenue, The Time Group
- 1111 Light Street, Caves Valley Partners
- 611 Park Avenue, The Time Group
- The Flats at Eutaw Place, Somerset Development
- Miller's Court, Seawall Development
- 114 East Lexington, Baybridge Properties
- Union Mill and Artifact Coffee, Seawall Development
- Burgess Mill Station, The Stavrou Companies
- The Cottages at Greenwood, Howard County Housing Commission
- Primrose Place, Community Housing Partners
- 1 West Mount Vernon Place, The Walter's Art Museum
- Park Plaza, The Time Group
- Cafe Fili, Somerset Development
- Millennial Media at the American Can Company, Cross Street Partners
- Crown Cork and Seal Master Plan
- Roger Carter Recreation Center, The Stavrou Companies
- Embassy of the UAE
- J. Van Story Branch Apartments, Community Housing Partners
- Bathhouse Square, Ernst Valery Investments
- UMBC Cyberincubator
- Emeril's Fish House, Sands Las Vegas Corporation
- Emeril's Chop House, Sands Las Vegas Corporation

Magda C. Westerhout, AIA

Design Collaborator
Moseley Architects

Education
University of Maryland, Bachelor of Architecture, 1979

Registrations
Architect: MD

Affiliations
Maryland Affordable Housing Coalition, 2011 - Present

State Board of Architects 2011 – Present

AIA, Baltimore Chapter, 1980 - Present

Inclusionary Housing Board, 2014-Present

Baltimore County Design Review Panel 2005 - 2012

AIA/ABC Value Engineering Task Force 2005 - 2010

Live Baltimore, Board Of Directors, 2004 - 2007

Greater Baltimore Committee Leadership Class Of 2004

Downtown Partnership Of Baltimore Membership Committee, 2002 - 2004

AIA, Baltimore Chapter, President, 1999

Magda joined the team in 1987 and has served as project manager and principal in charge for many of Moseley Architects' largest and most successful affordable housing projects. An expert in multi-family housing design, Magda has worked in the field for over 30 years. Projects under her direction include seven projects for Catholic Charities as well as Stadium Place, and Burgess Mill Station. She is currently the principal in charge for an extensive redevelopment of Baltimore's Barlcay Old Goucher neighborhood, a three-phase project with 180 renovated and new construction units provided to date. Two of her recently-completed affordable housing projects, Mulberry at Park and North Barclay Green 3, have each been honored with a 2017 ULI Baltimore Wavemaker Award. She was honored with Person of the Year Award 2017 by the Maryland Housing Coalition.

Relevant Projects

- Barclay Old Goucher Master Plan, Telesis
- Barclay Old Goucher Phase I, II, and III, Telesis
- Mulberry at Park, Enterprise
- Bon Secours Gibbons Apartments, Enterprise
- Sinclair Way, Conifer Realty
- The Homewood House, Telesis
- Sojourner Place, Episcopal Housing Corporation
- Village Crossroads, Catholic Charities
- Heritage Crossing, A&R Development
- Stadium Place Village, GEDCO
- The Ellerslie, Telesis
- Benet House, Enterprise
- Cason Arms Apartments, Episcopal Housing Corporation
- St. Stephen's Court Apartments, Episcopal Housing Corporation
- The Brentwood, Telesis
- The Allendale, Enterprise
- The Sage Center, Episcopal Housing Corporation
- Catholic Charities Abingdon
- Our Lady of Fatima I and II, Catholic Charities
- Burgess Mill Station, The Stavrou Companies
- Basilica Place, Catholic Charities
- Union Rowe, AHC
- Project PLASE (People Lacking Ample Shelter and Employment)

Nancy Liebrecht, AIA, LEED AP

Project Manager
Moseley Architects

Education
Bachelor of Architecture, McGill University, Montreal, Canada, 1997

Bachelor of Science, McGill University, Montreal, Canada, 1996

Registration
Architect: MD

LEED Accredited Professional

Nancy has over 17 years of design and project management experience. Since joining the firm in 2003, Nancy has worked on a broad range of projects. She developed the design of the Ashby Ponds Erickson Living Campus in Ashburn, Virginia and prepared the master planning documentation. Nancy was project manager for Miller's Court, an award-winning mixed-use rehabilitation project containing residential and commercial office space. The project used state and federal tax credits and Nancy was heavily involved in the submission process to the Maryland Historic Trust and the National Parks Service. Nancy has recently been the project manager for 520 Park Avenue, a 171 apartment adaptive reuse project which includes a café and a marketplace. Although Nancy has been involved in several adaptive reuse projects she also enjoys working on diverse projects such as the Roger Carter Recreation Center, Chase Brexton Health Services, and the Green House Residences at Stadium Place.

Relevant Projects

- 520 Park Avenue, The Time Group
- Mulberry at Park, Enterprise
- Miller's Court, Seawall Development Company
- Sinclair Way, Conifer Realty
- Sojourner Place, The Episcopal Housing Corporation
- The Green House® Residences at Stadium Place, GEDCO
- Union Mill, Seawall Development Company
- Cottages at Greenwood, Howard County Housing Commission
- Red Run Commons, Enterprise Homes
- Roger Carter Recreation Center, Howard County Parks and Recreation
- The Sage Center, Episcopal Housing Corporation
- Monumental Life Building, Chase Brexton Health Services
- Northbay Environmental Education Camp, The Erickson Foundation
- North Avenue Gateway, Woda Group

Dora Kay, AIA

Project Architect
Moseley Architects

Education
Bachelor of Architecture, 1987

Registrations
Architect: CT, MD, VA

NCARB

LEED Accredited Professional

Affiliations
American Institute of Architects

U.S. Green Building Council

Construction Specifiers Institute

With more than 30 years of experience and extensive memory care expertise, Dora has provided project management and oversight to senior living facilities across the country. As project architect, she will assist the managing principal and project manager in developing design solutions that integrate program, site, and building requirements. Dora carries out the overall architectural design of the project, utilizing full resources of the firm. She is responsible for developing construction documents, reviewing shop drawings, and responding to questions during construction. Dora updates architectural drawings and distributes them to the entire team.

Relevant Projects

- Mondloch Place, Virginia
- Murraygate Village, Virginia
- Kensington of Falls Church, Falls Church, Virginia
- Sunrise at McLean, McLean, Virginia
- Senior Living at Colts Neck, Reston, Virginia
- Baylake Independant Living, Virginia
- Senior Star at Dublin, Virginia
- The Arbors of Naperville, Naperville, Illinois
- Assisted Living at Waugh Chapel, Waugh Chapel, Maryland
- Atria Senior Living at Glenview, Glenview, Illinois
- Benchmark at Whisper Landing, Smithtown, New York
- Benchmark at Woodbury, Woodbury, New York
- The Bristal at Lake Success, Lake Success, New York
- The Bristol of Wayne, Wayne, New Jersey
- Capitol Seniors Housing, Andover, Massachusetts
- Capitol Seniors Housing, Glenview, Illinois
- Capitol Seniors Housing, Highland Park, Illinois
- Jefferson Hills Senior Living, Roanoke, Virginia
- Kensington of White Plains, White Plains, New York
- Key Estates Senior Living, Tequesta, Florida
- Maple at Princewood, Plainsboro, New Jersey
- Melody Living, Lake in the Hills, Illinois
- Shelbourne Healthcare Development Group Chesterfield, Chesterfield, Missouri
- Solana Horsham, North Wales, Pennsylvania
- Spring Arbor of Crofton, Gambrills, Maryland

MOSELEY ARCHITECTS

History

Moseley Architects, a full service architectural, engineering, planning, and interior design firm, is committed to making a positive difference in the communities we serve. The firm understands that great design is only one component of a project's success and strive to deliver high-quality, value-based, and timely service for projects both large and small. Over a 49-year history, Moseley Architects has earned a reputation for quality, reliability, and responsiveness and have been ranked repeatedly among the top design firms in the nation by *Architectural Record, Building Design & Construction*, and *Engineering News-Record.*

Firm Structure

Moseley Architects employs more than 270 architecture and engineering professionals. These architects, engineers, interior designers, and other professionals work collaboratively within a unified, multi-disciplinary studio setting. This approach, facilitated by state-of-the-art building information modeling (BIM) technology, results in integrated facility designs tailored to clients' needs and priorities.

The size of the firm allows Moseley Architects to offer clients an experienced and flexible staff supported by significant principal involvement. Firm members are skilled in turning clients' visions into reality by working collaboratively with the team. Collective expertise, coupled with effective project management, has enabled the firm to create urban communities, all types of multifamily housing, mixed-use facilities, and institutional projects. Moseley Architects footprint includes offices in Virginia, North Carolina, and South Carolina. This project will be managed by our Fairfax location.

Experience

Moseley Architects has designed over 10,500 units of multifamily affordable, workforce, mixed-income, and market-rate housing. These projects range from single-family affordable LEED Platinum certified cottages to high-rise resident-in-place renovations. This experience has provided the firm with extensive expertise concerning the unique needs of affordable housing renovations. Relying on this knowledge, the Moseley Architects team designs solutions that not only meet regulatory requirements, but develop communities that residents are proud to call home.

CLOCKWISE FROM TOP LEFT Catholic Charities at Abingdon; Burgess Mill Station; Mondloch Place

Mondloch Place

Fairfax County, Virginia

Originally a homeless shelter, Mondloch Place now resembles a bed and breakfast with a wrap-around porch. The existing two-story facility was renovated and expanded to meet county needs.

The updated facility offers studio apartments to individuals who have been homeless for many years. Apartments feature new kitchens and space for a bed and televisions.

The facility also features on site support staff and services and parking for 28 vehicles.

This project became an EarthCraft Certified Multi-Family project in 2014.

Client
Fairfax County Department of Housing and Community Development

Size
187,402 SF | 204 Units

Completion Date
2014

Awards
2014 HOME Excellence Award, National Association of Local Housing Finance Agencies

2014 Achievement Award, National Association of Counties

North Hill Residences
Fairfax, Virginia

Working with Community Housing Partners (CHP), our firm is providing architecture and interior design services for a new, four-story, podium-style, multifamily housing project consisting of five separate buildings. Two of the buildings are utilizing 9 percent LIHTC and three buildings are utilizing 4 percent LIHTC. The 1.1 acre parcel is located at 7201 Richmond Highway in Fairfax, Virginia and is part of a larger development effort of five buildings. Building 1A, pictured above, is anticipated to consist of 54 one-bedroom dwelling units, 9 two-bedroom dwelling units, approximately 2,750 square feet of common area and amenity space, and 20 structured parking spaces in the lowest level of the building. Interior design services consist of selecting typical finishes for all units, as well as finishes, furniture, and fixtures for all common areas. The project is being designed and documented to comply with the EarthCraft Green Building Program requirements.

Client
Community Housing Partners (CHP)

Completion Date
Estimated 2019

Murraygate Village

Fairfax County, Virginia

Identified as a Housing Blueprint Project, Murraygate Village Apartments required extensive rehabilitation. Modernization plans feature strategies to conserve energy and update the facility's infrastructure and will be implemented in phases to limit temporarily relocating residents.

Consisting of garden-style units, the eight buildings offer one-, two-, three- and four-bedroom layouts.

Site amenities include a tot lot, basketball court, and a community center.

The Blueprint Project is designed to preserve affordable housing and meet a variety of income levels through the use of Housing Blueprint funds and Low Income Housing Tax Credits. Projects require rehabilitation needs assessments, unit-by-unit analysis, cost analysis, relocation planning, as well as preparing design and construction plans.

Client
Fairfax County Department of Housing and Community Development

Completion Date
2018

Ashby Ponds Cherry Blossom Square and Birch Point
Ashburn, Virginia

The third phase of the Ashby Ponds Campus consists of 115 senior living one- and two-bedroom units. This project is a luxury senior living experience with in-building amenities including fine dining, bar and lounge, and screened outdoor dining. The mixed-use building is a 181,400-square-foot structure with a 43,600-square-foot garage. The 12,000-square-foot community space includes a fine dining restaurant, commercial kitchen, club room, and lounge. The large entry-level club room contains front porch seating overlooking a beautifully landscaped courtyard. The unique building structure allows five stories of wood construction over podium level parking. All adjacent buildings on campus are connected with enclosed conditioned bridges and links. All mechanical equipment is concealed in roof wells.

Client
Erickson Living

Size
181,400 SF | 115 Units

Completion Date
2018

Greenspring Village
Springfield, Virginia

Greenspring Village is located on a scenic wooded hilltop site in Springfield, Virginia at the intersection of I-95 and the Washington DC beltway. The master plan features 1,500 independent living units and a 200-bed long-term care center while maximizing views, minimizing walking distances, and maintaining the natural beauty of the site.

The community is divided into three neighborhoods, each with its own community building where dietary and support services are provided. All buildings are connected by enclosed walkways and bridges for convenience and safety of residents.

Client
Erickson Living

Size
1,500 Units

Completion Date
1996

Awards
National Council On Senior Housing, Senior Design Award, 2005

Springfield Station
Springfield, Virginia

Moseley Architects designed two 108,000-square-foot luxury apartment buildings to anchor an existing series of garden-style apartments. Each apartment includes a large balcony, a spacious kitchen, a separate dining room, high ceilings, and ample closet space. The one- and two-bedroom units were designed to appeal to the needs of the luxury apartment market. The exterior facade, constructed of brick, cast stone, and stucco, is rhythmically modulated to maintain a unified residential scale.

Client
Charles E. Smith Reality

Size
216,000 SF | 191 Units

Completion Date
1999

Kensington of Falls Church
Falls Church, Virginia

Located on West Broad Street in Falls Church, Virginia, this project involved design and construction of a five-story, 100,000 square foot steel and concrete structure to house a high-end assisted living and memory care facility. On the first level, a 16,000-square-foot parking garage and loading dock provides ample, accessible parking. There are also two finished retail storefront spaces and an apartment style lobby at street-level. The remaining floors above features apartment-style residential living units with private bedrooms, baths and kitchenettes for residents. Common Areas include dining areas, serveries, a gourmet kitchen, cafes, a piano lounge and game room, a library, a hair salon and multiple outdoor terraces. There are also a number of special amenities that cater to residents' unique needs such as a nurses' station on each level, memory care systems, a therapeutic tub and bath, as well as physical therapy and exercise facilities.

Client
Kensington Senior Development

Size
101,696 GSF | 88 Units

Completion Date
2017

Fralin & Waldron
Annandale, Virginia

Elegantly embellished with masonry details and heavy cornice work on the exterior and intricate mouldings on the interior. This structure is styled after George Washington's home at Mount Vernon.

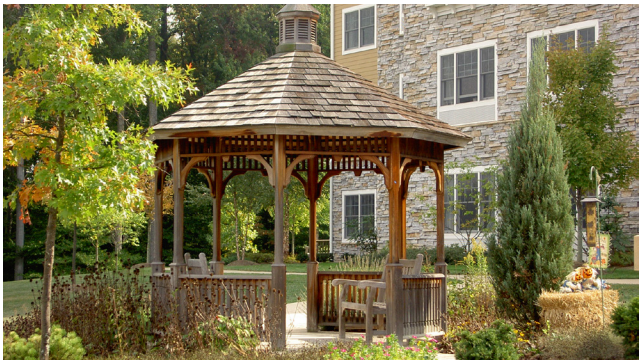
The program incorporates a unique two-level Alzheimer unit connected with a dedicated elevator and provides a secure garden space dedicated to the Alzheimer residents. The appointments cloak a highly sophisticated life safety program, including steel frame and concrete construction with a full sprinkler system.

The exquisite detailing and furnishing of this facility make it a favorite of the residents and the surrounding neighborhood. Attention is paid to providing group welcoming gathering spaces as well as intimate private spaces.

Client
Fralin & Waldron

Size
123,456 SF Addition
123,456 SF Renovation

Completion Date
1998



Sunrise of McLean
McLean, Virginia

This senior living facility offers apartment-like units, includes spaces dedicated to dining and socializing, and provides administrative offices and support spaces.

The Alzheimer floor includes the first ever acute care program within the assisted living building design.

Client
Sunrise Senior Living

Size
69,344 SF | 88 Units

Completion Date
2003

Conifer Village at Oakcrest
Capitol Heights, Maryland

Conifer Village at Oakcrest is an affordable senior housing facility located in Prince George's County, Maryland. The exterior design of the new four-story, L-shaped 130,000-square-foot structure includes sloped shingle roofs and an articulated façade. Additional embellishment and detailing are provided at the front entry porch to welcome residents and guests. Large windows and balconies provide generous amounts of natural lighting. In addition to a management office within clear view of the front door, there is a mailroom, a community room with serving pantry, a computer room, a fitness center, and a meeting room. Two elevators serving all four floors of the double loaded corridor provides handicap access to all units and public spaces. All units are adaptable to the specific needs of the tenants. Five percent of the one- and two-bedroom units are fully equipped for physically disabled residents and two percent are equipped for sight and hearing impaired residents.

Client
Conifer Realty

Size
135,242 SF | 120 Units

Completion Date
2016

Stadium Place
Baltimore, Maryland

Designed on the former site of Baltimore's historic Memorial Stadium, the Stadium Place urban senior village provides affordable housing for seniors in the Waverly neighborhood of Baltimore City. The award-winning master plan called for preserving the imprint of the old stadium field as the centerpiece of the development. The development incorporates mixed-rate rental housing, subsidized housing, and an assisted living facility designed to integrate with the surrounding neighborhood architecture. The design team utilized principals of new urbanism to foster a close knit sense of community.

Client
GEDCO, Enterprise, and Presbyterian Senior Living

Size
380,394 SF | 341 Units

Completion Date
2014

Awards
Department of Housing and Community Development, Honorable Mention, 2005

American Planning Association, Maryland Chapter Award, 2001

National Council on Senior Housing, Design Award, 2000

Village Crossroads I + II
Baltimore, Maryland

Comprised of two main residential buildings with 180 units total, this community offers individual apartments, common areas, and inviting outdoor spaces for residents. Designed to encourage socializing and to enjoy the outdoors, the buildings' orientation creates an inner courtyard of open spaces with paths for walking and landscaped seating areas. This community is well-placed for residents to take advantage of neighborhood recreation, education, and community activities. Residents enjoy open floorplan apartments and WiFi access throughout the property. Additionally, building amenities include a theater room, club room and cafe, library, craft studio, cyber-lounge, and wellness suite. Building I offers a double height club room complete with a grand fire place. Both buildings I and II are LEED certified and are recognized as one of Baltimore County's first HUD 202 affordable housing senior communities in Maryland.

Client
Catholic Charities

Size
148,000 SF | 180 Units

Completion Date
2014

Catholic Charities Housing at Abingdon
Abingdon, Maryland

Located in Abingdon, Maryland, this four-story building offers 76 rent-assisted one- and two-bedroom apartments for seniors. The building includes a laundry facility, multi-purpose room, library, lounge, and computer center. Shopping, churches, a public library, and recreational activities are located nearby.

Client
Catholic Charities

Size
62,923 SF | 76 Units

Completion Date
2007

Bon Secours Gibbons Apartments
Baltimore, Maryland

The 88,000-square-foot Bon Secours Gibbons Apartments offers affordable workforce housing and is the first phase in the St. Agnes campus masterplan. Along with modern apartments, the building program includes a multi-purpose community room, a library lounge, a ping pong room, video game room, a study and computer lounge, a fitness room, and an outdoor trellis covered patio. The interior reflects a modern aesthetic with strategic highlights of color and flexible furniture throughout the common areas to create a vibrant home environment for individuals and families. The building was designed to blend with the granite facades of the existing campus architecture. This project received LEED Silver certification.

Client
Enterprise and Unity Properties

Size
88,000 SF | 80 Units

Completion Date
2016

Burwood Gardens
Glen Burnie, Maryland

Burwood Gardens, an affordable senior housing project, includes generous overhangs, porches, and balconies with earth-toned colors. Several amenities serve the 100-unit residence including a multi-purpose room, fitness room, library, management suite, on-site beauty salon, and flex offices for a visiting medical provider. The multi-purpose room opens to a shaded and landscaped terrace connecting to a memorial walking trail designed to pay homage to military veterans with a memorial garden. The project incorporates durable, superior quality materials that are environmentally friendly and is on track to meet Enterprise Green Communities certification. The architectural approach to the façade is an updated interpretation of a 19th century grand boarding house borrowing elements of shingle-style architecture.

Client
Pennrose Development

Size
98,279 SF | 100 Units

Completion Date
2014

The Mary Harvin Senior Center
Baltimore, Maryland

The Mary Harvin Senior Center includes 61 affordable apartments for seniors and a community center for job training. The facility also features dedicated spaces for counseling and social services. This 69,000-square-foot four-story wood-frame construction building with one bedroom and one bath units and on-site parking was designed to meet Federal Four Housing Standards with 10 percent designed to meet UFAS standards for the mobility impaired and 2 percent designed for the visual and hearing impaired. In one of the most desolate communities in Baltimore, the Mary Harvin Senior Center, named for one of the founding members of the Southern Baptist Church, is considered the catalyst for the development of the Baltimore East neighborhood.

Client
Woda Group

Size
69,000 SF | 61 Units

Completion Date
2015

St. John's Commons
Havre de Grace, Maryland

St. John's Commons offers 40 affordable one-bedroom apartments for seniors. Each apartment is approximately 540 square feet and includes a fully-equipped kitchen, a living room, a bedroom, and a bathroom. The building also offers a community room with a kitchen, a game and activity room, laundry facilities, and beautifully landscaped grounds, featuring a covered porch.

Client
St. John's Commons Inc.

Size
35,055 SF | 40 Units

Completion Date
2011

Legal Action Statement

Since the firm's formation, Moseley Architects has only had a handful of projects that have experienced major legal ramifications (i.e., litigation). At the same time, the vast majority of projects have not experienced major legal problems. In instances where claims have been made, Moseley Architects was able to resolve those claims through communication or mediation, while maintaining a relationship with the client.

TOP The Green House® at Stadium Place MIDDLE Ashby Ponds Cherry Blossom Square BOTTOM The Residences at Stadium Place

LEFT Maris Grove
Redwood Commons

References

Project	Completed	Client	Contact
Mondloch Place	2013	Fairfax County Housing 3700 Pender Drive, Suite 300 Fairfax, VA 22030	Hossein Malayeri (703) 246-5100
Village Crossroads	2014	Catholic Charities 1966 Greenspring Drive, Suite 200 Timonium, MD 21093	Bill McCarthy (410) 547-5540
Mulberry at Park	2016	Enterprise Homes 875 Hollins Street, Suite 202 Baltimore, MD 21201	Rebecca Warntz (717) 891-1512
Primrose Place	2017	Community Housing Partners 4915 Radford Avenue, Suite 300 Richmond, VA 23230	David Schultz (804) 343-7201
Ashby Ponds 2.5	2018	Erickson Living 701 Maiden Choice Lane Baltimore, MD 21228	Margaret Suit (410) 402-2426
The Brentwood	2017	Telesis 25 East 20th Street, Suite 100 Baltimore, MD 21218	Catherine Stokes (410) 685-1494 x 301
The Greenhouse® Residences at Stadium Place	2012	GEDCO 1010 East 33rd Street, Terrace Level Baltimore, MD 21218	Nichole Battle (410) 433-2442 x 13
Cason Arms Apartments	2008	Episcopal Housing 3986 Roland Avenue Baltimore, MD 21211	Dan McCarthy (410) 366-6200
Kreider Commons	2016	The Woda Group 191 Main Street, Suite 205 Annapolis, MD 21401	Zebulin Culver (410) 721-7939
Waugh Chapel	2019	Capitol Seniors Housing 1275 Pennsylvania Avenue, N.W. Washington, DC 20004	Joseph McElwee (202) 469-8400

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: Thomas A. Liebel, FAIA

Signature/Date:  July 19, 2018

Company Name: Moseley Architects, PC

Address: 1414 Key Highway, 2nd Floor

City/State/Zip: Baltimore, MD 21230

SSN or TIN No: 54-0901270


CPJ
Associates

Allan Dennis Baken
Operations Manager

Professional Experience

Operations Manager
Charles P. Johnson and Associates, Inc., Fairfax, Virginia *(January 1993 - Present)*

- Supervise seventeen person office providing planning, engineering, surveying and landscape architecture services for private land development projects in Northern Virginia. Responsibilities include managing project progress and coordinate with clients, local governments, engineers, attorneys and other consultants. Represent clients in meetings with local government officials and citizens' groups. Determine budgetary, scheduling and technical constraints affecting project. Manage design process for conformance with ordinances and completion on time and within budget. Market services to current and prospective clients.

Chief of Development Planning
Charles P. Johnson and Associates, Inc., Fairfax, Virginia *(September 1986 - January 1993)*

- Supervise planning section responsible for all planning phases of private land development projects in Northern Virginia. Responsibilities include feasibility studies, rezonings, preliminary plats, landscape plans and grading studies. Manage project progress with local government review agencies.

- Participate in industry-related and professional activities, including Northern Virginia Building Industry Association (NVBIA), American Planning Association (APA) and Engineers and Surveyors Institute (ESI). Market planning services to current and potential clients.

Chief of Comprehensive Planning/Senior Planner
City of Alexandria, Virginia *(December 1979 - September 1986)*

- Supervise five-person section responsible for all aspects of comprehensive planning work. Includes small area and Metro station planning, City wide land use planning, demographic analysis, site design studies, traffic and parking studies and sale of surplus public property. Coordinate work with other City departments, local governments, state and federal agencies. Assist with preparation of City's Annual Report. Represent Planning Department at public meetings.

- Projects include Braddock Road Metro Station Area Plan, Old Town North Area Plan, Landmark/Van Dorn Area Plan. Other areas of responsibility include land use and development, energy and the environment, redevelopment and revitalization strategies.

Planner I
Prince William County, Virginia, *(October 1977 - December 1979)*

- Revise Comprehensive Plan on area basis. Propose and review County wide growth policies and

implementation strategies. Analyze and prepare recommendations on issues such as land use, zoning, transportation, industrial development, water and sewer facilities, agricultural preservation and public facilities.

Assistant Zoning Administrator
Prince William County, Virginia *(July 1976 - October 1977)*

- Administer and interpret Zoning Ordinance. Review development proposals for conformance with ordinance requirements. Analyze and provide advice on rezonings, special use permits. Prepare staff reports and recommendations. Propose and review amendments to Zoning Ordinance.

ACTION Volunteer
Monticello Area Community Action Agency Charlottesville, Virginia
(September 1975 - May 1976)

- Research youth services needs and propose programs to address identified needs. Work with Youth Services Task Force sponsored by local government.

Education

Master of Public Administration
George Washington University *(February 1980)*

Bachelor of City Planning
University of Virginia *(May 1976)*

Memberships

American Planning Association, Virginia Chapter

Henry M. Fox, Jr., L.A.
Planning Section Head

Professional Experience

Planning Section Head
Charles P. Johnson and Associates, Inc., Fairfax Virginia (July 1994 – Present)

- Manage planning section responsible for all planning phases of private land development projects in Northern Virginia. Responsibilities include feasibility studies, rezoning, grading plan, landscape plan, tree preservation plan and lot grading plans.
- Coordinate plan submissions and review with local government agencies throughout Northern Virginia
- Interact with clients, attorneys and other consultants during planning process
- Participate in industry related and professional activities, including Northern Virginia Building Industry Association (NVBIA) and American Society of Landscape Architects (ASLA)

Project Manager / Designer
Charles P. Johnson and Associates, Inc., Silver Spring, MD (January 1988 – June 1994)

- Responsibilities included the supervision and delivery of a wide range of land development projects including site selection analysis, layout studies, sketch plans, site plans, re-sites, grading studies, septic design, earth calculations, landscape plans and landscape certifications.

Education:

Bachelors of Science in Landscape Architecture – December 1987
West Virginia University
Morgantown, WV

Accreditation:

Professional Landscape Architect
Maryland #993 – 1991
Virginia #593 – 1995

Memberships:

American Society of Landscape Architects, Virginia Chapter

BRIAN R. THOMAS, P.E.
Engineering Section Head

Professional Experience

Engineering Section Head
Charles P. Johnson and Associates, Inc., Fairfax, Virginia – January 2016 - Present

- Manage a team of three to four engineers and drafters toward successful project completion.
- Attend meetings with owners, developers, County review staff, Architect Review Boards, etc.
- Prepare new proposals and additional service contracts for ongoing projects, manage budgets and coordinate staffing needs with other company teams.
- Responsible for the management and design of residential and commercial projects in Arlington, Fairfax, Fauquier, Loudoun and Prince William Counties, and the Town of Vienna.
- Preparation of concept, zoning, site and subdivision plans with tasks including site layout, grading, demolition, erosion and sediment control plans; stormwater runoff calculations for inlets, pipes, culverts and HGL; stormwater management and BMP facility designs, sanitary sewer and lateral designs, roadway alignment and guardrail design.
- Attend construction meetings and provide construction administration services including site inspections, review and response to Contractor shop drawings and RFI's, troubleshoot site issues that arise during site construction.
- Preparation of Dam Breach Analysis and Floodplain studies.

Project Manager/Project Engineer
Tri-Tek Engineering, Inc. Herndon, Virginia – June 1999 – January 2016

- Manage a team of three to four engineers and drafters toward successful project completion.
- Attend meetings with owners, developers, County review staff, Architect Review Boards, etc.
- Prepare new proposals and additional service contracts for ongoing projects, manage budgets and coordinate staffing needs with other company teams.
- Responsible for the management and design of residential and commercial projects in Fairfax, Fauquier, Loudoun and Prince William Counties, City of Manassas and the Towns of Herndon, Leesburg and Vienna.
- Preparation of concept, zoning, site and subdivision plans with tasks including site layout, grading, demolition, landscaping, erosion and sediment control and lighting plans; stormwater runoff calculations for inlets, pipes, culverts and HGL; stormwater management and BMP facility designs, sanitary sewer and lateral designs and roadway alignment and guardrail design.
- Attend construction meetings and provide construction administration services including site inspections, draw reviews, review and response to Contractor shop drawings and RFI's, troubleshoot site issues that arise during site construction.

- Prepare Phase I Environmental Site Assessments, environmental assessments and FONSI reports.

Education:

Bachelors of Science in Civil Engineering-May 1999
Virginia Polytechnic Institute and State University
Blacksburg, Virginia

Accreditation:

Professional Engineer, Commonwealth of Virginia – 2004
Designated Plans Examiner (ESI), Fairfax County – 2002

Professional Affiliations/ Achievements:

Northern Virginia Building Industry Association – Fairfax, Arlington and Alexandria Chapter
Vice Chairman - 2018
2017 Land Conservation Award (Land Conservation Category for small single family residential category.)
2013 Land Conservation and Tree Preservation Award (E&S Category for Large Single-Family Residential), Fairfax County
Virginia Tech Land Development Design Class Professional Mentor-Fall of 2009, 2011 & 2013 and Spring of 2009
Leadership Fairfax -Emerging Leader Institute Curriculum Committee Member-2012 & 2013
Engineers and Surveyors Institute

Athanasios (Tom) A. Venetsanos, L.S.
Surveying and Computations Department Manager

Professional Experience

Surveying and Computations Department Manager
Charles P. Johnson and Associates, Inc., Fairfax, Virginia (2017 - Present)

- Oversee all operations in the department.
- Perform Monthly billing for the survey department.
- Overseeing and training personnel to perform ALTA surveys, as-builts, boundary surveys, topographic surveys, wallchecks, subdivision plats, easement plats, finals, flood certification, aerial mapping with drones
- Performing land boundary computations and analysis, consisting of deed research and deed closure computations, traverse computations and adjustments, providing field crew with search ties to the boundary corners, and computing the final Plats.
- Computing construction stakeout for field crews and providing cutsheets to the clients.
- Created CAD/ Civil 3D standards company wide, for surveying standards and procedures on post processing data and creating plats.
- Create 3D surfaces for various applications that include site grading plans, machine control and cut/fill analyses.

Senior Project Manager, Senior Surveyor
Bowman Consulting - (2015 – 2017)

- Overseeing and training personnel to perform ALTA surveys, as-builts, boundary surveys, topographic surveys, wallchecks, subdivision plats, easement plats, finals, flood certification, aerial mapping with drones
- Overseeing the 3D scanning operations performed for BIM modeling, Topo asbuilts, bridge modeling, DOT roadway scans.
- Field coordination and project management.
- Performing field operations that consist of construction stakeout, topography, boundary surveys, as-builts, final, wallchecks. GPS data collection when applicable.
- Performing land boundary computations and analysis, consisting of deed research and deed closure computations, traverse computations and adjustments, providing field crew with search ties to the boundary corners, and computing the final Plats.
- Computing construction stakeout for field crews and providing cutsheets to the clients.
- Created CAD/ Civil 3D standards company wide, for surveying standards and procedures on post processing data and creating plats.
- Create 3D surfaces for various applications that include site grading plans, machine control and cut/fill analyses.

Project Manager, Senior Surveyor
Greenway Engineering - (2009 to 2015)

- Overseeing and training personnel to perform ALTA/ACSM surveys, as-builts, boundary surveys, topographic surveys, wallchecks, subdivision plats, easement plats, finals, flood certification, aerial mapping with drones and 3D scanning.
- Field coordination.
- Performing field operations that consist of construction stakeout, topography, boundary surveys, as-builts, final, wallchecks. GPS data collection when applicable.
- Performing land boundary computations and analysis, consisting of deed research and deed closure computations, traverse computations and adjustments, providing field crew with search ties to the boundary corners, and computing the final Plats.
- Computing construction stakeout for field crews and providing cutsheets to the clients.
- Created CAD standards company wide, for surveying standards and procedures
- Create 3D surfaces for various applications that include site grading plans, machine control and cut/fill analyses.

Land Surveyor II

Christopher Consultants, LTD - (2005 - 2009)

- Processing Data collector files and field notes in the office for engineering work, ALTA/ACSM surveys, as-builts, boundary surveys, topographic surveys, wallchecks and finals.
- Performing field operations that consist of construction stakeout, Topography, Boundary surveys, As-builts, Finals, Wallchecks. GPS data collection when applicable.
- Performing land boundary computations and analysis, consisting of Deed research and Deed closure computations, Traverse computations and adjustments, Providing field crew with search ties to the boundary corners, and computing the final Plats.
- Computing construction stakeout for field crews and providing cutsheets to the clients.
- Created CAD standards company wide, for surveying standards and procedures
- Geodetic conversions on horizontal and vertical control to put the site (s) on state grid coordinates.
- Create 3D surfaces for grading design for the company and others clients.

Education

Land Surveying Apprenticeship Program (September 2000-June 2005)
Graduated June 2005 - Completed all five years
Annandale High School (September 1991-June 1995)
Graduated June 1995

Accomplishments

Awarded Apprentice of the Year for 2005 by the Virginia Apprenticeship Council.
Obtained Virginia Land Surveying license in 2013.
Director - Virginia Association of Surveyors board for the Mt Vernon Chapter

Firm Experience and Capabilities

The Company

Charles P. Johnson & Associates, Inc. (CPJ) was originally founded as a Professional Association of partners and associates in 1971 under the name of Johnson, McCordic & Thompson, P.A. in Silver Spring, Maryland. The practice concentrated in the areas of planning, engineering, and surveying for residential and commercial projects within the Washington, D.C. metropolitan area. In 1978 a second private development office was opened in Fairfax, Virginia. In 1980 the firm expanded to include public works for the transportation sector within the states of Maryland, Virginia, and Pennsylvania. At that time the name was changed to Johnson, Mirmiran & Thompson, P.A.

The firm continued to expand services, personnel, and locations and in 1988 undertook a separation of the private and public offices. The division resulted in the private development offices of Silver Spring, Frederick, MD and Fairfax becoming Charles P. Johnson & Associates, Inc. (CPJ). The change was effected with no adjustment in staff personnel or difference in service to our clients. Subsequently, the firm has also expanded with an Environmental Services Division in Gaithersburg, MD and a branch office in Annapolis, MD.

CPJ is now comprised of approximately 85 talented employees including registered engineers, registered landscape architects, professional land surveyors and certified arborists.

The Fairfax office which will manage this project focuses primarily on residential development within Fairfax County. The office has extensive experience in guiding our client's projects through the County's zoning and engineering processes.

Public and Non-Profit Clientele:

CPJ's list of public and non-profit clients include:

- Loudoun County, VA
- Fairfax County, VA (subcontractor)
- Prince William County, VA. (subcontractor)
- Reston Association
- Habitat for Humanity of Northern Virginia
- Community Preservation and Development Corporation
- Montgomery County, MD
- Howard County, MD
- Baltimore County, MD
- Frederick County, MD
- City of Rockville, MD

- City of Gaithersburg, MD
- City of Frederick, MD
- City of College Park, MD
- Town of Chevy Chase View
- The Columbia Association
- Maryland – National Capital Park and Planning Commission
- Maryland State Highway Administration
- Washington Suburban Sanitary Commission
- Potomac Electric Power Company
- National Institute of Standards and Technology
- Johns Hopkins University
- University of Maryland
- Federal Bureau of Investigation
- US Army Corps of Engineers

Services

Land Planning and Engineering

Our areas of expertise is land development planning and engineering. By coordinating various disciplines in a team effort, our planning and engineering design staff provides the technical support required for all phases of residential, commercial, and industrial land development. As a result, CPJ has successfully completed projects for clients in all areas of residential, commercial, and industrial land development in Fairfax County.

Our expertise includes the full range of services needed for this project, including sketch plans, grading studies, zoning actions (GDPs/CDPs/FDPs/Special Exceptions), site plans, storm water management, erosion/sediment control and landscape and tree preservation plans.

CPJ is a member of the Engineers and Surveyors Institute (ESI) and has an in-house Fairfax County Designated Plan Examiner (DPE) to assure a high level of quality control of our plans. CPJ participates in industry organizations such as the Northern Virginia Building Industry Association, and our Engineering Section Head, Brian Thomas, is currently Vice-Chairman of the Fairfax Chapter.

Water Resources Engineering services provided:

- Floodplain Studies
- Stormwater Management
- Storm Drainage Design
- Construction Plans and Specifications
- Earthwork Calculations
- Cost Estimates
- Permit Processing
- Construction Inspections
- As-Built Plans
- Bond Release Services
- Dam Operation Manuals
- Scour and Stability Analysis
- Stream Restoration and Monitoring
- Watercourse and Floodplain Studies
- NPDES Permitting and

Land Development services provided:

- Feasibility Studies
- Sketch Plans and Grading Studies
- Preliminary Engineering Concepts
- Rezonings
- Special Exceptions/Permits
- Subdivision Plans
- Site Plans
- Bond Estimates
- VDOT Surety Estimates
- Landscape Plans
- Tree Preservation Plans
- Floodplain Studies
- Sediment and Erosion Control
- Utility Layout
- Water Distribution Systems
- Sanitary Collection Systems
- Septic Systems
- Stormwater Management

Transportation Engineering services provided :

- Grading
- Site Distance Analysis
- Cross Sections Development
- Alignment Studies
- Utility Relocation/Coordination
- Sediment/Erosion Control
- Stormwater Management
- Storm Drainage Design
- Pavement Design
- Traffic Control
- Cost Estimates
- Structural Design
- Contract Specifications
- Bid Documents
- Permit Processing
- Construction Inspections

CPJ Associates

Compliance Monitoring
• GIS/AutoCAD

• Storm Drainage Design
• Structural Design
• Construction Plans and Specifications
• Earthwork Calculations
• Cost Estimates
• Permit Processing
• Site Inspections
• As-Built Plans
• Bond Release Services

• As-Built Plans
• GIS/AutoCAD

CPJ Associates

Surveying

CPJ's philosophy of reliable, quality service is maintained throughout the project development process, but begins and ends with surveying. As long standing members of the development community, we also understand the importance of positive communication with our clients. The result is a team of survey professionals who have the flexibility, expertise, and determination to provide the quality of service that is absolutely essential.

Our experienced personnel are complemented by state-of-the-art computer and field equipment. All field crews are equipped with electronic instruments and measuring devices with integrated data collectors that allow for the direct transfer of field information into the CADD system for utilization by the field supervisors or the engineering and planning design staff. The ability to collect and process this information precisely and quickly enables us to meet our clients' needs in a timely and economical fashion.

Surveying services provided:

- GPS Services
- Control Networks
- Deed Mosaics
- Boundary Surveys
- Metes & Bounds Descriptions
- Right-of-Way and Easement Documents
- Construction Stakeout
- Road Improvement Stakeout
- Utility Construction and Relocation Stakeout
- Topographic Mapping
- Expert Testimony
- ALTA/ACSM Plats of Survey
- Tree Surveys
- Floodplain/Wetland Location Surveys
- Record Plats
- Condominium Plats
- House Location Surveys
- As-built Surveys
- Telecommunication Facilities As-builts
- Grading Certifications
- Computer Generated Cut-sheets
- Bathymetric Surveys

CPJ Associates

Environmental Services

Among the strength's of the Environmental Services Division is the breadth of services offered to clients. Within the knowledgebase of the employees, and select subconsultants, the division can offer no less than eleven major design and inspection services covering the full extent of environmental engineering services marketable in the Greater Baltimore and Washington D.C. Metro Areas.

With the ever-growing concern over water quality and the preservation of natural resources, professional engineering firms must now develop resolutions to these complex issues. At Charles P. Johnson & Associates, Inc., we foresaw this need and began developing solutions to environmental concerns long before they became critical issues. Staff expertise in Environmental Engineering has been put to use in design projects for municipal, county, and state agencies as well as private land developers. Our primary objective on each project is to protect the quality and continuity of life while maximizing potential land use. From conceptual through final design, construction, and post-construction, CPJ provides the resources and ingenuity to resolve even the most sensitive environmental issues.

Environmental services provided:

- Stream Restoration and Stabilization Plans
- Stream Monitoring
- Stormwater Management Design
- Underground SWM Storage Facilities
- Bioretention and Sand Filters
- SWM facility Inspections
- Hydrodynamic Separators
- Sediment Control Design
- Landscape Design
- Bathymetric Studies
- Cost Estimates
- Environmental Permitting
- Floodplain and Watershed Modeling
- Local, State and Federal Permitting for Wetland Impact and Sediment Control
- Wetland Delineation
- Wetland Design and Mitigation
- Forest Stand Delineations
- Forest Conservation Plans
- Watershed Studies
- AutoCAD / GIS
- Storm Drainage Design
- NPDES Permitting and compliance

CPJ Associates

Project List

Lake Anne House, Reston, VA.:

Dates: 2016-ongoing

Project description: Lake Anne House is a proposed 6-acre development in the Lake Anne neighborhood of Reston. It will contain a new 8-story building of 240 affordable senior housing units to replace 240 units in two obsolete, existing buildings. Upon completion of the new building, the existing building will be demolished, and a market rate townhouse component of approximately 35 units will be constructed. CPJA is providing survey, planning and engineering services. Project tasks have included preparation of PRC and Development Plans, preliminary utility and stormwater management, landscape and grading plans. Additional efforts have also included assisting with Reston Design Review Board and Planning and Zoning Committee deliberations.

Client: Community Preservation and Development Corporation

Client contact: Suzanne Welch, (202) 885-9559

Accotink Village, Newington, VA.:

Dates: 2015-ongoing

Project description: Accotink Village is a 283-unit multi-family building (including ADUs and work force dwelling units) with structured parking located in the Newington area of Fairfax County at the Route 1/Backlick Road intersection. It is a 6-acre site for which CPJA provided surveying, planning and engineering services. CPJA prepared the initial surveys, rezoning, site plan and floodplain study. This was a complicated site involving a floodplain study, a large Resource Area Protection Area (RPA), vacating an existing public street (Anderson Lane) while maintaining access to an adjacent, existing apartment complex and coordination with VDOT improvements along U.S. Route 1.

Client: Chesapeake Realty Partners

Client contact: Doug Cann, (410) 356-9900 x 232

Chantilly Nursing and Rehabilitation Center, Chantilly, VA.:

Dates: 2011-2018

Project description: Chantilly Nursing and Rehabilitation Center is a two-building project on 8.46 acres on Centreville Road in the Chantilly area of Fairfax County. One building contained a 163,000 sq. ft. 100-unit independent living and 66-resident memory care facility. The second building was an 83,000 sq. ft. skilled nursing care facility for 166 residents. The site contained both structured and surface parking, substantial grading and retaining walls and extensive frontage improvements.

CPJ Associates

CPJA provided surveying, planning and engineering services throughout the rezoning, site plan and construction stakeout of the project.

Client: Smith Packett Med-Com LLC

Client contact: Will Holmes, (540) 774-7762

Habitat for Humanity/Fairfax Presbyterian Church, Fairfax, VA.:

Dates: 2017-ongoing

Project Description: Fairfax Presbyterian Church, located in Fairfax City, VA., is exploring developing low-income townhouses on a portion of the church property in cooperation with Habitat for Humanity of Northern Virginia. CPJA is working with Habitat and the church in evaluating the feasibility of developing a portion of the property, meeting with City officials regarding potential development and providing preliminary site designs for review by the church and City officials. CPJA will prepare any future rezoning and site engineering for the property.

Client: Habitat for Humanity of Northern Virginia

Client contact: Noemi Riveira, (703) 521-9890 ext.101

Ambrose Hills, Sections 1 through 4

Dates: 2000-ongoing

Ambrose Hills is a four-section townhouse/condominium project located in the Falls Church area of Fairfax County off Columbia Pike near Lake Barcroft. Two of the sections involved rezoning's and site plans, and two of the sections required site plans only. CPJA provided these services in addition to field surveys, construction stakeout and as-built plans. The last section of townhouses is currently under construction.

This site required resolving numerous drainage and utility problems including an industrial site that had previously been developed on uncontrolled fill and steep slopes along Holmes Run. The site required "dynamic compaction" in order to obtain stable building sites. In recognition of the work done by CPJA, the firm was awarded a 2017 Land Conservation Award by Fairfax County Department of Public Works and Environmental Services in the category of "Best Protected Environmentally Sensitive Site"

Client: Stanley Martin Homes

Client contact: Soledad Portilla, (703) 636-9237

Seneca Corner, Great Falls, VA.:

Dates: 2016-ongoing

The Seneca Corner development is a two-building 3.4 acre commercial development in Great Falls at Seneca Road and Georgetown Pike. One building is currently under development as a CVS pharmacy with a drive-thru window and the second future building will be for general retail uses. CPJA was involved with the Special Exception required for the CVS' drive-thru window and prepared the site plan for the project. The property is split-zoned, part commercial and part residential, which created challenges regarding buffering an

adjacent neighborhood and mitigating any impacts from the commercial development on the residential areas. This project included considerable coordination with the Great Falls Citizens Association during the Special Exception process.

Client: Republic Land Development LLC

Client contact: Stacy Hornstein, (202) 552-5310

14847 Murdock Street, Chantilly, VA.:

Dates: 2015-ongoing

This is a 3-acre industrial site which will be developed as a "by-right" manufacturing facility for the fabrication of ruff trusses, building components, etc. The building will exceed one-acre under roof with additional outside covered parking and loading to facilitate the loading and unloading of raw materials and finished products without weather related concerns. The site is within the County's Water Supply Protection Overlay District (WSPOD) and the project will utilize underground stormwater management, hydrodynamic separators and a "jellyfish" to meet the required water quality goals. CPJA has provided the field surveys and site plan for this project which is currently in the process of being bonded prior to final site plan approval.

Client: Complete Builders Suppliers, Inc.

Client contact: Julio Quiterio, 703-582-3495

Blevins Addition to Skyview Park, Fairfax, VA.:

Dates: 2017-ongoing

The Blevins Addition to Skyview Park is an infill townhouse rezoning in southern Fairfax County on Sky View Drive off of U.S. Route 1. Although this is a small 0.875 acre parcel, it has been designed for 11-townhouses. Once approved, the Blevins Addition is proposed to be incorporated into the larger, adjacent Skyview Park townhouse community.

The Blevins Addition has required both a Comprehensive Plan Amendment (which has been approved) and a rezoning which is currently under review. CPJA worked on the Comprehensive Plan Amendment and prepared the rezoning plans for the new rezoning. CPJA also prepared the rezoning plans and site plan for the existing, adjacent Skyview Park townhouse community.

Client: Eastwood Properties

Client contact: Dick Labbe, (703) 383-6111

Tall Oaks, Reston, VA.:

Dates: 2017

Tall Oaks is an assisted living facility in Reston adjacent to an existing shopping center that will be redeveloped with residential units. Since the shopping center and Tall Oaks share parking and common points of access, Tall Oaks is impacted by the redevelopment. CPJA has assisted Tall Oaks with preliminary site planning for possible circulation and parking improvements that might be feasible as part of the overall redevelopment.

Client: McNichols & Associates

Client contact: John Albert, (540) 563-4565 ext. 407

3301 Clayborne Avenue, Fairfax, VA.:

Dates: 2017-ongoing

3301 Clayborne Avenue is a two-lot “tear-down and rebuild” single-family detached unit project for Habitat for Humanity of Northern Virginia. There is currently one existing house straddling two buildable parcels, so by removing the existing structure, two new houses can be constructed. CPJA prepared the field surveys and lot grading plans for the two new houses. Project approval is expected imminently.

Client: Habitat for Humanity of Northern Virginia

Client contact: Noemi Riveira, (703) 521-9890 ext.101

CPJ Associates
Charles P. Johnson & Associates, Inc.
Civil and Environmental Engineers • Planners • Landscape Architects • Surveyors
Silver Spring, MD • Gaithersburg, MD • Frederick, MD • Fairfax, 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: Paul B. Johnson, President

Signature/Date: Paul B Johnson 7-9-18

Company Name: Charles P. Johnson & Associates, Inc.

Address: 3959 Pender Drive – Suite 210

City/State/Zip: Fairfax, VA 22030

SSN or TIN No: 52-1589946

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WALSH COLUCCI
LUBELEY & WALSH PC

Walsh, Colucci, Lubeley & Walsh, P.C.

NORTHERN VIRGINIA'S REAL ESTATE LAW FIRM

LAND USE & ZONING

Walsh, Colucci, Lubeley & Walsh, P.C. was founded in 1983 and provides commercial real estate services focused in land development, urban planning, and zoning. The practice represents the Northern Virginia real estate community, which includes developers, builders, property owners, and financial institutions. The firm counsels clients on matters of all aspects of land development, from zoning feasibility through the zoning and permit approval, construction, and post-construction processes. Walsh Colucci also offers legal services related to complex commercial and business transactions, litigation, eminent domain matters, and estate planning.

The firm's Land Use and Zoning practice group handles the processes of preparing, submitting, articulating, and defending client applications before the appropriate local government staff, planning commissioners, local legislative bodies, and concerned community members. The zoning cases vary in complexity from drive-through restaurants to corporate headquarters of Fortune 500 companies. Almost all cases involve understanding various community concerns and frequently deal with environmental sustainability and historic preservation issues. The team specializes in facilitating meetings and presentations with neighborhood groups, staff representatives, and decision-makers. For those applications with substantial citizen opposition, the firm works to enhance communication and education about the project and build community consensus based upon intimate understanding of the community and its leaders. Walsh Colucci's services include securing project approvals and entitlements, zoning compliance and appeals, due diligence and site analysis, postzoning approvals, permits, and bonds, environmental practice, and local government law.

Land Use & Zoning Services:

- Securing Project Approvals and Entitlements
- Zoning Compliance and Appeals
- Due Diligence & Site Analysis
- Post-Zoning Approvals, Permits, and Bonds
- Environmental Practice
- Local Government Law
- Niche Practice Areas

Our Offices & Jurisdictions In Which We Practice:

- *Arlington*—Handling land use and zoning cases for Alexandria, Arlington, Fairfax City, Fairfax County, Falls Church, Herndon, Vienna, and Clifton.
- *Loudoun*—Handling land use and zoning cases for Loudoun County, western Fairfax County, Clark County, Hamilton, Hillsboro, Leesburg, Lovettsville, Purcellville, and Round Hill.
- *Prince William*—Handling land use and zoning cases for Prince William County, Culpeper County, Fauquier County, Manassas, Manassas Park, Stafford County, and jurisdictions south and west.

ARLINGTON

13TH FLOOR
2200 CLARENDON BLVD
ARLINGTON, VA 22201-3359
PHONE 703 528 4700

PRINCE WILLIAM

SUITE 300
4310 PRINCE WILLIAM PKWY
PRINCE WILLIAM, VA 22192-5199
PHONE 703 680 4664

LOUDOUN

SUITE 300
ONE E MARKET ST
LEESBURG, VA 20176-3014
PHONE 703 737 3633

WINCHESTER

2204 S LOUDOUN ST
WINCHESTER, VA 22601
PHONE 540 667 4912

WALSH, COLUCCI, LUBELEY & WALSH, P.C.

NORTHERN VIRGINIA'S REAL ESTATE LAW FIRM

LYNNE J. STROBEL, SHAREHOLDER, LAND USE AND ZONING

A native of Fairfax County, Lynne has been with the firm since graduating from law school in 1988. She is experienced in all phases of the land use and development process in Fairfax County and surrounding jurisdictions including Fairfax City, Falls Church, and the Towns of Vienna and Herndon. Lynne specializes in land use, especially affordable housing matters, and zoning issues for commercial, residential, and mixed-use development and has extensive experience with special permit, special exception, and variance applications. Over the years, Lynne has developed an extensive practice representing non-profits, including numerous places of worship and schools.

REPRESENTATIVE EXPERIENCE

- Approval of a 6.1-million-square-foot mixed-use development in proximity to the McLean Metro Station, the single largest application processed and approved in Tysons to date. The 30-acre site, located on the south side of Route 123, will be transformed into a walkable mixed-use environment comprised of office, residential, hotel, and retail uses allowing people to live, work, shop, and play without relying on a car. The construction of the first residential buildings is complete, beginning the transformation of Fairfax County's Urban Center.
- The acquisition of the appropriate approvals for a domestic violence shelter in Fairfax County. In the process of seeking a building permit, it was discovered that the shelter did not have the appropriate zoning approvals to operate and there was no money in the budget for professional assistance. Lynne donated her time doing what was necessary to overcome neighborhood opposition. During the approval process, some of the women who had been helped by the shelter had the courage to tell their stories. The project was approved, allowing the County to retain this valuable community asset.
- The negotiation and approval of the redevelopment plan for Lake Anne Village Center in Reston. Lake Anne Village Center was part of an innovative concept conceived about 50 years ago by Robert E. Simon to allow people to live, shop, and work in a mixed-use community. The development of Reston Town Center diminished the vibrancy of Lake Anne Village Center. In 1984, Fairfax County designated a part of the area as an Historic Overlay District and, in 2006, became further invested with the acquisition of the Crescent Apartments for affordable housing units. Representing the developer, Lynne worked on a complex series of proffers, plans, and agreements as part of a public-private partnership.
- Representation of a family whose land evolved over 50 years from a chicken business to a Wegman's shopping center. Lynne began representing the family in a series of special exceptions needed to transform a sand and gravel excavation operation into a construction debris landfill. The landfill benefited Fairfax County developers as its residential population increased. As the approved contours were reached, Lynne gained approvals for a golf course and driving range, providing a recreational benefit to County residents. As the number of golf facilities in Fairfax County outpaced demand, the family began to think of other options. An innovative concept was designed that allowed a portion of the property not used for the landfill operation to be developed with a shopping center anchored by a Wegman's. A portion of the remaining property has been converted into community athletic fields.
- Places of worship serve a vital community role, but often face neighborhood opposition. In addition, property affordable to a non-profit organization often has challenges. Working with a large Presbyterian church that had outgrown its existing facilities, Lynne was able to gain approval of a 2,100-seat sanctuary. The Church provides a number of services to Fairfax County residents and reduces the demand on the jurisdiction. Working through concerns regarding open space, sufficient parking, and traffic impacts in a low-density residential area of the County required patience and creativity.
- Lee Village at Silver Lake, LLC, proposed a public-private partnership that resulted in a public library, a fast food restaurant within the library building, workforce housing (up to 111 multi-family dwelling units), and independent living units (up to 89 units). The approval creates a unique opportunity to address community needs.

lstrobel@thelandlawyers.com

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LYNNE J. STROBEL, SHAREHOLDER, LAND USE AND ZONING

PROFESSIONAL ACTIVIES

- Served two six-year terms on the board of Celebrate Fairfax!—a non-profit organization committed to the Fairfax community and county-wide celebrations. During her first term on the board, from 1993 to 1999, Lynne served as Vice President of Planning and Administration and oversaw the scholarship program. During her second term, from 2006 to 2012, she helped revive the scholarship program, which had lapsed due to economic and other considerations, and has participated in the award of 10 scholarships to Fairfax County graduating high school seniors each since 2012. Lynne served as the board chair from 2009 to 2011. While no longer on the board, she has continued to assist the organization as a member of the Leadership Team and the Scholarship Committee, contributing many volunteer hours of service.
- Served on the Board of Directors from 2006 to 2012 for Doorways, a non-profit organization that serves women and families in need and provides temporary shelter to victims of domestic violence. Lynne served on the Executive Committee and as Chair of the Facilities Committee where she helped the organization upgrade to a new office location, assisted with the Brighter Futures Breakfast fundraiser, and ensured facilities, such as the family home and domestic violence shelter, continued to be maintained and upgraded as necessary. Lynne continues to serve on various Doorways committees.
- Member of the Inova Schare Cancer Institute Advisory Board which is affiliated with Inova Fairfax Hospital, the largest hospital in Northern Virginia and the flagship of Inova Health Systems.
- A graduate of the Leadership Fairfax Institute's Class of 2004, Lynne currently serves on the Board of Leadership Fairfax, a non-profit that inspires, connects, develops, and engages leaders to impact issues facing Fairfax County and the region.

AWARDS AND MILESTONES

- Served on the Zoning Ordinance Re-write Community in the City of Fairfax, 2014-2016.
- Recognized in 2001 at a dinner at the Tower Club by the Multifamily Residential Development Community for her participation in the Fairfax County Affordable Dwelling Unit Task Force.
- Instrumental in developing amendments to the Affordable Dwelling Unit Ordinance, which helps people of low and moderate income secure affordable housing.
- Nominated for Fairfax County Volunteer Service Awards produced by Volunteer Fairfax.
- Appreciation Plaque from the Church for All Nations, September 26, 2010.
- Certificate of Appreciation from the Korean Central Presbyterian Church, October 3, 2010.
- Ambassador Award from Celebrate Fairfax!, June, 2013.
- Recognized by *Northern Virginia Magazine* as a "Top Lawyer in Real Estate and Family Concerns" in the category of zoning, planning, and land use in 2011, 2014, and 2015.
- Achieved Martindale-Hubbell's AV® Preeminent™ Peer Review Rating, the gold standard in attorney ratings.
- Recognized as one of the Best Lawyers in America 2018 for Land Use and Zoning, Real Estate Law.
- Recognized by *Virginia Living* magazine as one of the Top Women in the Law, 2018

EDUCATION

College of William & Mary, Marshall-Wythe School of Law, J.D., 1988
University of Virginia, B.A., 1985

ABOUT THE FIRM

Walsh, Colucci, Lubeley & Walsh, P.C., is a mid-size law firm with a focus on land use and zoning, commercial real estate law, civil litigation, and real estate transactions. Since 1983, the firm has successfully worked with all types of organizations and represented landowners and developers in their business activities. Our attorneys and planners include some of the region's foremost legal and planning talent. Many of them have spent their entire business careers in the Northern Virginia community and are deeply involved in the civic and political organizations that make up the fabric of our region. The firm's established and proven relationships with city, town, and county authorities, together with intimate knowledge of the region, help our clients achieve their visions.

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BOZZUTO

Company Overview

Since our inception in 1988, Bozzuto Construction Company has been cultivating partnerships with our clients in order to provide them with a product and experience they are proud of. With an average annual revenue of $400 million, we are one of the largest general contractors in the Mid-Atlantic region.

AREAS OF EXPERTISE

Urban Infill Mixed-Use • Hospitality • Assisted & Senior Living • Mixed-Income & Affordable Housing • Historic Renovations • Retail • Capital Improvements • Multifamily Development • Transitional Housing • Tenant-in-Place Renovations • Condominiums

$4B

Our work is valued in excess of $4 billion, either completed or under construction

$1B

Bozzuto Construction has over $1 billion in Virginia project experience

86%

86% of Bozzuto Construction's projects are for repeat clients

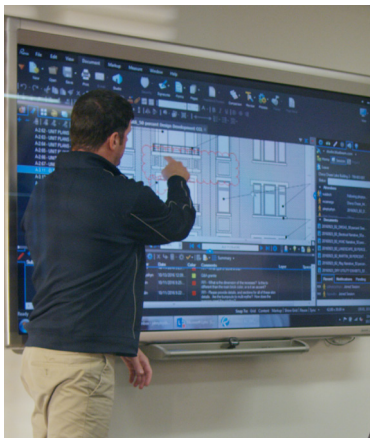
82%

On average, 82% of our projects are for external partners

OUR SERVICES

Project Planning

As a member of the project team, Bozzuto Construction is typically an active participant in the design process. Our involvement provides an element of practical insight, ensuring both build-ability and cost control. Bozzuto Construction's participation generally includes the review of land development plans, working drawings for buildings, shop drawings, critique of specialized engineering reports and designs, program management, and team building.



Cost Estimating/Bidding

Bozzuto Construction prepares detailed construction cost estimates at various stages of the design/development process. This intensive process assists our client in cost control and forecasting, along with evaluation of options that affect the overall project budget. This process is frequently undertaken in the early phases of design by incorporating information provided by Bozzuto Construction's extensive pool of subcontractors and suppliers throughout the region.

General Contracting

Bozzuto Construction acts as an "at-risk" general contractor responsible for field supervision of subcontractors, financial management, purchasing and scheduling of all materials and trades, contract negotiation, and contract management. We view this role as a natural extension of the partnership we have developed with our client and their design professionals during the planning phase of the project. As a general contractor, Bozzuto Construction and its team members have received numerous awards for quality, schedule, safety, and our commitment to the environment and communities in which we work. Bozzuto's background as a property manager and operator provides our clients with a unique opportunity to utilize our understanding of their business. This "principle mentality," which is atypical for a general contractor, positions Bozzuto Construction to be one of our clients' greatest assets in their endeavors.

Construction Management

In certain instances, Bozzuto Construction plays a critical role in procuring, managing and supervising projects performed by third-party general contractors. On these occasions, Bozzuto Construction assists our client with project planning and programming, scope reviews and independent cost estimating/verification. During the construction phase of these projects, Bozzuto Construction assists with the selection of the general contractor and contract negotiations. Upon commencement of field operations, Bozzuto Construction supervises the construction efforts, manages the technical consultants, and assists with quality control, cost control, and schedule performance.

Mike Green

SENIOR VICE PRESIDENT

As a Senior Vice President, Mike oversees all aspects of projects in DC, Northern VA, and surrounding areas.

Since joining the Bozzuto team in 2001, Mike has managed the preconstruction, the construction, and the renovation of more than 6,000 residential units, 500,000 square feet of retail, and several faith-based facilities with a total value over $1 billion.

EDUCATION

Majored in Electrical Engineering, University of Alaska

RELEVANT EXPERIENCE

Columbia Hills | Arlington, VA
Project Value: $57 Million **Completion:** Fall 2018
New eight-story concrete high-rise providing 229 affordable housing units. Amenities include two levels of below-grade parking, a rooftop terrace and resident clubhouse, and an elevated courtyard with seating areas.

Aperture | Reston, VA
Project Value: $74 Million **Completion:** Summer 2018
This new six-story building features 421 units with two stories of below-grade parking and 5,047 square feet of retail. Amenities include an outdoor pool and yoga area, various recreation areas, a clubroom, and a full gym.

The Springs | Arlington, VA
Project Value: $24 Million **Completion:** Fall 2016
New five-story, mixed-use, mixed-income 104-unit community. Amenities include a community room, a business center, a fitness center, and underground parking. Project is Earthcraft Virginia Platinum.

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Project Value: $39 Million **Completion:** Summer 2017
New four-story building containing 185 units and Type V-A wood-frame construction above concrete podium. Also includes a 377-space 96,143 square foot parking garage, and over 15,000 square feet of retail.

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Project Value: $46.5 Million **Completion:** Summer 2019
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Project Value: $45 Million
A new multifamily housing development including a 65-unit apartment building, a 42-unit senior living facility, and 59 townhomes.

Jericho City of Praise Senior Living | Landover, MD
Project Value: $35 Million **Completion:** Summer 2009
New four-story wood-framed building with 270 mixed-income units. Includes basement-level amenity area, commercial kitchen, lounge area, and chapel. Also includes a fitness center, business center, and wellness center.

Carver 2000 Senior Mansion | Washington, DC
Project Value: $11 Million **Completion:** Summer 2007
New construction of 104-unit four-story, slab-on-grade, wood-framed affordable senior living apartment building with common areas.

Additional information available upon request.

Matt Bland

PROJECT EXECUTIVE

As Project Executive, Matt is responsible for a portfolio of Bozzuto Construction projects in the DC/VA region. From start to finish, he oversees each project in its entirety; managing all financial, scheduling, safety, and quality components.

Since joining Bozzuto in 2006, Matt has successfully managed more than $300 million in new construction. Working primarily in the DC/VA area, he is very familiar with the local market and agencies, and has experience with First Source, CBE, and HUD projects.

EDUCATION

Bachelor of Architecture in Professional Studies in Construction Management and Architecture, Pratt Institute

CERTIFICATIONS

OSHA 30

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Goose Creek | Ashburn, VA
Project Value: $38 Million **Completion:** Spring 2019
Construction of three new multifamily buildings. Building I: seven-story, 140-unit, Type III-A and Type I-A construction; Building II: five-story, 43-unit, Type V-A and Type I-A construction. Building III: five-story, 47-unit, Type V-A and Type I-A construction.

Parkside Parcel 11 Block J | Washington, DC
Project Value: $35 Million **Completion:** Fall 2019
Construction of a new six-story 191-unit apartment building. This 199,500 square foot structure consists of concrete podium plus five levels of stick construction, and one-level of below-grade parking yielding 85 parking spaces. Project will pursue LEED Gold Certification.

The Swift | Washington, DC
Project Value: $41 Million **Completion:** Fall 2014
This LEED Silver 218-unit mixed-use development includes wood-frame Type III-A residential construction over a podium, 63,482 square feet of ground-level retail, and two levels of below-grade parking. Amenities include a fitness center, clubroom with billiards, and a rooftop entertainment area.

Rhode Island Row | Washington, DC
Project Value: $52 Million **Completion:** Fall 2012
Construction of 274 new apartment homes built over 70,000 square feet of retail, a new precast garage and two cast-in-place parking structures.

Capper 769N | Washington, DC
Project Value: $45 Million **Completion:** Winter 2019
A new 10-story residential building with 39 affordable and 140 market-rate apartments, and two stories of below-grade parking. Amenities include workspaces, a rooftop kitchen and pool, and a state-of-the-art fitness center.

Additional information available upon request.

Shannon Small

ASSISTANT PRECONSTRUCTION MANAGER

As an Assistant Preconstruction Manager, Shannon is responsible for helping with the initial planning of projects, including managing the line item budget, as well as Value Engineering efforts.

EDUCATION

Bachelor of Science in Civil Engineering and Minor in Green Engineering, Virginia Tech

RELEVANT EXPERIENCE

Columbia Hills | Arlington, VA
Project Value: $57 Million **Completion:** Fall 2018
New eight-story concrete high-rise providing 229 affordable housing units. Amenities include two levels of below-grade parking, a rooftop terrace and resident clubhouse, and an elevated courtyard with seating areas.

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Project Value: $48 Million **Completion:** Fall 2016
A new 12-story, 181-unit LEED Silver concrete building with three stories below-grade parking. Scope includes a clubroom with outdoor patio, fitness room, business center, bicycle storage, rooftop deck with kitchen, and two outdoor terraces. Project is certified to the EarthCraft green building program.

vPoint | Arlington, VA
Project Value: $32 Million **Completion:** Winter 2011
New LEED Gold mixed-income community with 116 rental apartments—70 are affordable and 12 serve the disabled. Also included a new 120-space underground parking garage, the demolition and rebuild of a church sanctuary, and new resident amenity space.

The Pavilions at Huntington Metro Phases I & II | Alexandria, VA
Project Value: $93.6 Million **Completion:** Spring 2011
New multi-phase construction of a 421-unit apartment community located at the Huntington Metro Station in the Mount Vernon/Alexandria area of Fairfax County, VA. The project also includes road infrastructure for WMATA, two parking garages below the apartments (providing a total of 643 parking spaces), and an outdoor swimming pool.

Garfield Park | Arlington, VA
Project Value: $28.5 Million **Completion:** Fall 2012
New mixed-use project comprised of 149 wood-frame apartment units 22,000 square feet of retail, 1,900 square feet of live work units, two levels of below-grade parking with 280 spaces and a podium concrete transfer slab with wood-framed construction above.

Caroline Village Apartments | Woodbridge, VA
Project Value: $49.5 Million **Completion:** Fall 2010
Caroline Village is a new 360-unit community, located in Woodbridge, VA. Project includes wood-frame construction of six residential buildings with a separate clubhouse, a precast parking garage, and site improvements.

Belnor Senior Residences | Suitland, MD
Project Value: $17 Million **Completion:** Fall 2018
New four-story, slab-on-grade wood-frame building with 122 affordable senior housing units. The first floor of the building includes retail and office space, a community center, and fitness center.

Olney Assisted Living | Olney, MD
Project Value: $11 Million **Completion:** Summer 2012
New LEED Certified 79-bed facility. The first two floors are designated for assisted living and the third floor is designated for memory care.

Additional information available upon request.

Firm Experience

QUALIFICATIONS

From new construction to full gut renovations, Bozzuto Construction has a vast portfolio that spans 30 years. Our breadth of experience ranges from luxury to economy, and includes over 35,000 dwelling units and 20 senior living projects to date—qualifying us to tackle housing ventures of all scopes.

With a Virginia portfolio valued in excess of $1 billion and a seasoned team that works primarily on Virginia-based projects (led by Senior Vice President, Mike Green), we are also well versed in local building regulations, agencies, and program requirements.

PERFORMANCE

Our team's industry expertise combined with the information gained from previous project experiences, enables us to offer better services and custom approaches that meet the universal and unique needs of our clients. This knowledge, along with our in-house resources and strong industry relationships, fuels our ability to successfully deliver high-quality products that meet cost, schedule, and overall performance expectations.

Safety

Bozzuto Construction is committed to protecting every person on and around our project sites. Our Safety Director and Director of Field Operations oversee a range of programs that provide team members with the training and knowledge necessary to ensure protection of all individuals on our sites, as well as the communities around them. Bozzuto Construction's 2017 safety record includes an EMR of .70, an RIR of 1.73, and a DART rating of .58.

Legal Claims

Currently, Bozzuto Construction is not aware of any legal action against the company. From time to time the company is involved in claims and litigation that arise in the ordinary course of business. Bozzuto Construction believes that the disposition of these matters will not have a material effect on the business or on the financial condition of the company.

COMPARABLE PROJECTS

Please see attached Bozzuto Construction projects that are comparable to Oakwood Senior Apartments.

KEY INDIVIDUALS

Bozzuto Construction has identified the key individuals below for this project. Full resumes are attached.

- Mike Green, Senior Vice President
- Matt Bland, Project Executive
- Shannon Small, Assistant Preconstruction Manager

Belnor Senior

SUITLAND, MD

PROJECT TYPE
Senior Living

PROJECT VALUE
$17 Million

PROJECT SIZE
122 Apartment Units

ARCHITECT
Grimm & Parker Architects

OWNER
Mission First Housing

COMPLETION
Fall 2018

PROJECT DESCRIPTION

Belnor Senior Residences is a new senior affordable housing community, located in Suitland, MD.

This project includes construction of a four-story, slab-on-grade wood-frame building with 122 housing units. The first floor of the building will include retail and office space, a community club center, and fitness center. Additional resident amenities include community gardens and a golf putting green.

Additional information available upon request.

Olney Assisted Living

OLNEY, MD

PROJECT TYPE
Senior Living

PROJECT VALUE
$11 Million

PROJECT SIZE
79 Apartment Units

ARCHITECT
Perkins + Will

OWNER
FSP-Olney, LLC

COMPLETION
Summer 2012

PROJECT DESCRIPTION

Olney Assisted Living is a new LEED Certified 79-unit facility, located in Montgomery County, MD.

This three-story building is Type II-A, non-combustible construction, with metal bearing walls, and concrete decks. The first two floors are designated for assisted living and the third floor is designated for memory care.

This project also utilizes VRF HVAC systems, and approximately 50% of the roof is a green roof.

Additional information available upon request.

Columbia Hills

ARLINGTON, VA

PROJECT TYPE
Multifamily

PROJECT VALUE
$57 Million

PROJECT SIZE
229 Apartment Units

ARCHITECT
KGD Architecture

OWNERS
Arlington Partnership for Affordable Housing

COMPLETION
Fall 2018

PROJECT DESCRIPTION

Located within an existing Arlington Partnership for Affordable Housing (APAH) community, Columbia Hills provides an additional 229 new affordable housing units to the city of Arlington. Located just under two miles to I-395, this eight-story, concrete high-rise offers convenience in accessing the Northern Virginia and Washington, DC corridors.

Building amenities will include two levels of below-grade parking, a rooftop terrace and resident clubhouse, and an elevated courtyard with ample planting and seating areas for residents to mingle and enjoy the outdoors.

With a dramatic, two-story resident lobby leading to the on-site amenities, this new affordable community will provide much needed housing in Arlington while supporting APAH's mission of support, development, and preservation.

Project is seeking EarthCraft Platinum Certification.

Additional information available upon request.

Pleasant View Gardens

BALTIMORE, MD

PROJECT TYPE

Senior Living

PROJECT VALUE

$22 Million

PROJECT SIZE

110 Apartment Units
201 Townhomes

ARCHITECT

Marks, Thomas Architects

OWNER

The Michaels Organization

COMPLETION

Summer 2017

PROJECT DESCRIPTION

Pleasant View Gardens is a 273,213 square foot senior living and affordable housing community, located in Baltimore, MD.

This tenant-in-place renovation project is comprised of 110 senior living apartment units in a four-story residential building and 201 rental townhomes. The scope also includes upgrades to the community's amenity spaces and mechanical systems.

Additional information available upon request.

Aperture

RESTON, VA

PROJECT TYPE
Mixed-Use

PROJECT VALUE
$74 Million

PROJECT SIZE
421 Apartment Units

ARCHITECT
KTGY Architecture

OWNERS
Veatch
The Bozzuto Group

COMPLETION
Summer 2018

PROJECT DESCRIPTION

Located just one block from the Wiehle-Reston East Metro Station, the new resort-style Aperture community seamlessly blends state-of-the-art amenities into a transit-oriented development neighborhood.

The new six-story mid-rise apartment building features 421 rental units with two stories of below-grade parking (231,714 square feet) providing 589 spaces, and 5,047 square feet of retail.

Resident amenities include an expansive luxury lobby, three distinct courtyards featuring an outdoor pool, an outdoor yoga area, interactive water feature, various lounge and recreation areas, a clubroom and social lounge, e-lounge, and a fully equipped gym with designated group fitness spaces.

Additional information available upon request.

The Springs

ARLINGTON, VA

PROJECT TYPE
Mixed-Use

PROJECT VALUE
$24 Million

PROJECT SIZE
104 Apartment Units

ARCHITECT
KGD Architecture

OWNER
The Arlington Partnership for Affordable Housing

COMPLETION
Fall 2016

PROJECT DESCRIPTION

The Springs is a new five-story, mixed-use, mixed-income 104-unit apartment community located in Arlington, VA.

Eighty percent of the apartments include either two or three bedrooms, and 98 of the residences are designated as affordable. The Springs also includes a community room, a business center, a fitness center, underground parking and bicycle storage, and the new headquarters for The Arlington Partnership for Affordable Housing.

Project is Earthcraft Virginia Platinum.

Additional information available upon request.

Mike Green

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RELEVANT EXPERIENCE

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Project Value: $39 Million **Completion:** Summer 2017
New four-story building containing 185 units and Type V-A wood-frame construction above concrete podium. Also includes a 377-space 96,143 square foot parking garage, and over 15,000 square feet of retail.

Union on Queen | Arlington, VA
Project Value: $48 Million **Completion:** Fall 2016
A new 12-story, 181-unit LEED Silver concrete building with three stories below-grade parking. Scope includes a clubroom with outdoor patio, fitness room, business center, bicycle storage, rooftop deck with kitchen, and two outdoor terraces. Project is certified to the EarthCraft green building program.

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Project Value: $46.5 Million **Completion:** Summer 2019
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Project Value: $45 Million
A new multifamily housing development including a 65-unit apartment building, a 42-unit senior living facility, and 59 townhomes.

Jericho City of Praise Senior Living | Landover, MD
Project Value: $35 Million **Completion:** Summer 2009
New four-story wood-framed building with 270 mixed-income units. Includes basement-level amenity area, commercial kitchen, lounge area, and chapel. Also includes a fitness center, business center, and wellness center.

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New construction of 104-unit four-story, slab-on-grade, wood-framed affordable senior living apartment building with common areas.

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CERTIFICATIONS

OSHA 30

RELEVANT EXPERIENCE

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Construction of three new multifamily buildings. Building I: seven-story, 140-unit, Type III-A and Type I-A construction; Building II: five-story, 43-unit, Type V-A and Type I-A construction. Building III: five-story, 47-unit, Type V-A and Type I-A construction.

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Project Value: $35 Million **Completion:** Fall 2019
Construction of a new six-story 191-unit apartment building. This 199,500 square foot structure consists of concrete podium plus five levels of stick construction, and one-level of below-grade parking yielding 85 parking spaces. Project will pursue LEED Gold Certification.

The Swift | Washington, DC
Project Value: $41 Million **Completion:** Fall 2014
This LEED Silver 218-unit mixed-use development includes wood-frame Type III-A residential construction over a podium, 63,482 square feet of ground-level retail, and two levels of below-grade parking. Amenities include a fitness center, clubroom with billiards, and a rooftop entertainment area.

Rhode Island Row | Washington, DC
Project Value: $52 Million **Completion:** Fall 2012
Construction of 274 new apartment homes built over 70,000 square feet of retail, a new precast garage and two cast-in-place parking structures.

Capper 769N | Washington, DC
Project Value: $45 Million **Completion:** Winter 2019
A new 10-story residential building with 39 affordable and 140 market-rate apartments, and two stories of below-grade parking. Amenities include workspaces, a rooftop kitchen and pool, and a state-of-the-art fitness center.

Additional information available upon request.

Shannon Small

ASSISTANT PRECONSTRUCTION MANAGER

As an Assistant Preconstruction Manager, Shannon is responsible for helping with the initial planning of projects, including managing the line item budget, as well as Value Engineering efforts.

EDUCATION

Bachelor of Science in Civil Engineering and Minor in Green Engineering, Virginia Tech

RELEVANT EXPERIENCE

Columbia Hills | Arlington, VA
Project Value: $57 Million **Completion:** Fall 2018
New eight-story concrete high-rise providing 229 affordable housing units. Amenities include two levels of below-grade parking, a rooftop terrace and resident clubhouse, and an elevated courtyard with seating areas.

Union on Queen | Arlington, VA
Project Value: $48 Million **Completion:** Fall 2016
A new 12-story, 181-unit LEED Silver concrete building with three stories below-grade parking. Scope includes a clubroom with outdoor patio, fitness room, business center, bicycle storage, rooftop deck with kitchen, and two outdoor terraces. Project is certified to the EarthCraft green building program.

vPoint | Arlington, VA
Project Value: $32 Million **Completion:** Winter 2011
New LEED Gold mixed-income community with 116 rental apartments—70 are affordable and 12 serve the disabled. Also included a new 120-space underground parking garage, the demolition and rebuild of a church sanctuary, and new resident amenity space.

The Pavilions at Huntington Metro Phases I & II | Alexandria, VA
Project Value: $93.6 Million **Completion:** Spring 2011
New multi-phase construction of a 421-unit apartment community located at the Huntington Metro Station in the Mount Vernon/Alexandria area of Fairfax County, VA. The project also includes road infrastructure for WMATA, two parking garages below the apartments (providing a total of 643 parking spaces), and an outdoor swimming pool.

Garfield Park | Arlington, VA
Project Value: $28.5 Million **Completion:** Fall 2012
New mixed-use project comprised of 149 wood-frame apartment units 22,000 square feet of retail, 1,900 square feet of live work units, two levels of below-grade parking with 280 spaces and a podium concrete transfer slab with wood-framed construction above.

Caroline Village Apartments | Woodbridge, VA
Project Value: $49.5 Million **Completion:** Fall 2010
Caroline Village is a new 360-unit community, located in Woodbridge, VA. Project includes wood-frame construction of six residential buildings with a separate clubhouse, a precast parking garage, and site improvements.

Belnor Senior Residences | Suitland, MD
Project Value: $17 Million **Completion:** Fall 2018
New four-story, slab-on-grade wood-frame building with 122 affordable senior housing units. The first floor of the building includes retail and office space, a community center, and fitness center.

Olney Assisted Living | Olney, MD
Project Value: $11 Million **Completion:** Summer 2012
New LEED Certified 79-bed facility. The first two floors are designated for assisted living and the third floor is designated for memory care.

Additional information available upon request.

PRIOR PROJECTS *

PROJECT NAME	LOCATION	CONTRACT	COMPLETION	PROJECT OWNER(S)	OWNER CONTACT
Belnor Senior Residences	Suitland, MD	$17,154,784	11/13/18	Mission First Housing Group	Ms. Sarah Constant 1330 New Hampshire Ave NW, Suite 116 Washington DC 20036 Phone: 202.223.3401 | sconstant@missiongfirsthousing.org
Columbia Hills	Arlington, VA	$57,590,943	09/21/18	Arlington Partnership for Affordable Housing	Mr. Mike Chiappa 4318 N Carlin Springs Road Arlington, VA 22203 Phone: 703.276.7444 | mchiappa@apah.org
The Conway Center	Washington, DC	$63,146,480	04/12/18	So Others Might Eat	Mr. Troy Swanda 60 O Street NW Washington, DC 20001 Phone: 202.797.8806 | tswanda@some.org
Aperture	Reston, VA	$74,086,273	03/14/18	The Charles A. Veatch Co.	Mr. Charles Veatch 11411 Sunset Hills Road # F Reston, VA 20190 Phone: 703.471.7522 | cveatch@veatchcommercial.com
Pleasant View Gardens	Baltimore, MD	$22,451,637	08/23/17	The Michaels Organization	Mr. J. Brandon Healy 3 East Stow Road, PO Box 994 Marlton, NJ 08053 Phone: 856.630.2928 | jhealy@tmo.com
The Loren	Falls Church, VA	$39,743,670	07/21/17	Arlington Apartments Holdings, LLC	Mr. Steve Strazzella 6406 Ivy Lane Suite 700 Greenbelt, MD 20770 Phone: 301.220.0100 | sstrazzella@bozzuto.com
Union on Queen	Arlington, VA	$48,212,379	12/12/16	Wesley Housing Development Corporation	Ms. Shelley Murphy 5515 Cherokee Avenue, Suite 200 Alexandria, VA 22312 Phone: 703.642.3830 | smurphy@whdc.org
The Springs Apartments	Arlington, VA	$24,945,831	10/31/16	Arlington Partnership for Affordable Housing	Ms. Laura London 4318 N Carlin Springs Road Arlington, VA 22203 Phone: 703.283.4690 | llondon@apah.org
The Frasier	Alexandria, VA	$42,371,934	06/22/15	Pritzker Realty Group	Mr. Corbin Johnson 3001 Aloma Avenue, Suite 119 Winter Park, FL 32792 Phone: 407.230.4593 | cjohnson@pritzkerrealty.com
Arcadia Run (Phase III)	Manassas, VA	$4,227,440	05/18/15	The Arcadia Companies	Mr. Eli Reinhard PO Box 5368 San Jose, CA 95150 Phone: 408.961.8118 | er@arcadiacompanies.com

* Over the past three years, Bozzuto Construction has worked on more than 65 projects. Per the RFP guidelines, we have limited the above list to 10 recent/relevant projects.

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: Kelly Cantley, Senior Vice President of Business Development

Signature/Date:  / July 20, 2018

Company Name: Bozzuto Construction Company

Address: 6406 Ivy Lane, Suite 700

City/State/Zip: Greenbelt, MD 20770

SSN or TIN No: 52-1566119

Qualified Workers

Bozzuto Construction's 30 years of experience has led us to many high-performing subcontractors who routinely perform at extreme levels of output. Our leadership and field operations staff have developed strong connections with all our subcontractors, allowing us to effectively coordinate the many systems competing for space in the projects we build.

PREQUALIFICATION

Bozzuto Construction greatly values its subcontractors. Project success is dependent upon solid relationships, and we are proud to say that many of our subcontractors have been doing business with us since our beginnings.

All our subcontractors are prequalified to ensure they meet our standards for excellence. Subcontractors are required to complete our prequalification process before becoming eligible to bid on a Bozzuto Construction project. The prequalification process requires detailed information on insurance, licensing, safety record, bonding capacity, annual volume of business, credit references, business references, etc.

PRECONSTRUCTION

Bozzuto Construction makes every attempt to involve our subcontractors in the project planning process as early as possible to gather input and feedback, and to ensure they present the qualifications and knowledge we are seeking across all required trades. As part of our preconstruction approach, we invite subcontractors and manufacturers to meetings with other team members to provide feedback on price, alternate assemblies/ materials, constructability, as well as market feedback for similar projects.

Conceptual Design Phase

Bozzuto Construction works with the project owner and design team to select the best systems (HVAC, mechanical, electrical, etc.) to be utilized, including pricing alternate systems as required. Once these systems are determined, we obtain initial feedback from select subcontractors. Our team will also research and obtain trade input on new materials, assemblies, and processes, which may qualify for GREEN Construction point consideration.

Construction Document Phase

Bozzuto Construction solicits pricing from major trades for the project when contract documents reach a state of completion sufficient to quantify and prepare meaningful cost budgets. We will prepare a select bidders list that is then evaluated by all team members and Bozzuto Construction senior staff. Each subcontractor is evaluated based on past performance, timely bid submission, safety record, financial strength, change order billings, on-time performance, warranty response, dispute resolution, on-budget performance, coordination with other trades, and other pertinent project criteria. Only those subcontractors who achieve satisfactory ratings during this evaluation are offered an opportunity to bid. The number of subcontractors in each trade is determined so that there is a guaranteed minimum of three bidders in each division of the work but with a goal of receiving five or more bids for all major trades on bid day.

Competitive Final GMP Bid

Bozzuto Construction will confirm the project schedule utilizing the suggested durations from qualified bidders. We will also establish a competitive final GMP for the construction of the project using the 85% construction documents. It is our goal to lock the GMP at this point and begin the construction coordination before the 100% construction documents are complete (i.e., award subcontracts to long lead trades, begin submittal process, etc.).

CONSTRUCTION

During construction, our project team monitors the amount of manpower each trade has onsite. Based on volume of the subcontract, we are able to calculate how many workers each trade should have. Subcontractors are required to submit daily reports to Bozzuto Construction with this information, which are monitored and verified for accuracy.

Safety Overview

Bozzuto Construction's safety program takes a proactive multi-level approach to ensure all of our workers make it home safe and healthy at the end of each day. Please read on for additional program details.

BOZZUTO SAFETY PROGRAM

The Bozzuto Safety Program aligns with the Occupational Safety and Health Administrations' (OSHA) Construction Industry Standards, 29 CFR Part 1926 (and updates), State and Local Regulations, and industry best practices with the most stringent requirement applying in all circumstances. It is the obligation of all employees to be knowledgeable in the standards established by these agencies, and to implement the rules and regulations contained therein on projects under their direction.

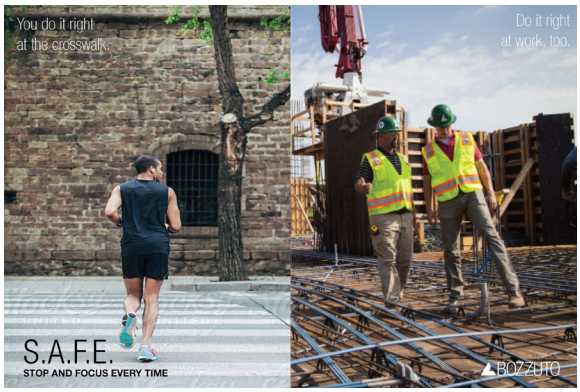
To achieve this our Bozzuto field staff have obtained OSHA 30 Certification in Construction Safety and Health and have Medic First Aid/CPR/ AED training—with all sites having a dedicated AED in place. Bozzuto employees must also attend our annual internal safety training, a curriculum dedicated to the OSHA Focus four topics (Falls, Electrical, Struck By, and Caught In/Between).

To keep everyone informed regularly, our Safety Director, Nathan Slavin, sends weekly "safety flash" topics to Bozzuto personnel and subcontractors, covering a variety of topics identified within our continuous improvement identification process. Additionally, our subcontractors hold weekly toolbox talks that are submitted for record.

We define a safe operation as organized, clean, and efficient. This type of operation puts us in a position where we can control incidents and improve overall company performance. When/if an incident does occur; we require immediate reporting, followed by a rigorous investigation and root cause analysis to identify shortcomings in process or procedures, which will allow improvement for future operations.

Since the safety of our workers is our biggest priority, Bozzuto is currently rolling out a new campaign based on the acronym SAFE—that stands for Stop And Focus Every time—to reinforce the importance of safe operations.

The campaign goal is simple. We want our workers to Stop And Focus Every time they are performing tasks at work (and even at home) to ensure they are operating at their highest potential while eliminating risks and staying safe.



SUBCONTRACTOR MANAGEMENT

All subcontractors must go through our Bozzuto Prequalification Process. We analyze three years of Experience Modification Rates (EMR), three years of OSHA Logs and required company numbers, and past internal performance to evaluate potential risk. This analysis allows us to ask questions or obtain information for any inconsistent or delinquent findings.

After award and prior to coming on our construction site, subcontractor personnel must review and submit all required documentation within the Safety Section of the Contract. This submittal process is called, Subcontractor Safe Start—a mechanism to ensure all competent personnel are identified, and certifications for proper safety management are in-place for each subcontractor. Items within the document include, but are not limited to corporate safety programs, site-specific safety data sheets for chemicals, proof of safety training, competent person identification with a minimum of OSHA 10 Certification and First Aid/CPR training, and any specific site requirements. This allows our project teams to focus on potential risks appropriately, and to assist the entire subcontractor workforce as we strive for zero incidents incorporating our SAFE approach.

Our dedicated approach toward subcontractor compliance includes:

- Daily walkthroughs with our site superintendents and subcontractor management personnel.
- Dedicated weekly walkthroughs with the Bozzuto Safety Team.
- Annual tracking and trending of site and subcontractor performance through our leading indicator tool, Predictive Solutions.

These inspection tools allow for analysis of trends to assist in identification of training and professional development opportunities for not only our subcontractor personnel but also our own Bozzuto employees.

FIRE-WATCH POLICY

Bozzuto deems "hot work" as any spark creating activity. If possible, it is encouraged that any hot work activities take place outside the footprint of the building. Bozzuto Construction employees are required to adhere to the following for ALL projects.

The Owner Contract and the Contractor's Qualifications and Assumptions will include clarifications about the project-specific required fire-watch program to comply with the project insurance requirements. The Bozzuto Construction Project Manager must comply with the Qualifications and Assumptions in the Owner Contractor Contract and should make certain the Owner is aware of what is in the contract. The Project Manager will also ask the Owner to check with their builder's risk or property insurance policy to see if there are any other requirements.

Fully charged, multi-purpose dry chemical fire extinguishers shall be located throughout the project. Fire extinguishers shall be provided for each 3,000 square feet of the protected building area, or major fraction thereof. Travel distance from any point of the protected area to the nearest fire extinguisher shall not exceed 100 feet. Extinguishers shall be maintained, inspected and recharged or replaced as needed.

During normal working hours, Bozzuto staff along with our subcontractor forces act as our fire-watch provider. After normal working hours, either a competent and properly trained individual or security personnel with the same qualifications will stay onsite to provide fire-watch services. The person/personnel assigned to stay onsite will:

- Regularly patrol the building with a route and frequency determined and updated by the project Superintendent
- Have a working cellular phone.
- Be able to communicate clearly, and recite the address and crossroads of the project.
- Provide a daily report to the Superintendent.

Wood-Framed Projects

Wood-framed projects shall have a 24-hour per day, seven days per week fire-watch program, consisting of physical onsite presence from the start of framing until the fire suppression system is operational. Wood-frame projects should have a budget of approximately 120 hours per week at $25/hour from the start of framing to a complete and operational fire suspension system. Both security and fire-watch must be budgeted when setting up these cost categories.

Renovation Projects

Renovation projects that are wood-framed buildings must provide a fire-watch program as soon as the fire protection system is taken offline. For renovation projects where the fire suppression system remains active, no fire-watch will be required.

Metal-Framed or Concrete Projects

Metal-framed or concrete projects only require the fire-watch program during any period where temporary heat (in lieu of the permanent building systems) is utilized. This should include any project with framed concrete decks where we are tenting and heating overnight prior to a concrete pour, as well as any interior heat provided for finish work.

The fire-watch program, when needed, shall have a 24-hour per day, seven days per week fire-watch. The project team should consider buying the fire-watch services with the concrete subcontractor during concrete heating operations. All metal and concrete projects should have fire-watch included in their subcontractor costs or as part of the temporary heat budget included in concrete, masonry, or finishes line item.

Additional Fire-Watch Policy Notes

- The project team may consider alternate means of fire-watch (electronic or video monitoring systems) in lieu of a physical presence onsite; however, this must receive approval of the builder risk/property insurance carrier and the Owner/Developer.
- The insurance carrier my also adjust the timing and duration of the fire-watch program.
- There are some security systems that contain fire detection capabilities (including FEDORA and Tattletale), but they cannot be used without approval by the insurance carrier.

DRUG-FREE WORKPLACE

Bozzuto Construction agrees to comply with the Drug-Free Workplace Act, as well as all other applicable local and federal legislation, which seek to ensure a drug free work environment. Following is an excerpt from Bozzuto's Employee Hand Book describing our company's Drug and Alcohol Policy:

"In order to protect the safety, health, and productivity of all employees and the general welfare of the Bozzuto Group, employees are prohibited from the illegal use, sale, dispensing, possession, or manufacture of illegal drugs, controlled substances, narcotics, or alcoholic beverages on Company premises or work sites. In addition, the Company prohibits off-premises abuse of alcohol and controlled substances, as well as the possession, use, or sale of illegal drugs, when these activities adversely affect job performance, job safety, or the Company's reputation in the community. The only exception to this is the consumption of alcoholic beverages during an authorized company-sponsored social activity or business entertainment at which times moderation is expected."

ACKNOWLEDGMENT & APPRECIATION PROGRAM

Bozzuto created the Acknowledgement and Appreciation Program to reduce incidents by constructively using acknowledgement and appreciation to recognize employees for superior safety performance. Each project is ranked utilizing our Predictive Solutions Inspection Database, analyzing at-risk behavior and actions. We recognize the highest ranked team on a monthly basis and the annual winner at our yearly awards banquet.

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.

Overview and Conceptual Design. CPDC proposes to develop a 150-unit senior housing development on the Oakwood site (Project) that is not only sensitive to the needs of the senior residents but also compatible with the surrounding community providing a number of outdoor amenities that can be shared with the public. The Project contained .5 parking spaces per unit plus parking for staff and this parking is sufficient given the close proximity to the Van Dorn Metro Station which is just a short bus ride away. The building footprint location and provision of only the amount of parking as is necessary allows for preservation of tree buffers between the Project and for adjacent residential neighbors, and attractive landscaping between the building and S. Van Dorn Street with the parking primarily behind the building and out of view. Access to the Project would be off Oakwood Road requiring an adjustment in the current median strip.

The public amenities in the Project include the following:

a. A @9000 sq. ft. community park at the south end of the site connecting Bent Willow Drive with S. Van Dorn Street, which creates an appealing connected walking path and dog walk area for the community and a passive park for the Project residents.
b. Bike path and sidewalk along S. Van Dorn Street with upgraded landscaping at the corner of Oakdale Road and S. Van Dorn Street.
c. Improved bus shelter along S. Van Dorn Street.
d. A large community room with ready access to the outside available for use by neighboring associations, planning committees and other outside groups.

The design for the senior apartments will include generously sized one and two-bedroom apartments utilizing efficient and contemporary unit layouts with 70% of the units being one bedroom and 30% of the units being two bedrooms. Laundry rooms will be located on each floor to encourage greater interaction among seniors. The location of program amenity space on the ground floor is intended to help foster greater interaction among residents and between residents and staff. The overall design is open and inviting providing viewing vista within an overall design that minimizes the building foot print, compliments the topography and results in increased tree buffers to the neighbors.

To better address the affordable housing needs of seniors in Fairfax County, there will be a mix of incomes in the building between 30%, 50% and 60% AMI. We propose applying for 30 project-based vouchers from FCRHA for the project. CPDC has successfully applied for such vouchers before with FCRHA. CPDC is open to increasing in the number of vouchers at the project if that is of interest to FCRHA.

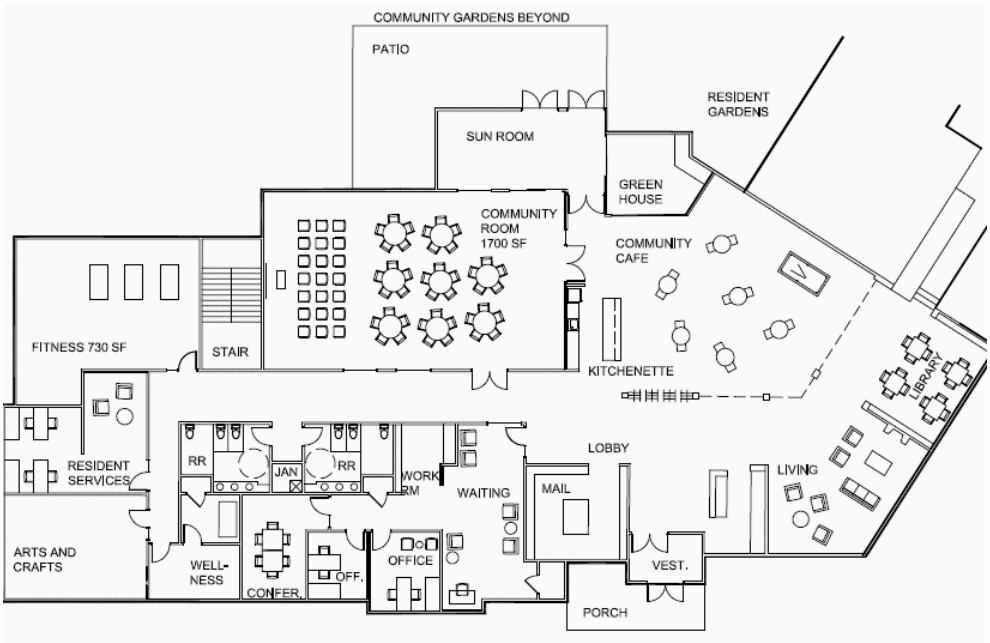
The Oakwood Senior Apartments Project will achieve a minimum LEED Silver certification or similar designation in its design, construction and operation. We have included the scorecard to indicate which measures we believe are feasible for meeting that certification. The review of the LEED standards was completed in concert with the design team, general contractor, and energy consultant. Energy efficient split system mechanical units, water sense plumbing fixtures, and Energy Star appliances and lighting, will contribute to the buildings themselves being very efficient and environmentally sensitive for the long term. (See the LEED score card).

The Project will include a host of resident amenities that will promote interaction, collaboration, and support from the senior residents and guests. The amenity spaces that are being proposed include the following:

a. Multipurpose room with access to pantry kitchen
b. Community Café seating area with pantry kitchen
c. Conference and Work Room
d. Wellness Room
e. Fitness Room
f. Sun room
g. Green house with community gardens
h. Lounge with mailboxes
i. Library with Computers
j. Arts and Crafts space
k. Leasing office with reception area
l. Office spaces for leasing and resident services

Sample fitness and wellness program opportunities include health related seminars, exercise classes and trips to community facilities offering related opportunities. CPDC is well versed and experienced in the development of program delivery to its residents. CPDC owns and operates Stony Brook Apartments which is also in the Lee District (See Section 2.e. for a description of the resident service model and achievement at Stony Brook).

The Project will have a wellness center with a waiting area for privacy where on-site medical service programs can be provided. The resident services model includes partnering with potential medical programs that could be brought to the site through outside providers such as, glucose and blood pressure screening, annual flu shots and fall prevention programs.



Likewise, the multipurpose room is a place where health and wellness and nutritional programs can be provided. The resident services model describes sample programs that can be made available on-site based upon CPDC's experience at other properties, such as nutrition classes, a food pantry, and a senior lunch program.

Programs Contributing to the Residents and Community. The key to CPDC holistic service delivery model is customizing programs to meet the everchanging needs of the residents. Not all resident communities are alike. CPDC's service delivery model is built around partnering with various organization to deliver services that match the unique needs of that community. Intricate components of building customized partnership networks consist of conducting community assessments and completing asset mapping. By combining these processes, CPDC has the ability to perform data analysis that aligns community needs with community service providers. For example, last year we used this methodology in a collaborative project with Lake Anne Fellowship House, located in Reston, VA. We met with over 100 residents to conduct a survey of interest in amenity space. Based on those meetings the residents expressed an interest in:

- Outdoor gardening
- Fitness Center
- Sun Porch/game room
- Café
- Library with computers
- Multi-purpose room with media center
- Arts and crafts room.

Then resident program staff surveyed the residents in small groups to discern whether current programming needed to be modified or supplemented. In the final report, we discovered and stated that approximately 50% or more residents were 73 years of age or older and were burdened with the management of severe co-morbidity conditions. Additionally, in this group, many persons were caregivers for sick spouses, which potentially elevates some of these individuals to a higher at-risk health category over non-caregiving spouses. We concluded the report with supportive service recommendations in addition to the current programming that included: (1) develop a relationship and partnership with a local healthcare system or universities to assist with completing supportive services/health assessments biennially; (2) establish caregiver and respite supports with local public agencies and organizations; and (3) create collaborative partnerships with organizations and universities for Chronic Disease Management training opportunities.

A similar assessment and program modeling will occur with the Oakwood Senior Housing Project. Some of these programs offered by partners would be opened to seniors in the wider community and the design of the building allows for residents of the community to easily attend programs

conducted there. Immediately upon securing this project, CPDC will seek to leverage the following partners and other community-based organizations for service connections:

- Fairfax Area Agency on Aging
- National Coalition on Aging
- VA Long-term Care Ombudsman
- Northern VA Senior Centers (Lincolnia, Bailey, South County & Gunston)
- North Capital Alzheimer Association
- Eldercare Locator
- AARP VA State Office
- George Mason University
- NOVA Community College
- Inova Fairfax Hospital
- HealthWorks for Northern VA
- Adult Day Health Care Centers (Mount Vernon & Lincolnia)
- Mount Vernon at Home Senior Village

Affected Communities. Franconia, Landmark and Rosehill are the communities immediately around the Site. All will be positively benefitted by the betterment of the underutilized site into attractive affordable senior housing that benefits the community. (See Section 3.e.) More specifically the Project will make a significant positive environmental impact both on to the storm water quality management and to tree preservation. The tree save area is a critical aspect of the site design. It not only exceeds the minimum requirement, but it also provides a substantial buffer to the single-family homes to the east, and with some supplemental landscaping where needed, buffers the townhouses to the south, satisfying the County requirement for a 25' transitional screening yard against the single-family homes and townhouses.

See attached architectural description, architectural drawings and LEED scorecard.

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

CPDC would direct the performance of all needed design and construction for the Project. While no design and construction work is required to be performed by the County or any other public entity, certain approvals and cooperation will be required. The following general approvals have been identified:

- The County in its capacity and land owner will need to follow necessary procedures regarding disposal of site.
- Zoning approvals would be necessary to redevelop the site [see Section 2.c.]

- VDOT would need to approve amendments to their storm water management design and documentation [See Section 2.c.].

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

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

Attached to this section is a narrative description of the entitlement process in detail. The Fairfax County Zoning Ordinance (the "Zoning Ordinance") permits the development of independent living facilities in residential districts with the approval of a special exception (SE). CPDC would work closely with the surrounding communities and the Lee District Land Use and Transportation Advisory Committee on the site design to address their concerns. After receipt of entitlements, it will be necessary to receive approval of a site plan, which is a final engineered drawing prepared by a civil engineer. The approval of a site plan is administrative whereas the approval of a PCA and SE is discretionary with the Board. New public easements may be required, and certain existing public easements may need to be vacated. There may also be dedication of public street right-of-way. An easement plat will be required to vacate and/or create public waterline easements.

Permits that may be required include VPDES general construction permit, land disturbance permit, building permit, and a resident use permit. A VDPT permit is required for work within the public street right-of-way.

See attachment to this section prepared by Walsh Colucci and the project schedule (2.f.).

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

The recent changes in the tax code and funding structure for LIHTC funded affordable housing has caused some uncertainty in the market place. The result is a limitation on access to tax credit equity and a reluctance of investors and lenders to be as active in the market. CPDC however is uniquely positioned in its affiliation with Enterprise Community Investment to take advance of

cutting edge industry financing tools with a broad range of financing options (See responses in Section 4).

With the exception of the financing challenges, CPDC does not see other adverse social, economic or environmental impacts on the Project at this time. The Project will have significant social, economic and environment impact benefitting the surrounding community and the County as described in Section 3.e. below.

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

Social Impacts: CPDC is experienced in making a positive social impact in the Lee District of the County with its **Stony Brook Apartments**. Stony Brook is a 204-unit affordable housing development in the southern portion of the Lee District owned by CPDC, with approximately 700 residents. Since assuming ownership of Stony Brook, CPDC has provided resident services in an on-site capacity in a 2,846 square foot modern community center, equipped with over two dozen laptops usable by community members, a large meeting room, and three smaller classrooms. Stony Brook has worked closely with various Fairfax County agencies including the Department of Neighborhood and Community Services, Fairfax County Office for Children, the Fairfax County Health Department, and the Fairfax County Public Schools. Through these partnerships, Stony Brook has hosted a variety of programs and events, including parental engagement groups, early childhood literacy programs, back-to-school nights, health and wellness fairs, and was the long-time meeting place for the Mount Vernon School Readiness Team.

Stony Brook and CPDC have established themselves as a leading voice in the South County and Lee District regions when it comes to affordable housing and low-income family engagement. The following are program highlights:

- The Stony Brook *After-School Program* is a free two-hour-a-day, four-days-a-week after-school program for resident youth of the Stony Brook community. It serves approximately 60 youth ranging from first through sixth grade. The program employs several part-time staff to assist students in developing their academic skills. Many of these staff are Fairfax County Public School Teachers.
- Since 2014, the Stony Brook *After-School Program* has been primarily funded through the Fairfax County Consolidated Community Funding Pool (CCFP). In addition, since 2016, the Stony Brook After-School Program has received funding from Fairfax County via the Partners in Prevention Fund (PIPF) for *CATCH Kids Club*, a weekly health and wellness program for elementary aged youth.

News

Mount Vernon Gazette Editor Steven Mauren
703-778-9415 or gazette@connectionnewspapers.com

Making a Difference

Teens at Stony Brook Apartments praised in Smarter Growth presentation.

By Mary Paden

A group of teens, who received county awards for their regular grounds and stream cleanups around their Stony Brook apartments and Little Hunting Creek, were featured in a "walking tour and forum series" event of the Coalition for Smarter Growth last month. The nonprofit coalition sponsors educational events and works in the metro area to help plan for growth that is green and transit-centered.

In the community room of Stony Brook Apartments at 3600 Buckman Road, Stewart Schwartz, executive director of the coalition, Monica Billinger of the Audubon Naturalist Society, and others gave presentations on how the planned EMBARK development along Route 1 may influence stormwater management in Hybla Valley.

Schwartz saw EMBARK as an exciting chance to right some of the wrongs of development of the 1950s that paved over huge areas for parking lots and channeled streams to carry flood water to the river as fast as possible, gouging themselves out and

- In 2015, the Manager of Community Impact Strategies at Stony Brook, Ryan Barton, was awarded a Fairfax County Distinguished Partner Award by the Department of Neighborhood and Community Services for his outstanding work in youth engagement in the South County region.

- In 2012, Stony Brook established *a Youth Volunteer Program* aimed at engaging the youth of the community in service and volunteerism. The group, now numbering over 100 participants serving over 7,500 hours, has been awarded the Fairfax County Youth Volunteer Group of the Year Award three years running (2016-18). In addition, two individual youth have been awarded the Fairfax County Youth Volunteer of the Year Award (2016 – Eunice Kwarteng and 2018 – Racheal Appiah).

- Since 2016, Stony Brook partnered with the Clean Stream Initiative, an environmental monitoring program organized by Clean Fairfax and the Fairfax County Department of Public Works and Environmental Services.

- In the Spring of 2018, Stony Brook hosted a watershed walk sponsored by the Coalition for Smarter Growth. This program was attended by Lee District Supervisor Jeffrey McKay

who met with Stony Brook resident youth and community partners to discuss environmental issues concentrated around area watersheds.

- Annetta Sheriff, a resident of Stony Brook and an engaged youth participant, was honored by District Supervisor Jeffrey McKay as *Lady Fairfax 2018* for the Lee District, for her volunteer efforts in the local community.

While the population at the Oakwood Senior Apartments is primarily seniors, CPDC expects to match its engagement with the residents and community in a similar manner to that at Stony Brook while focusing on an older population (see senior program description in Section 2.a.).

Economic Impacts: Positive economic impacts include job creation, both construction and permanent jobs, and the addition of the Site to the real estate tax rolls. Bozzuto Construction typically has around 200 individuals that work on projects of this size and type. The addition of onsite staff would include five management positions and one resident services staff person.

The Site is not currently on the real estate tax rolls. It is difficult at this early stage in the project to project the real estate taxes generated. A fair assumption may be based upon the real estate taxes generated by Stony Brook Apartments, a 204-unit project which has a real estate tax bill of @ $155,000 this year. On a per unit basis, that would translate to @$97,000 in real estate taxes for the Oakwood Senior Housing Project in 2018 tax dollars. This amount would be adjusted upward to reflect a new construction project.

Environmental Impacts: The Project will positively impact storm water quality and tree preservation. Further the project will add quality community amenities.

Storm Water Management**.** The Project will have a positive impact of storm water management by upgrading to a current system which must be managed on site, with a state of the art storm water management facility with on-site quality controls. Currently, there is an existing storm water management pond constructed as part of the improvements to the S. Van Dorn Street/I-95 Interchange project (Fairfax County Office of Road Program Management Project No. 64103). The pond was constructed as an enhanced extended detention facility which would have been designed to provide both storm water detention (quantity control) and water quality improvements (50% phosphorus removal). Since the development of this site will necessitate

the removal of this facility, the new development will provide an equivalent level of storm water controls so that there is no adverse impact from the removal of the facility.

The storm water plan for this site incorporates a variety of low-impact development techniques to achieve the appropriate storm water goals. The techniques expected to be implemented include bioretention facilities with infiltration, a dry swale with bioretention media, underground detention with infiltration and an isolator row, and if needed hydrodynamic separators, bayfilters or filterras. Considerable focus is being placed upon using techniques that reduce runoff (infiltration and bioretention media). Any future runoff that "sheet flows" to adjacent properties will be maintained at existing or lower levels to avoid any impacts on those properties.

Community Amenities. The outdoor amenities provided to the community will include an @ 9000 sq. ft. community park, pedestrian/bike path through dedication of a bike trail, and other amenities that will engage this section of S. Van Dorn Street. Indoor community amenities will include a 1700 sq. ft. meeting space and adjoining outdoor patio amenity space.

Tree Canopy Requirement and Tree Preservation Target**.** The property is currently zoned R8 and has a requirement for a post-development 10-year tree canopy coverage of 20% of the adjusted site area (approximately 264,000 sq. ft.) or 52,800 sq. ft. In addition, approximately 60% of the property is currently covered by existing tree canopy. Thus, 60% of the tree canopy requirement should be met through tree preservation. Numerically, this results in a requirement of 31,680 sq. ft. of tree save area (.6 x 52,800 sq. ft.). The site design has incorporated a substantially larger tree save area, and preserves approximately 63,800 sq. ft. of trees (almost 1.5 acres), which is twice the County requirement of 31,680 sq. ft. Factoring in the 25% 10-year growth of the tree preservation area, the future size of the tree preservation area is 79,750 sq. ft. (almost 2 acres), which is 2.5 times the minimum requirement.

The tree save area is a critical aspect of the site design. It not only exceeds the minimum requirement, but it also provides a substantial buffer to the single-family homes to the east, and with some supplemental landscaping where needed, buffers the townhouses to the south, satisfying the County requirement for a 25' transitional screening yard against the single-family homes and townhouses.

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

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

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

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

As outlined in the attachment to Section 3, the Project may be best financed as a twinned 9%/4% LIHTC application. Once credits are awarded by VHDA, it is highly likely that the Project will proceed as two financial projects on parallel tracks with virtually simultaneous project closings. Any financial gaps would be addressed at the time of the closings, so the risks of the Project not proceeding or being completed at that time will be negligible. The attachment to Section 3 addresses solutions to address cost implications if closing on the Project is delayed and costs increase, despite efforts to value engineer and redesign costs back within budget.

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

CPDC will bear all development, financial and schedule risk of this development including construction completion and credit delivery guarantees for our investors. CPDC will be contractually obligated to the County through the ground lease to ensure project delivery.

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.

CPDC will form a new limited liability company (LLC) for this transaction with a wholly owned subsidiary and single purpose entity serving as the managing member and the tax credit investor to be admitted as the 99% investor member at the time of construction closing. Long-term affordability of the development will be preserved through the ground lease with the County. Additionally, CPDC will have a Right of Refusal that is triggered as the tax credit period ends in Year 15.

The Project will be operated as long-term affordable rental housing subject to the federal, state, and local compliance requirements for the Low-Income Tax Credit. CPDC has a long history of maintaining ownership of its projects and has only conveyed two properties in its 28 years, primarily due to their geographic distance from the Washington metropolitan area. It is CPDC's goal and mission to own and operate the Project as affordable senior housing beyond the 30-year extended agreement period, and in this case during the term of the 99-year ground lease.

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

CPDC does not foresee a need to phase the Project. If the Project proceeds as a twinned 9%/4% LIHTC development, CPDC is confident in being able to lease up each bin or building within the expected lease up period.

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

The Project will comply with Virginia and Fairfax County building standards and will seek energy efficient green building certification as outlined in the 9% LIHTC Qualified Allocation Plan (QAP) for that applicable year. Additionally, the Project will comply with VHDA's Design and Construction standards. CPDC has successfully executed several projects adhering to these same standards and CPDC and Moseley are well versed in complying with the requirements. CPDC also proposed to meet LEED Silver standards for the Project. However, we will strive to meet LEED Gold if financially feasible. The site and storm water management aspect of the Project will comply with the County's tree preservation and storm water management requirements.
See attached Design Summary Scope of Work Outline.

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

For the Project to be successful, CPDC assumes the following:

- Fairfax County approval of the necessary entitlements, including a Comprehensive Plan Amendment and a Special Exception.
- Negotiation of a Long-Term Ground Lease with Fairfax County of 99 years structured to include subordination, if needed, to meet the needs of the senior lender.
- Award of a 9% LIHTC Award from VHDA along with approval of a 4% LIHTC application for the balance of the Project, if necessary.
- The County would need to award 30 project-based vouchers for the Project.
- Securing of financing and LIHTC investment consistent with the LIHTC award.

CPDC has recent experience with the County in positively concluding ground lease negotiations (Crescent project), in securing entitlements (Lake Anne Project), and securing vouchers from FCRHA. Additionally, CPDC recently received and closed on two 9% LIHTC awards (Jackson Ward Senior Housing and Highland Senior Apartments). More importantly with the recent affiliation with Enterprise, CPDC has better access to investment and development capital to meet the challenges of a tax credit market that has been made more volatile by the 2017 tax law changes.

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

This response has been requested Proprietary and Confidential in accordance with Virginia Code Virginia Code Section 2.2-3705.6 11.b. to the extent covered in another response requested as being Proprietary and Confidential.

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AERIAL SITE PLAN

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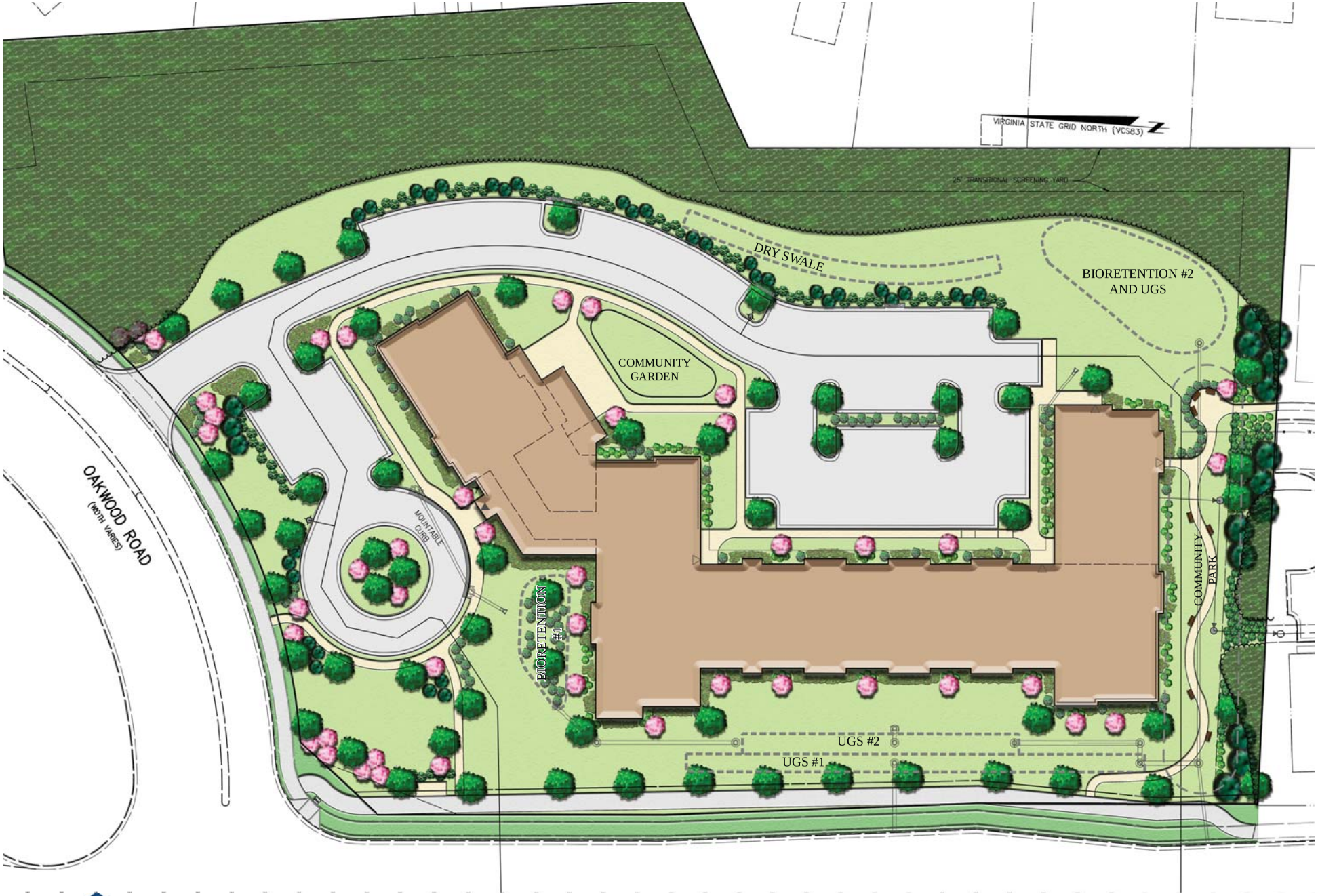

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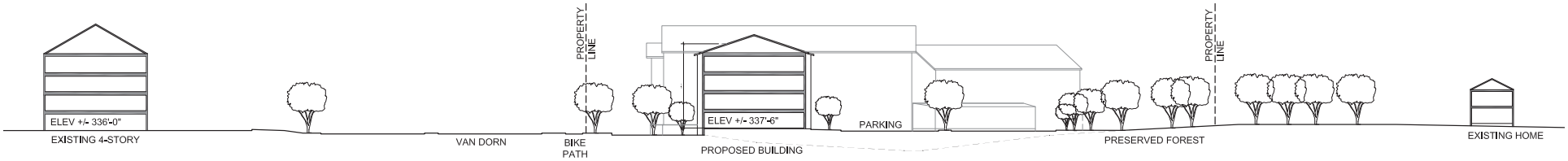

SITE SECTION

Willow Creek View from S Van Dorn

Willow Creek View from S Van Dorn

Oakwood

Across Van Dorrn

Piedmont

Van Dorn

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SITE SECTION AND PHOTOS

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North

South

East

West

Elevation Community Bldg Front

Elevation Community Bldg Back

Elevation Community Bldg Side

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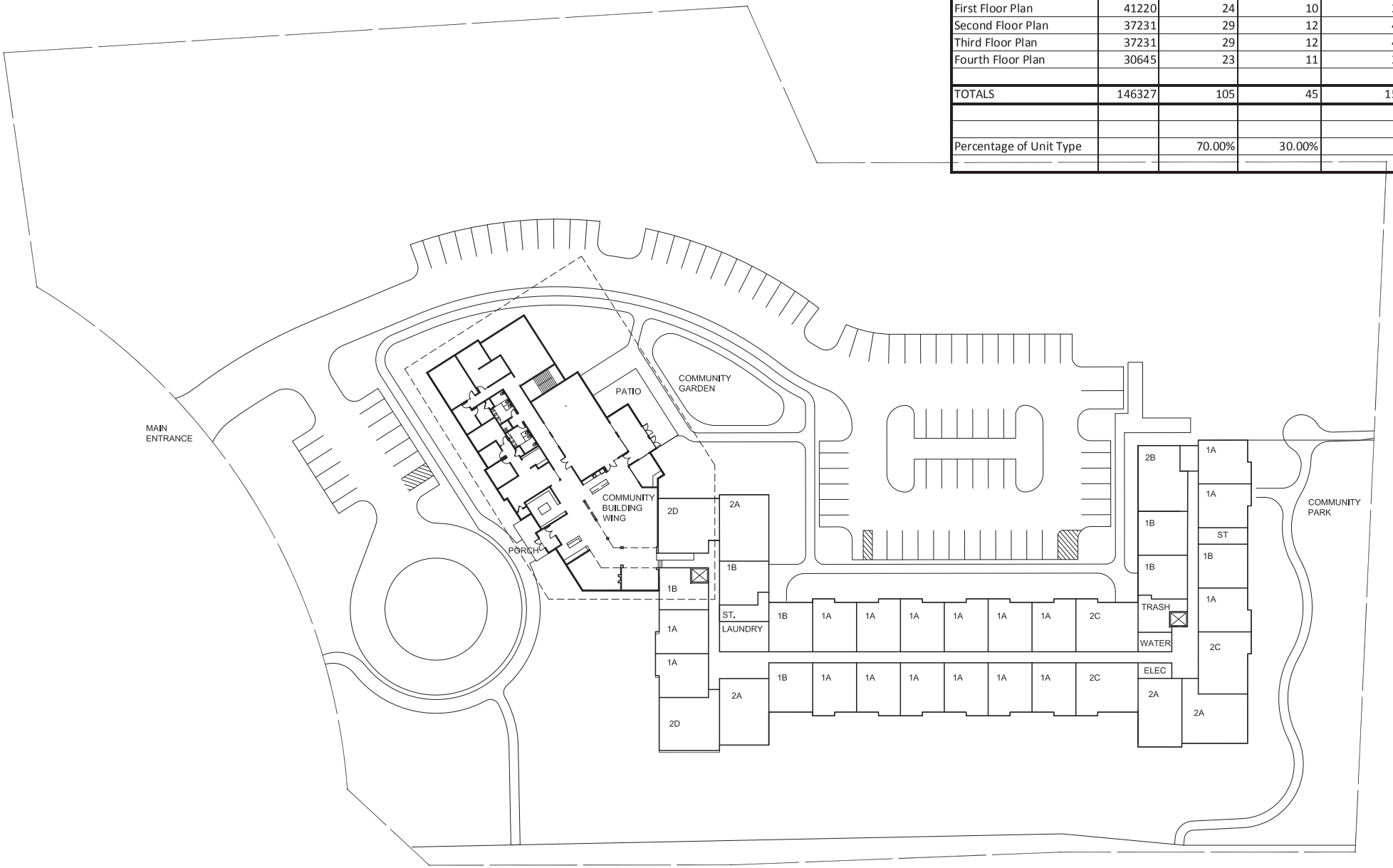
Floor	GSF	1-BEDROOM	2-BEDROOM	TOTAL UNITS
First Floor Plan	41220	24	10	34
Second Floor Plan	37231	29	12	41
Third Floor Plan	37231	29	12	41
Fourth Floor Plan	30645	23	11	34
TOTALS	146327	105	45	150
Percentage of Unit Type		70.00%	30.00%	



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FIRST FLOOR PLAN WITH UNIT MIX

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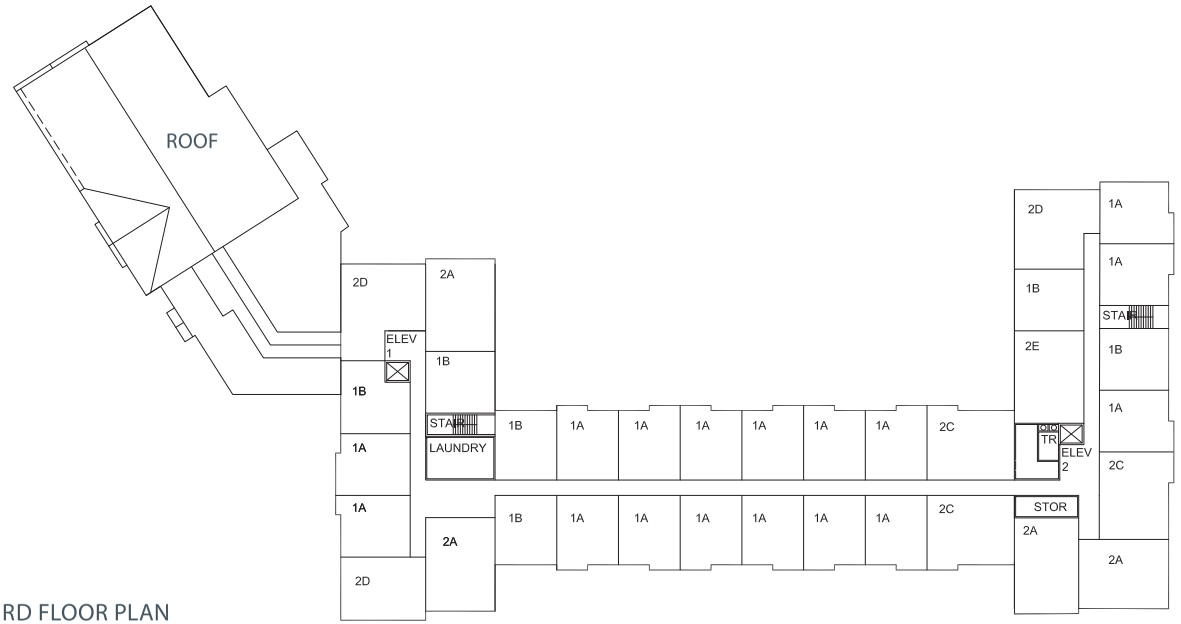

SECOND/THIRD FLOOR PLAN

FOURTH FLOOR PLAN

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SECOND/THIRD & FOURTH FLOOR PLAN

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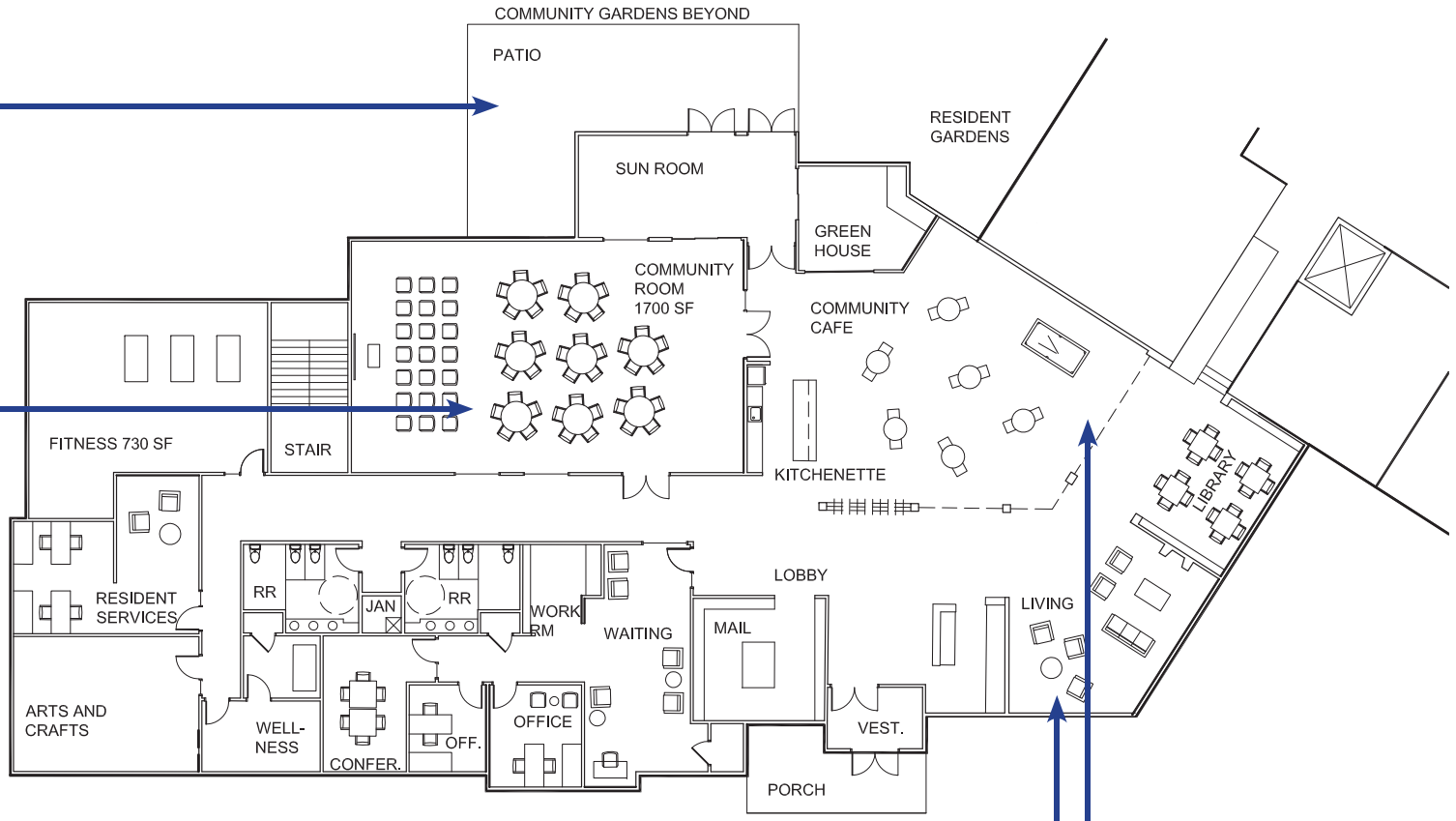

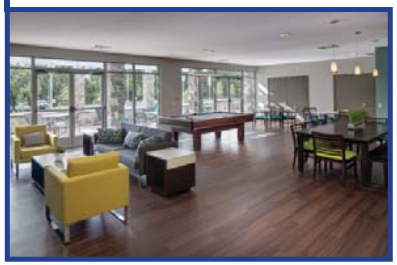

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COMMUNITY SPACE PLAN WITH PHOTOS

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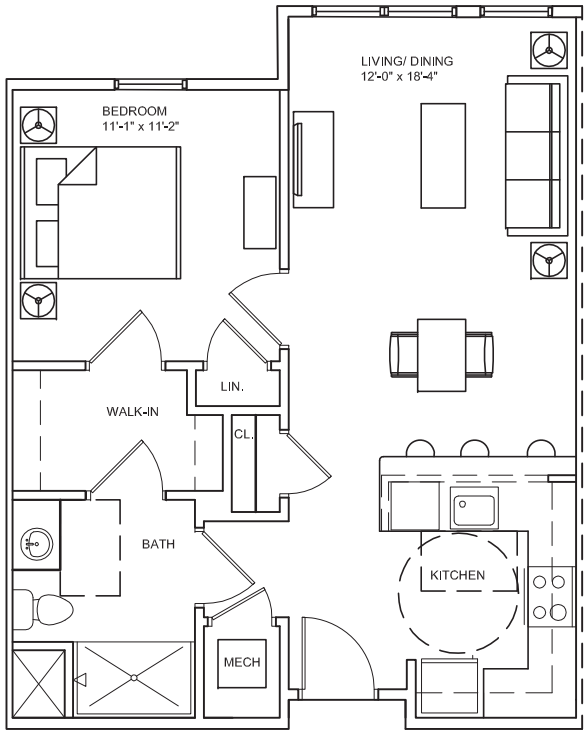

UNIT 1A
670GSF

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1-BR UNIT PLAN WITH PHOTOS

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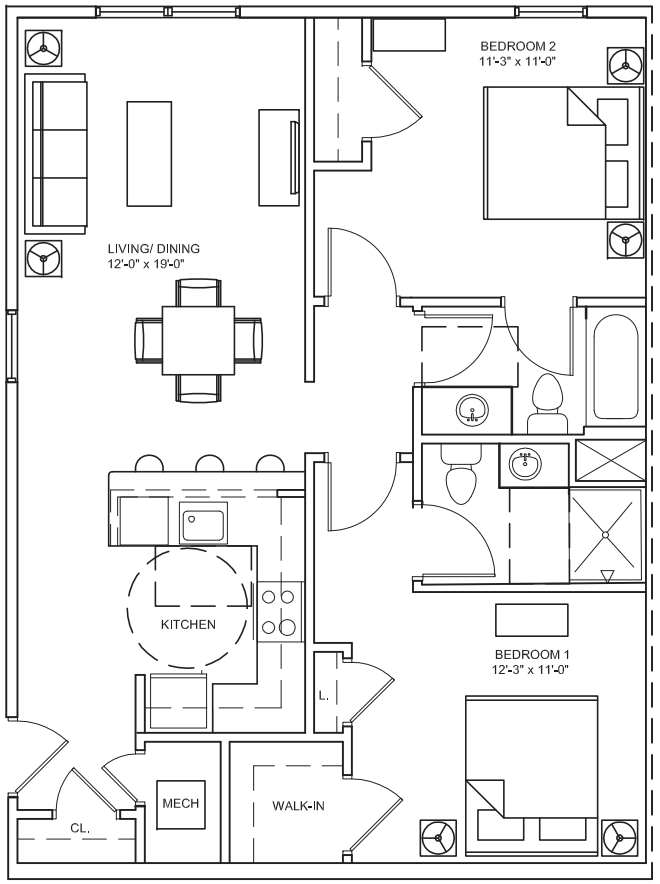

UNIT 2A
980GSF

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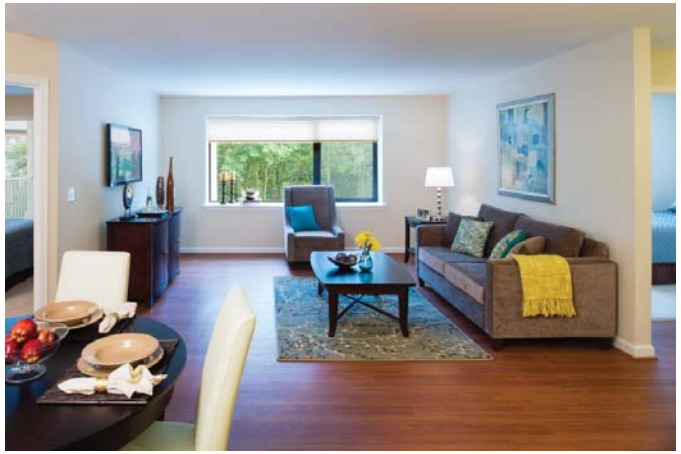

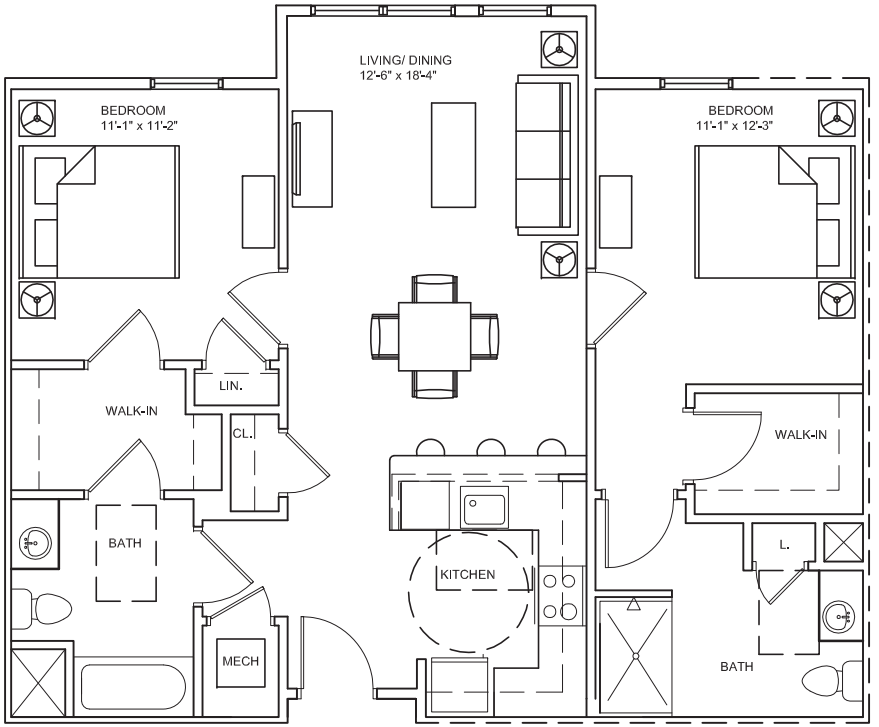

UNIT 2C
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2-BR UNIT PLAN (2) WITH PHOTOS

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LEGEND

- SHADE TREE
- ORNAMENTAL TREE
- EVERGREEN TREE
- MEDIUM–LARGE DECIDUOUS SHRUBS
- MEDIUM–LARGE EVERGREEN SHRUBS
- GROUNDCOVER/PERENNIALS

VIRGINIA STATE GRID NORTH (VCS83)

25' TRANSITIONAL SCREENING YARD

DRY SWALE

BIORETENTION #2 AND UGS

COMMUNITY GARDEN

PARK

OAKWOOD ROAD
(WIDTH VARIES)

MOUNTABLE CURB

ONE WAY

UGS #2

UGS #1

BENT WILLOW DRIVE
(PRIVATE STREET)

SOUTH VAN DORN STREET
(ROUTE #613 – WIDTH VARIES)

LANDSCAPE EXHIBIT

OAKWOOD ROAD PROPERTY

LEE DISTRICT
FAIRFAX COUNTY, VIRGINIA

DATE : JULY 16, 2018

GRAPHIC SCALE
30 0 15 30 60
SCALE: 1" = 30'

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SITE TABULATIONS

SITE AREA	6.205 Ac
	PROVIDED
NUMBER OF UNITS	150 Independent Living
MAXIMUM BUILDING HEIGHT	50' Max.
MINIMUM YARDS :	
FRONT	25' Angle of Bulk Plane, but not less than 20'
SIDE	25' Angle of Bulk Plane, but not less than 10'
REAR	25' Angle of Bulk Plane, but not less than 25'
OPEN SPACE	65% of the Gross Area
PARKING	89 Total Spaces

10' BUILDING SETBACK

LOT 7 LOT 6 LOT 5 LOT 4

VIRGINIA STATE GRID NORTH (VCS83)

25' TRANSITIONAL SCREENING YARD

PARCEL "C"

10' BUILDING SETBACK

OAKWOOD ROAD
(WIDTH VARIES)

20' BUILDING SETBACK

10' PARKING SETBACK

COMMUNITY GARDEN

SUN

GREENHOUSE

LOADING SPACES

PARK

POSSIBLE WATER CONNECTION

PARCEL "D"

BENT WILLOW DRIVE
(PRIVATE STREET)

POSSIBLE SEWER CONNECTION

73 74 75 76 77 78

PARCEL "B"

RIGHT-OF-WAY DEDICATION

10' PARKING SETBACK

20' BUILDING SETBACK

BUS STOP

10' TRAIL

SOUTH VAN DORN STREET
(ROUTE #613 – WIDTH VARIES)

EXHIBIT

OAKWOOD ROAD PROPERTY

LEE DISTRICT
FAIRFAX COUNTY, VIRGINIA

DATE : JULY 11, 2018

GRAPHIC SCALE
30 0 15 30 60
SCALE: 1" = 30'

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SITE TABULATIONS

SITE AREA	6.205 Ac

PROVIDED

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REAR	25° Angle of Bulk Plane, but not less than 25'
OPEN SPACE	65% of the Gross Area
PARKING	89 Total Spaces

10' BUILDING SETBACK
LOT 7
LOT 6
LOT 5
LOT 4
VIRGINIA STATE GRID NORTH (VCS83)
25' TRANSITIONAL SCREENING YARD
DRY SWALE
BIORETENTION #2 AND UGS
PARCEL "C"
10' BUILDING SETBACK
PARK
EXTENSION OF SIDEWALK TO CONNECT TO EXISTING - LETTER OF PERMISSION REQUIRED
POSSIBLE WATER CONNECTION - OFFSITE EASEMENT REQUIRED
POSSIBLE STORM CONNECTION - OFFSITE EASEMENT REQUIRED
POSSIBLE SEWER CONNECTION
BENT WILLOW DRIVE
(PRIVATE STREET)
PARCEL "D"
SECTION OF EX. MEDIAN TO BE REMOVED
OAKWOOD ROAD
(WIDTH VARIES)
20' BUILDING SETBACK
10' PARKING SETBACK
3' OF FILL AGAINST BLDG
SLAB = 239.0
SUN ROOM
GREEN HOUSE
COMMUNITY GARDEN
FILL AGAINST BLDG
BSMT = 227.5
SLAB = 237.5
EXTEND FOUNDATION BELOW SLAB
ONE WAY
MOUNTABLE CURB
BIORETENTION #1
RIGHT-OF-WAY DEDICATION
10' PARKING SETBACK
20' BUILDING SETBACK
UGS #2
UGS #1
BUS STOP
10' TRAIL
SOUTH VAN DORN STREET
(ROUTE #613 - WIDTH VARIES)

EXHIBIT

OAKWOOD ROAD PROPERTY

LEE DISTRICT
FAIRFAX COUNTY, VIRGINIA

DATE : JULY 13, 2018

GRAPHIC SCALE
30 0 15 30 60
SCALE: 1" = 30'

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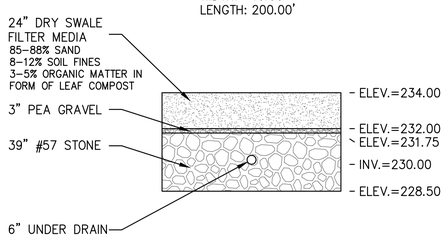
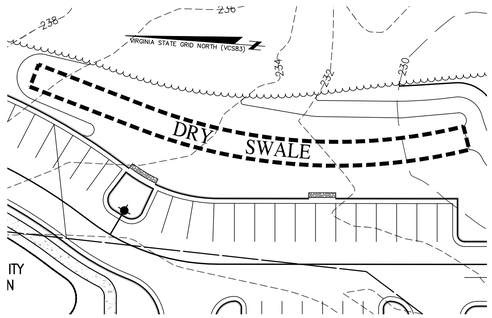
2018-2524

DRY SWALE

WIDTH: 10.00'
LENGTH: 200.00'



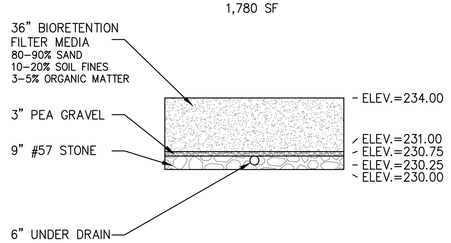


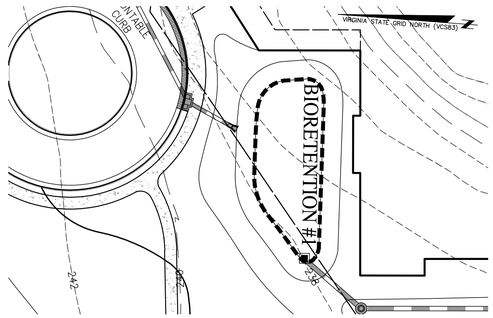
GRAPHIC SCALE
4 0 2 4 8
SCALE: 1" = 4'

GRAPHIC SCALE
30 0 15 30 60
SCALE: 1" = 30'

BIORETENTION #1

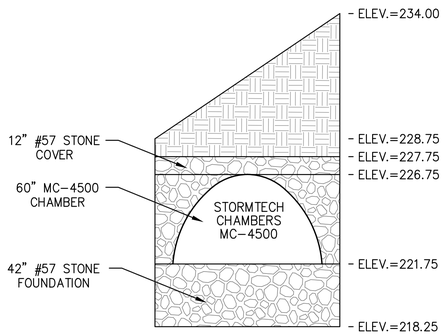
1,780 SF





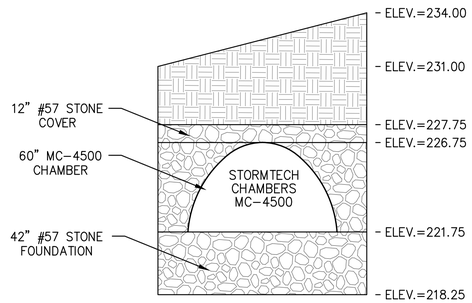
UGS #1

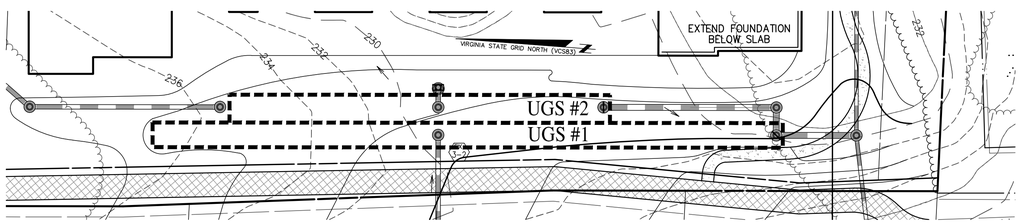
WIDTH: 10.33'
LENGTH: 264.00'
59 STORMTECH MC-4500 CHAMBERS



UGS #2

WIDTH: 11.67'
LENGTH: 160.00'
33 STORMTECH MC-4500 CHAMBERS

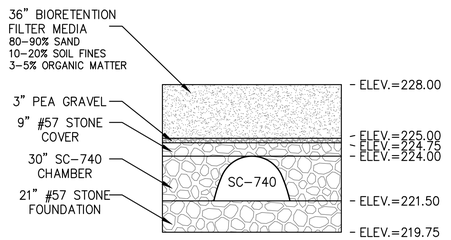


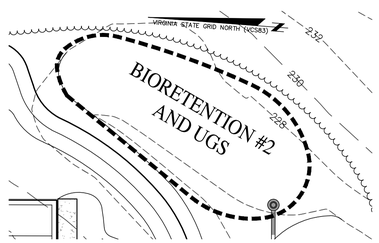


GRAPHIC SCALE
30 0 15 30 60
SCALE: 1" = 30'

BIORETENTION #2 & UGS

4,800 SF
100 SC-740 CHAMBERS





GRAPHIC SCALE
4 0 2 4 8
SCALE: 1" = 4'

SWM & BMP EXHIBIT

OAKWOOD ROAD PROPERTY

LEE DISTRICT
FAIRFAX COUNTY, VIRGINIA

DATE : JULY 13, 2018

CPJ Associates
Charles P. Johnson & Associates, Inc.
Civil and Environmental Engineers • Planners • Landscape • Architects • Surveyors
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2018-2524

MOSELEYARCHITECTS

1414 Key Highway
2nd Floor
Baltimore, MD 21230
P: (410) 539-4300

OAKWOOD APARTMENTS NARRATIVE 07-25-18

SUMMARY

The project consists of 150 apartments together with indoor and outdoor amenities serving as affordable housing for seniors. It has a mixture of 1-bedroom and 2-bedroom units. Each 1-bedroom unit has one full bath and each 2-bedroom unit has two full baths. The total square footage of the project will be approximately146,327 sf. The project will be fully sprinklered per NFPA 13 and will comply with all adopted building codes for Fairfax County. The project will also follow all VHDA standards.

Sustainability will be an integral aspect of the project. It considers the vulnerability of the surrounding landscape and minimizes the footprint of both the building and the parking. Bike storage, a bike path along the front of the site and easy access to multiple modes of public transportation minimize reliance on cars. The building will comply with the EarthCraft green rating program with a goal of surpassing requirements and receiving gold certification. Full commissioning will be provided by the owner. The project design will be energy focused, will be seeking Energy Star certification and will work with the Department of the Environment Net Zero Ready guidelines. An important idea related to sustainability is using central hot water powered with solar and natural gas.

Accessibility and Universal Design will be an important part of the project. The project will incorporate fully accessible entrance and public spaces. In addition, it will have units which comply with UFAS as well as units dedicated to the visually or hearing impaired. The design will incorporate Universal Design features creating spaces that serve the needs of everyone regardless of ability as well as an aging population. The design will accommodate individuals with diverse abilities, providing flexibility, making the use of a space intuitive with low physical effort. The units are large enough to allow size and space for access to the apartment, access to the spaces within the apartment, and easy use of all components of the kitchens and baths.

BUILDING ENVELOPE

The exterior walls of the building will be 2 x 6 wood studs with R:21 batt insulation. The sheathing will be 1/2” OSB or plywood with air barrier (Tyvek commercial or equal) and the interior finish will be 5/8” gypsum wallboard. The cladding will be a mixture of Brick Veneer and Fiber Cement Siding. The interior walls of the building will be 2 x 6 or 2 x 4 wood studs with 5/8” gypsum wallboard, fire-rated where required. Demising and corridor walls will be 2 x 4 or 2 x 6 wood studs with resilient channels and 5/8” fire-rated gypsum wall board each side.

The ground floor will be 5” slab on grade on 15 mil vapor barrier and compacted gravel with 2” thick rigid insulation around the outer 2’-0” of the building’s perimeter. The upper floors will be framed with 22” open web wood trusses with sound batts, 3/4” subfloor, 1/2” resilient channels and 5/8” gypsum wallboard. 1” gypsum underlayment with sound mat will be used on the plywood to achieve an STC rating of 50 between apartments. The roof will be sloped wood trusses with R:49 non-compressed fiberglass or cellulose blown-in insulation (Resnet Grade A installation), 5/8" plywood, 30 lb. building paper and 30-year architectural asphalt shingles. Prefinished aluminum gutters and downspouts will be provided.

Exterior doors will be insulated hollow metal or fiberglass and exterior windows will be high quality, energy star vinyl. Doors will be specified with a thermal performance of U-38 and windows with a thermal performance of U-32. Storefront windows and doors are to be provided in amenity spaces where indicated.

INTERIOR FINISHES

Unit entry doors will be metal clad and unit interior doors will be hollow core wood. All amenity space doors will be solid wood. All apartment walls will be painted and flooring will be high quality vinyl plank. Bedrooms are to be provided with carpet and pad. Vinyl window shades will be provided at each window.

KITCHEN

Kitchens will be provided with energy star appliances including a range, an over the range microwave/exhaust hood, dishwasher and a refrigerator. Appliances in the UFAS units are to be accessible. A single bowl sink with disposal will be provided. Cabinets will have plywood boxes with wood doors. Countertops will be high quality plastic laminate.

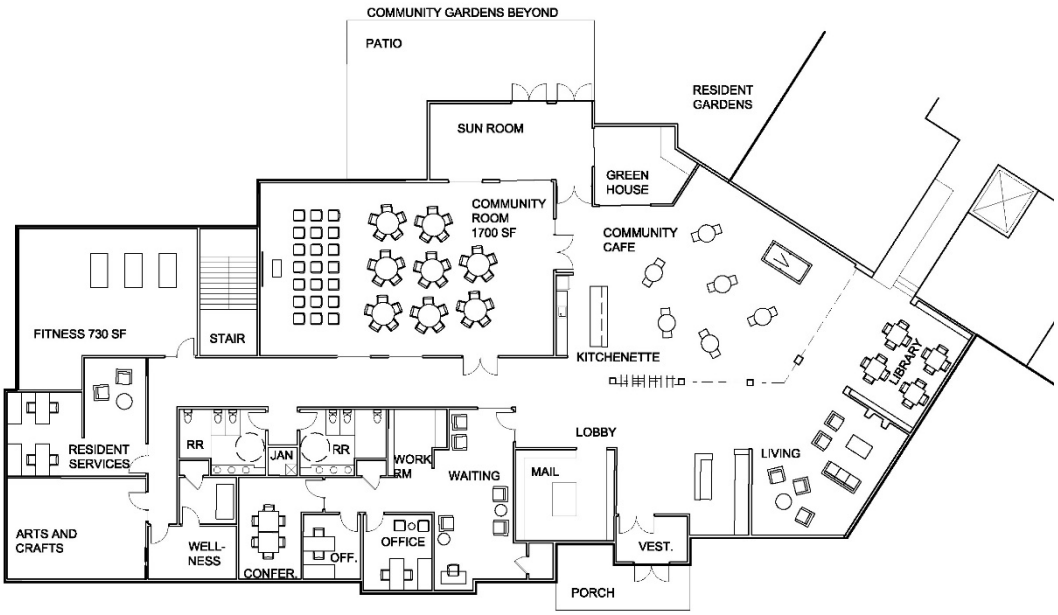
BATHS

Floor is to be ceramic tile. Vanities will be cultured marble with integral bowls and the base cabinets will be of plywood construction with wood doors. Shower and tub surrounds will be ceramic tile on cement board. Standard bath accessories will be provided including towel bars, soap shelves, toilet paper dispensers, robe hooks and plate mirrors. Grab bars will be provided in the UFAS units and the restrooms in the amenity space. An energy star exhaust fan with humidistat will be provided.

AMENITY SPACES

- 1700-sf Community Room with media center that can be utilized both by residents and for community events and meetings: Painted walls with accent colors and high-quality vinyl plank.
- Community Café with Kitchenette: Painted walls, high quality vinyl plank, tile backslash, solid surface countertop with undermount sink.

- Sunroom: High ceilings and skylights. Painted walls with long expanses of glass, high quality luxury vinyl tile.
- Greenhouse: Adjacent to the sunroom with high ceilings and skylights, painted walls, sealed concrete floors and a work-bench.
- Leasing center and Resident Services: Painted walls and carpet tile
- Fitness Center: Painted walls and mirrors and luxury vinyl tile.
- Corridors: Painted walls with one accent color, stained handrails, luxury vinyl tile.
- Utility rooms: Stained concrete floors, painted walls.
- Lobby, Living room and Library: Painted walls and high-quality vinyl plank.
- Stairs: Painted walls, aluminum rails, high quality carpet.
- Restrooms: baked enamel bathroom stalls, wall tile up to 4’-0”, standard commercial bath accessories including plate mirrors. Granite countertops with undermount bowls.
- Vestibule: Painted walls, walk-off matt.
- Resident Storage: At each level at the inside corners. Painted walls and LVT floors.



ELEVATOR

One 3500# machine-room-less traction (Gen-2 or equal). Alternate, 3500# holeless hydraulic
One 4000# machine-room-less traction (Gen-2 or equal). Alternate, 3500# holeless hydraulic

LAUNDRY

Four laundry rooms are provided (one per floor). Laundry sinks are provided in each. The washers and dryers are to be provided by the owner.

TRASH

Two chutes, one for recycling and one for trash. One trash compactor. Four 2-yard trash bins.

MECHANICAL ELECTRIC AND PLUMBING

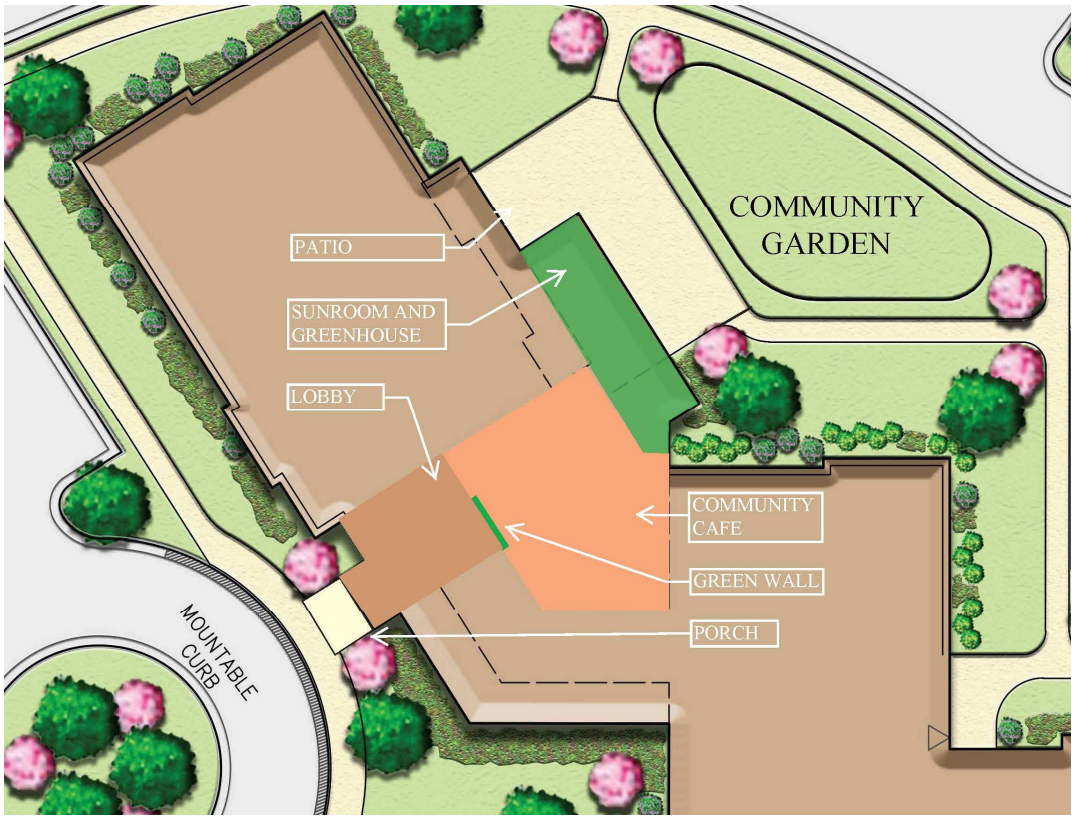
The mechanical system will be high efficiency split systems for the apartments, SEER 15 or greater. The common spaces are to be served by mini-split units. Outside air is to be provided to the apartments and the common spaces by an outside air handling unit.

The apartments will be individually metered and the common space is to have a house meter. Energy Star lights fixtures will be provided throughout and fire devices will be provided as required by code. In apartments ceiling lights are to be provided in all rooms. A vanity fixture is to be provided in each bath. TV/Internet will be provided in the living room and each bedroom.

Plumbing will consist of standard fixtures including shower or tub with 1.75 GPM shower head, sink with 0.5 GPM aerator and 1.28 GPF toilets. All piping will be code compliant. Accessible fixtures will be provided in the UFAS apartments and the restrooms in the amenity space. A central hot water heater will be used to minimize energy use.

OUTDOOR AMENITY SPACES

Exterior Amenities will also be an important part of the project. The natural environment is important both inside and outside the building. At the entrance a circular drive landscaped on both sides leads to a glass entrance. Upon entering there is a layering of spaces focusing on nature including a green wall, a greenhouse and sunroom, an outdoor patio with trellis and finally beautifully landscaped gardens with water features and raised planting beds for resident gardens. There is a bike trail along Van Dorn Street. A 9000-sf neighborhood park is provided which connects Bent Willow Drive and Van Dorn Street. A bus shelter will be added at the bus stop to provide a pleasant place to wait for public transportation.



LANDSCAPE

The design of the project has been undertaken to incorporate substantial tree save areas into the site and to exceed the County's minimum tree canopy and tree preservation target requirements. The landscape plan for the site is proposed to add an important amenity to the project by creating an attractive environment that also satisfies other County requirements such as interior and peripheral parking lot landscaping. With the landscaping proposed, there is approximately an additional half-acre of tree canopy coverage. The ultimate tree coverage will be at about 38% of the site which is almost twice the county minimum.

STORMWATER MANAGEMENT

The site is being designed to treat storm water in an environmentally sound fashion in accordance with the County's environmental goals. The need for additional storm water management has been approached from the perspective of providing facilities that work with the natural condition of the property and that are situated to allow a substantial retention of tree cover as a buffer along the east side of the property.

The storm water plan for this site incorporates a variety of low-impact development techniques to achieve the appropriate storm water goals. Considerable focus is being placed upon using techniques that reduce runoff (infiltration and bioretention media). Any future runoff that "sheet flows" to adjacent properties will be maintained at existing or lower levels to avoid any impacts on those properties.

EarthCraft Multifamily New Construction Workbook

Project Name: Oakwood Development

Architect:	Moseley Architects	Building Address:	
Superintendent:		City, State, Zip:	
Phone:	410-539-4300	Technical Advisor:	
E&S Control Contact:		TA Phone #:	
EC Project Manager:		TA Email:	

Permit Date:	TBD	Pre-Drywall Inspection Date:	
Design Review Date:	TBD	Final Inspection Date:	
ECMF Kick Off Date:	TBD		

EarthCraft Program Levels:	Certified	Gold	Platinum
Point Thresholds:	100	150	200

***Choose Level Below

Project Points	Project Score	
	Planned	Actual
SITE PLANNING (SP)	18	18
CONSTRUCTION WASTE MANAGEMENT (CW)	9	9
RESOURCE EFFICIENCY (RE)	11	11
DURABILITY AND MOISTURE MANAGEMENT (DU)	10	10
INDOOR AIR QUALITY (IAQ)	14	14
HIGH PERFORMANCE BUILDING ENVELOPE (BE)	30	30
ENERGY EFFICIENT SYSTEMS (ES)	44	44
WATER EFFICIENCY (WE)	11	11
EDUCATION AND OPERATIONS (EO)	4	4
INNOVATION (IN)	2	2
Totals	**153**	**153**

EarthCraft Multifamily Level: Gold

****CHOOSE DESIRED LEVEL FROM DROP DOWN****

EarthCraft Multifamily New Construction Worksheet		Points	Planned	Status
SITE PLANNING (SP)				
SP1: SITE SELECTION				
OPTIONAL AT ALL LEVELS				
SP 1.0	Type of site:	Select all that apply:		
	1. Brownfield site	3		
	2. Previously developed site	1		
	3. Infill site	Select one:		
	A. >50%	1		
	B. >75%	2		
SP 1.1	Dwelling units per acre:	Select one:		
	1 ≥ 15 dwelling units per acre	1		
	2 ≥ 20 dwelling units per acre	2	2	Y
	3. ≥ 25 dwelling units per acre	3		
SP 2: SITE DESIGN				
OPTIONAL AT ALL LEVELS				
SP 2.0	Connectivity to existing:			
	1. Walking distance to bus line (≤1/4 mile)	Select One:		
	A. Existing	2	2	Y
	B. Planned	1		
	2. Walking distance to rail/rapid transit (≤1/2 mile)	Select One:		
	A. Existing	3		
	B. Planned	1		
	3. Biking distance to bike path (≤1/2 mile)	Select One:		
	A. Existing	2	1	Y
	B. Planned	1		
	4. Walking distance to public openspace or greenspace ≥3/4 acre in size (≤1/2 mile)	Select One:		
	A. Existing	2		
	B. Planned	1		
	5. Walking distance to mixed uses (≤1/4 mile)	Select One:		
	A. 6 or more mixed uses	2		
	B. 4 or more mixed uses	1		
SP 2.1	Shade at least 50% of hardscape within 30' of building	2		
SP 2.2	Reduce light pollution - all exterior lights full cutoff	4		
SP 2.3	Permanent stormwater control:	Select one:		
	A. ≥25% of onsite impervious surface areas	2		
	B. ≥50% of onsite impervious surface areas	3		
	C. ≥75% of onsite impervious surface areas	4		
SP 2.4	Pervious paving for hardscapes and surface parking with appropriate sublayers	4		
SP 2.5	Protect and restore riparian, wetland, and shoreline buffers	2		
SP 2.6	Street Trees are ≤ 40' on center at minimum	1	1	Y
SP 2.7	Connectivity to adjacent sites:	Select all that apply:		
	1. Vehicular access (2+ connections)	1		
	2. Dedicated pedestrian and bike access	1	1	Y
SP 2.8	Community Gardens	1	1	Y
SP 2.9	Outdoor Community gathering space	2	2	Y
SP 2.10	Install local endangered plant species on site to promote ecological productivity	1		
SP 2.11	Install plant species that serve as pollinators on site for regional wildlife	1	1	Y
SP 2.12	Parking reduced below local ordinance (1:1 ratio)	1	1	Y
SP 3: SITE PREPARATION AND PRESERVATION MEASURES				
REQUIRED AT ALL LEVELS				
SP 3.0	Workshop on erosion and sediment control	-	-	Y
SP 3.1	Site assessment identifying all greenspace and tree save potential	-	-	Y
SP 3.2	Erosion and sedimentation control plan	-	-	Y
SP 3.3	Do not install invasive plants on site	-	-	Y
SP 3.4	Comply with all federal, state, and local government erosion control and tree protection measures	-	-	Y
SP 3.5	Phase I environmental testing and remediation plan (if applicable)	-	-	Y
SP 3.6	On-call personnel designated for erosion control during rain events	-	-	Y
SP 3.7	Downstream water quality testing (if applicable)	-	-	Y
SP 3.8	Label all storm drains or storm inlets to discourage dumping of pollutants	-	-	Y
SP 3.9	Road/vehicle cleaning protocols posted and enforced	-	-	Y
OPTIONAL AT ALL LEVELS				
SP 3.10	Tree preservation and protection measures employed on site	2	2	Y
SP 3.11	Leave site undisturbed and protect greenspace from future development (min 25%)	2		
SP 3.12	Mill cleared logs (100%)	1		
SP 3.13	Grind stumps and limbs for mulch (≥80%)	1		
SP 3.14	Tree planting (12 trees per acre; trees ≥3" diameter)	2		
SP 4: ALTERNATIVE TRANSPORTATION ACCOMODATIONS				
OPTIONAL AT ALL LEVELS				
SP 4.0	Bike racks	1	1	Y
SP 4.1	Covered bike storage facility	1		
SP 4.2	Tenant access to business center	1	1	Y
SP 4.3	Covered bus stop	2	2	Y
SITE PLANNING TOTAL			18	18
CONSTRUCTION WASTE MANAGEMENT (CW)				
REQUIRED AT ALL LEVELS				
CW 1.0	No construction materials burned or buried on site	-	-	Y
CW 1.1	Only state-approved landfills may be utilized	-	-	Y

OPTIONAL AT ALL LEVELS				
CW 1.2	Post waste management plan and divert 75% from landfill of:	Select all that apply:		
	1. Wood	2	2	Y
	2. Cardboard	1	1	Y
	3. Metal (including beverage containers)	1	1	Y
	4. Drywall (recycle or grind and spread on site)	2	2	Y
	5. Plastic (including beverage containers)	1	1	Y
	6. Shingles	2	2	Y
CONSTRUCTION WASTE MANAGEMENT TOTAL			9	9
RESOURCE EFFICIENCY (RE)				
RE 1: RESOURCE EFFICIENT DESIGN				
REQUIRED AT ALL LEVELS				
RE 1.0	Limit framing at all windows and doors	-	-	Y
RE 1.1	Engineered roof framing (90%)	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
RE 1.2	Advanced Framing:	Select all that apply:		
	1. 2-stud corners where structurally feasible	3	3	Y
	2. Ladder T-walls where structurally feasible	2	2	Y
	3. Size headers for loads (non-structural headers in non-load bearing walls)	1	1	Y
OPTIONAL AT ALL LEVELS				
RE 1.3	Average floor area of unit:	Select one:		
	A. < 800 square feet	2	2	Y
	B. 800-1100 square feet	1		
RE 1.4	Floor joists are 24" on center (≥80%)	1		
RE 1.5	Non-load bearing wall studs are 24" on center	1		
RE 2: ADVANCED FRAMING PRODUCTS				
OPTIONAL AT ALL LEVELS				
RE 2.0	Precast insulated foundation walls (≥90%)	2		
RE 2.1	Insulated concrete forms or precast autoclaved aerated concrete (≥90%):	Select all that apply:		
	1. Foundation walls	2		
	2. Exterior walls	3		
RE 2.2	Engineered wall framing (≥90%)	1		
RE 2.3	Deliver panelized construction or SIPs to the site pre-framed (≥90%):	Select all that apply:		
	1. Floors	2		
	2. Exterior walls	2		
	3. Roof	2		
	4. Modular construction	2		
RE 2.4	Structural headers are steel or engineered wood (≥90%)	2		
RE 3: LOCAL, RECYCLED AND/OR NATURAL CONTENT MATERIALS				
OPTIONAL AT ALL LEVELS				
RE 3.0	Use recycled concrete or alternate material as aggregate in foundation	1		
RE 3.1	Replace ≥25% of cement in concrete with fly ash or slag:	Select all that apply:		
	1. Slab and/or foundation walls (100%)	1		
	2. Exterior cladding and trim (≥75%)	1		
RE 3.2	Sustainably harvested, FSC certified:	Select all that apply:		
	1. Lumber (≥50%)	2		
	2. Lumber/millwork: use no tropical wood	2	2	Y
RE 3.3	Use building materials extracted, processed and manufactured ≤500 miles from site (1 point per product maximum 5 points)	1-5	1	Y
RE 3.4	Reused, recycled, MDF with no added urea-formaldehyde, local species or FSC certified wood in all:	Select all that apply:		
	1. Cabinet faces	2		
	2. Countertops	2		
RE 3.5	Exterior cladding and trim (≥25% recycled content material on ≥75% area)	2		
RE 3.6	Insulation (≥25% recycled content material)	1		
RE 3.7	Flooring:	Select all that apply:		
	1. Cork, natural linoleum, sealed concrete or bamboo flooring (≥20% of total floor area)	2		
	2. Recycled content tiles (≥30% recycled content material on 100% of tile floor area)	2		
	3. Carpet (≥50% recycled content material on ≥50% of all carpeted floor area)	1		
	4. Biodegradable carpet and backing (≥50% of all carpeted floor area)	2		
RE 3.8	Engineered trim:	Select all that apply:		
	1. Interior (≥80%)	1		
	2. Exterior, including soffit, fascia and trim (≥75%)	1		
RE 3.9	Roofing material (≥50% recycled content material on ≥90% area)	2		
RE 4: BUILDING REUSE				
RE 4.0	Gut Rehab (project exposing wall cavities or removing exterior cladding) or Adaptive Reuse (for adaptive reuse see addendum to worksheet)	8		
RESOURCE EFFICIENCY TOTAL			11	11
DURABILITY AND MOISTURE MANAGEMENT (DU)				
DU 1: PRODUCTS AND APPLICATIONS				
REQUIRED AT ALL LEVELS				
DU 1.0	All roof valleys direct water away from walls, dormers, chimneys, etc.	-	-	Y
DU 1.1	Install drainage plane per manufacturer's specifications	-	-	Y
DU 1.2	Integrate drainage plane with:	All must comply:		
	1. Window and door pan flashing at sills and side flashing	-	-	Y
	2. Window and door head/top flashing	-	-	Y

DU 1.3	Double layer of building paper or housewrap behind cementitious stucco, stone veneer or synthetic stone veneer on framed walls	-	-	Y
DU 1.4	Roof gutters discharge water ≥5' from foundation	-	-	Y
DU 1.5	Flashing:	All must comply:		
	1. Self-sealing bituminous membrane or equivalent at valleys and roof deck penetrations	-	-	Y
	2. Step and kick-out flashing at wall/roof and wall/porch intersections, flashing ≥4" on wall surface and integrated with wall and roof/deck/porch drainage planes	-	-	Y
DU 1.6	Continuous foundation termite flashing (Required if slab edge is insulated)	-	-	Y
DU 1.7	Maintain 2" clearance between wall siding and roof surface	-	-	Y
DU 1.8	Install air conditioner condensing unit pad	-	-	Y
DU 1.9	Roof drip edge with ≥1/4" overhang	-	-	Y
DU 1.10	Drain pan for water heaters and washing machines	-	-	Y
REQUIRED AT PLATINUM, OPTIONAL AT GOLD AND CERTIFIED				
DU 1.11	Enclosed crawlspace, if applicable to design	2		N/A
DU 1.12	Moisture-resistant wallboard in bathrooms	2	2	Y
OPTIONAL AT ALL LEVELS				
DU 1.13	Alternative termite treatment with no soil pretreatment	2		
DU 1.14	Non-toxic pest treatment:	Select all that apply:		
	1. All lumber in contact with foundation (≥36" above foundation)	1		
	2. All lumber	2		
	3. Mold inhibitor with warranty applied to all lumber	1		
DU 1.15	Vented rain screen behind exterior cladding	2		
DU 1.16	Install termite mesh system	3		
DU 1.17	Exterior cladding (≥75% facade) with 30-year warranty	2	2	Y
DU 1.18	Windows, doors and skylights with ≥25-year warranty	1	1	Y
DU 1.19	Insulate cold water pipes ≥R-2	1		
DU 1.20	All entrance doors have overhang ≥3' depth	1	1	Y
DU 1.21	Roofing warranty:	Select one:		
	1. ≥40-year	1		
	2. ≥50-year	2		
DU 2: MOISTURE MANAGEMENT				
REQUIRED AT ALL LEVELS				
DU 2.0	Gravel bed (57's, no fines) beneath sub-grade slabs, on grade slabs, or raised slabs	-	-	Y
DU 2.1	100% coverage of ≥6mil vapor barrier beneath all slabs, in all crawlspaces	-	-	N/A
DU 2.2	Foundation drain on top of sub-grade footing	-	-	Y
DU 2.3	Patio slabs, walks and driveways sloped ≥1/4" per 1' away from building for ≥10' or to the edge of the surface, whichever is less	-	-	Y
DU 2.4	Final site grade sloped ≥1/2" per 1' away from home for ≥10' or to the edge of the site, whichever is less	-	-	Y
DU 2.5	Do not install wet or water-damaged building materials	-	-	Y
DU 2.6	Capillary break between foundation and framing at exterior walls	-	-	Y
DU 2.7	Drainage board and damp proofing for below-grade walls	-	-	Y
DU 2.8	Design for or install additional dehumidification:	Select one:		
	1. Rough-in electrical plumbing for dehumidifier **2.** Install whole-house ENERGY STAR dehumidifier	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
DU 2.9	Foundation drain at outside perimeter edge of footing surrounded with 6" clean gravel and fabric filter	2		
OPTIONAL AT ALL LEVELS				
DU 2.10	Slab and crawlspace vapor barrier ≥10 mil or reinforced	1	1	Y
DU 2.11	Humidistat or thermidistat used with whole-house variable speed cooling system	2		
DU 2.12	Capillary break:	Select all that apply:		
	1. Between ground/footing or footing/foundation	2	2	Y
	2. Between foundation and framing for all walls	1	1	Y
DURABILITY AND MOISTURE MANAGEMENT TOTAL			10	10
INDOOR AIR QUALITY (IAQ)				
IAQ 1: COMBUSTION SAFETY				
REQUIRED AT ALL LEVELS				
IAQ 1.0	No unvented combustion fireplaces, appliances, or space heaters	-	-	Y
IAQ 1.1	No atmospherically vented water heaters or furnaces	-	-	Y
IAQ 1.2	Sealed-combustion or electric water heater, must be installed in conditioned space	-	-	Y
IAQ 1.3	Carbon monoxide detector required if combustion appliances exist (one per bedroom)	-	-	Y
IAQ 2: INDOOR POLLUTANT CONTROL				
REQUIRED AT ALL LEVELS				
IAQ 2.0	Protect all ducts until floor/wall finishing is complete	-	-	Y
IAQ 2.1	Filter(s) easily accessible for property maintenance to service	-	-	Y
IAQ 2.2	Provide rodent and corrosion proof screens with mesh ≤0.5" for all openings not fully sealed or caulked	-	-	Y
IAQ 2.3	All outdoor supply air crosses filter prior to distribution	-	-	Y
IAQ 2.4	All interior paints are ≤ 100g/L VOC content	-	-	Y
IAQ 2.5	No carpet in below grade units	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
IAQ 2.6	Filters are ≥ MERV 6	1	1	Y
REQUIRED AT PLATINUM, OPTIONAL AT GOLD AND CERTIFIED				
IAQ 2.7	Certified low or no VOC materials:	Select all that apply:		
	1. Interior paints	1	1	Y
	2. Stains and finishes on wood floors	2	2	Y
	3. Sealants and adhesives	2	2	Y
	4. Carpet	1	1	Y
	5. Carpet pad	1	1	Y

	6. Carpet pad adhesive	2	2	Y
IAQ 2.8	Protect all bath fans until floor/wall finishing is complete	1	1	Y
OPTIONAL AT ALL LEVELS				
IAQ 2.10	No added urea-formaldehyde:	Select all that apply		
	1. Insulation	1		
	2. Subfloor	1		
	3. All cabinets, shelves, and countertops	2		
IAQ 2.11	Seal all particle board surfaces with water-based sealant	1	1	Y
IAQ 2.12	No carpet in all units	3		
IAQ 2.13	No carpet in main living area of all units	1	1	Y
IAQ 2.14	Permanent walk-off mats installed at each entry	1	1	Y
INDOOR AIR QUALITY TOTAL			14	14
HIGH PERFORMANCE BUILDING ENVELOPE (BE)				
REQUIRED AT ALL LEVELS				
BE 0.1	IECC adopted by jurisdiction plus applicable state amendments	-	-	Y
BE 0.2	Certified level projects must achieve a confirmed HERS Index ≤ 80	-	-	Y
BE 0.3	Gold and Platinum level projects must achieve a confirmed HERS Index of of ≤ 75	-	-	Y
OPTIONAL AT ALL LEVELS				
BE 0.4	Confirmed HERS Index of ≤ 70	5		
BE 1: AIR SEALING MEASURES				
REQUIRED AT ALL LEVELS - DESIGN FOR UNIT COMPARTMENTALIZATION				
BE 1.0	Vapor barriers installed under slabs and crawls only and not on any vertical surfaces	-	-	Y
BE 1.1	Seal bottom plates to subfloor or foundation for entire unit envelope	-	-	Y
BE 1.2	Block and seal joists cavities:	All must comply:		
	1. Above supporting walls at cantilevered floors	-	-	Y
	2. Under attic kneewalls	-	-	Y
BE 1.3	Block stud cavities at change in ceiling height	-	-	Y
BE 1.4	Install blocking and baffles in insulated and vented attics	-	-	Y
BE 1.5	Seal penetrations through:	All must comply:		
	1. Foundations and exterior wall assemblies	-	-	Y
	2. Top and bottom plates	-	-	Y
	3. Band and rim joists	-	-	Y
	4. Insulated subfloor	-	-	Y
	5. Sheathing	-	-	Y
	6. Walls and ceilings in attached garages	-	-	Y
	7. All ceilings	-	-	Y
BE 1.6	Seal penetrations around:	All must comply:		
	1. Shower, sinks, toilets and tub drains	-	-	Y
	2. HVAC supply and return boots sealed to subfloor or drywall (floor, walls, or ceilings)	-	-	Y
	3. Window and door rough openings	-	-	Y
	4. All drywall penetrations (common walls between attached units included)	-	-	Y
	5. Exhaust fans to drywall	-	-	Y
	6. Attic pull-down stairs, scuttle holes and kneewall doors	-	-	Y
	7. Chases	-	-	Y
BE 1.7	Seal seams and gaps in:	All must comply:		
	1. Band joist sheathing	-	-	Y
	2. Exterior wall sheathing	-	-	Y
	3. All seams in SIP's	-	-	Y
BE 1.8	Install rigid air barriers:	All must comply:		
	1. Behind tubs and showers on insulated walls	-	-	Y
	2. At attic kneewall on attic-side (including skylight shafts)	-	-	Y
	3. At chases in contact with the building envelope (including fireplace chases)	-	-	Y
	4. Along staircases on insulated walls	-	-	Y
	5. Along porch roofs	-	-	Y
	6. At dropped ceiling/soffit	-	-	Y
	7. At all band joists above unit separation walls	-	-	Y
BE 1.9	Install weather-stripping at:	All must comply:		
	1. All exterior doors (if not included in door assembly)	-	-	Y
	2. Attic kneewall doors, scuttle holes and pull down stairs	-	-	Y
BE 1.10	All recessed can lights must be air tight, gasketed at all floors and also IC-rated in insulated ceilings; in Climate Zone 4, insulate exterior surface of fixture to ≥R-10	-	-	Y
BE 1.11	Fire rated assemblies that do not use draft block in band areas must comply with Air Tight Drywall approach	-	-	Y
BE 1.12	Units adjacent to fire walls or CMU walls with an air gap assembly must follow Air Tight Drywall approach	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
BE 1.13	Seal top plate to drywall at the attic level	2	2	Y
OPTIONAL AT ALL LEVELS				
BE 1.14	Comply with Air tight drywall approach (required if band area draft blocking is not used)	4		
BE 1.15	Gypcrete on all framed floors separating unit envelopes	1	1	Y
BE 1.16	Two pour application of gypcrete to include areas blocked by drywall	1		
BE 1.17	Firewalls/party walls that eliminate air gap (UL 370 or equivalent)	2		
BE 1.18	No recessed can lights installed	2	2	Y
BE 2: BLOWER DOOR TEST				
REQUIRED AT ALL LEVELS				
BE 2.0	Air Changes per Hour ≤ 5 ACH50	-	-	Y
OPTIONAL AT ALL LEVELS				
BE 2.1	Air Changes per Hour ≤ 4 ACH50	7	7	Y
BE 2.2	Air Changes per Hour ≤ 3 ACH50	10		

BE 3: INSULATION				
REQUIRED AT ALL LEVELS				
BE 3.0	Floors:	All must comply:		
	1. Framed ≥ R-19	-	-	Y
	2. Cantilevered ≥ R-30	-	-	Y
	3. Podium/Elevated Slab ≥ R-19	-	-	Y
BE 3.1	Walls:	All must comply:		
	1. Exterior walls and band joists ≥ R-15	-	-	Y
	2. Elevator walls adjacent to dwelling units ≥ R-13	-	-	Y
	3. Foundation walls ≥ R-10 continuous or ≥ R-13 cavity Climate Zone 2/3 ≥ R-5 continuous or ≥ R-13 cavity Climate Zone 4 ≥ R-10 continuous or ≥ R-13 cavity	-	-	Y
BE 3.2	Ceilings/Roof:	All must comply:		
	1. Vented Flat: Climate Zone 4 ≥ R-38	-	-	N/A
	2. Continuous Roof Deck: Climate Zone 4 ≥ R-20	-	-	Y
	3. Sloped: Climate Zone 4 ≥ R-38	-	-	Y
BE 3.3	Attic/Roof:	All must comply:		
	1. Install wind baffles at eaves in every vented bay, or equivalent air barrier at edge of ceiling	-	-	Y
	2. Energy heel trusses or raised top plate	-	-	Y
	3. Attic platforms allow for full-depth insulation below	-	-	Y
BE 3.4	Attic kneewall:	All must comply:		
	1. Doors ≥ R-19	-	-	Y
	2. Insulation and attic-side air barrier ≥ R-19	-	-	Y
BE 3.5	Attic pull-down/ scuttle hole ≥ R-38	-	-	Y
BE 3.6	When installing loose-fill attic insulation, card and rulers must be installed	-	-	Y
BE 3.7	Steel framed buildings require thermal break ≥ R-7.5	-	-	N/A
BE 3.8	Grade II insulation quality at all building envelope locations	-	-	Y
BE 3.9	Slab edge insulation ≥ R-10	-	-	Y
BE 3.10	Exterior band areas have interior air barrier meeting required insulation values	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
BE 3.11	Insulation installation quality (floors, walls and ceilings):	Select one:		
	1. Grade I	3	3	Y
	2. Grade II with insulated sheathing ≥ R-3 (100%)	2		
BE 3.12	Corners ≥ R-6	1	1	Y
BE 3.13	Headers ≥ R-3	1	1	Y
BE 3.14	Fiberglass batts are unfaced/friction fit	1	1	Y
OPTIONAL AT ALL LEVELS				
BE 3.15	Insulate with foam applied insulation:	Select all that apply:		
	1. Exterior walls including band area	4		
	2. Floor system over crawlspace or basement	2		
BE 3.16	Walls:	Select all that apply:		
	1. Seal and insulate crawlspace walls ≥ R-10 continuous	2		
	2. Insulate unfinished basement walls instead of ceiling	1		
	3. Insulate basement walls with continuous insulation	2		
	4. Insulate exterior walls and band joist ≥ R-19	2	2	Y
	5. Insulate exterior walls and band joist ≥ R-20 or ≥ R-13 cavity plus R-5 insulated sheathing	3	3	Y
BE 3.17	Continuous exterior insulation:	Select one:		
	1. ≥R-3	5		
	2. ≥R-5	7		
BE 3.18	Ceilings:	Select one:		
	1. Flat Vented: Climate Zone 4 ≥ R-49	2		
	2. Continuous Roof Deck: Climate Zone 4 ≥ R-30	2		
	3. Sloped: Climate Zone 4 ≥ R-49	2		
BE 3.19	Attic kneewall insulated ≥ R-22	2		
BE 3.20	Insulate roofline ≥ R-30	4		
BE 4: WINDOWS				
REQUIRED AT ALL LEVELS				
BE 4.0	Door U-factors and SHGC:	All must comply:		
	1. U-factor ≤0.35	-	-	Y
	2. SHGC ≤ 0.30	-	-	Y
BE 4.1	Window U-factor and SHGC:	All must comply:		
	1. U-factor ≤0.35	-	-	Y
	2. SHGC ≤ 0.30	-	-	Y
BE 4.2	Skylight U-factor and SHGC:	All must comply:		
	1. U-factor ≤0.60	-	-	N/A
	2. SHGC ≤ 0.30	-	-	N/A
BE 4.3	NFRC certified doors, windows and skylights with label	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
BE 4.4	Door U-factor:	Select all that apply:		
	1. Opaque door: U factor≤ 0.21	2	2	Y
	2. Door with ≤ 50% glass: U-factor ≤ 0.27	1		N/A
	3. Door with > 50% glass: U-factor ≤ 0.32	1	1	Y
BE 4.5	Window U-factor and SHGC:	Select all that apply:		
	1. U-factor ≤0.32	1	1	Y
	2. SHGC ≤0.27	2	2	Y
BE 4.6	Skylight U-factor and SHGC:	Select all that apply:		
	1. U-factor ≤0.55	1		N/A

	2. SHGC ≤0.27	2		N/A
OPTIONAL AT ALL LEVELS				
BE 4.7	Window U-factor and SHGC:	Select all that apply:		
	1. U-factor ≤0.25	2		
	2. SHGC ≤0.24	3		
BE 4.8	Skylight U-factor and SHGC:	Select all that apply:		
	1. U-factor ≤0.43	2		
	2. SHGC ≤0.24	3		
BE 4.9	Glazing facing:	Select all that apply:		
	1. West ≤ 2% of floor area	1		
	2. East ≤ 3% of floor area	1		
BE 4.10	1.5' overhangs over ≥80% of south windows	1	1	Y
BE 4.11	Solar shade screens (min all east and west windows)	2		
BE 4.12	Certified passive solar design (25% load reduction)	4		
BE 4.13	Window area is ≤15% of conditioned floor area (all units)	2		
BE 5: ROOF				
OPTIONAL AT ALL LEVELS				
BE 5.0	Install green roof system:	Select one:		
	1. ≥ 20% of roof area	2		
	2. ≥ 40% of roof area	3		
	3. ≥ 60% or above	4		
HIGH PERFORMANCE BUILDING ENVELOPE TOTAL			30	30
ENERGY EFFICIENT SYSTEMS (ES)				
ES 1: HEATING AND COOLING EQUIPMENT				
REQUIRED AT ALL LEVELS				
ES 1.0	Size and select all HVAC equipment in accordance with ACCA Manuals J and S:	All must comply:		
	1. Complete load calculation utilizing ACCA Manual J 8th Edition Software or current ASHRAE based software (Trane Trace or Carrier HAP) and submit to EarthCraft for review prior to issuing construction drawings. Loads must include detailed inputs.	-	-	Y
	2. Based on worst case unit orientation per unit type	-	-	Y
	3. Use 2009 ASHRAE Handbook of Fundamentals Climate Design Information for outdoor design temperatures	-	-	Y
	4. Indoor temperatures 70˚F for heating and 75˚ for cooling	-	-	Y
	5. Base infiltration on project team selected infiltration goal	-	-	Y
	6. Use actual area, U-factor and SHGC for windows and doors, actual area and R-values of floors, walls , and ceilings	-	-	Y
	7. Base mechanical ventilation on ASHRAE 62.2 or BSC-01 standard	-	-	Y
	8. Cooling equipment and/or single-stage heat pump between 95%-125%	-	-	Y
	9. Provide OEM data for each unique system type	-	-	Y
	10. Internal loads that reflect design and occupancy ≤2400 Btu/h	-	-	Y
ES 1.1	If programmable thermostat installed for heat pump, include adaptive recovery technology	-	-	Y
ES 1.2	AHRI performance match all indoor/outdoor coils	-	-	Y
ES 1.3	Non-CFC and non-HCFC refrigerant	-	-	Y
ES 1.4	No electric resistant heat as primary heat source or reheat	-	-	Y
ES 1.5	Heat pump efficiency ≥ 8.0 HSPF or equivalent COP	-	-	Y
ES 1.6	Furnace efficiency ≥ 90 AFUE	-	-	N/A
ES 1.7	Cooling equipment ≥ 14 SEER or 11.5 EER	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
ES 1.8	Heating equipment efficiency:	Select one:		
	1. ENERGY STAR qualified furnace(s) ≥90 AFUE and within 40% of load calculation	2		
	2. ENERGY STAR qualified heat pump(s) ≥8.5 HSPF and within 25% of load calculation	2		
ES 1.9	Verification of proper refrigerant charge with subcooling deviation ±3°F or superheat deviation ±5°F	1		
ES 1.10	ENERGY STAR qualified cooling equipment ≥SEER 14.5	2	2	Y
OPTIONAL AT ALL LEVELS				
ES 1.11	Variable speed blower	2		
ES 1.12	Ground-source heat pump(s) ≥ EER 17	3		
ES 1.13	ENERGY STAR qualified cooling equipment ≥ SEER 16	3		
ES 1.14	Heat pump efficiency ≥9.0 HSPF	2		
ES 1.15	Dual-stage compressors	3		
ES 1.16	Condenser units are spaced 2 feet apart	2	2	Y
ES 1.17	Varible Refrigerant/Mini-Split system utilized for primary heating and cooling	6		
ES 2: DUCTWORK / AIR HANDLER				
REQUIRED AT ALL LEVELS				
ES 2.0	Seal air handlers and duct systems with mastic	-	-	Y
ES 2.1	Code approved solid connector for all flex-to-flex connections	-	-	Y
ES 2.2	Fully duct all supply and return ducts	-	-	Y
ES 2.3	Duct insulation:	All must comply:		
	1. ≥ R-6: Ducts in conditioned and interstitial spaces (between floors)	-	-	Y
	2. ≥ R-8: Ducts in unconditioned space	-	-	Y
ES 2.4	No ducts in exterior walls or vaulted ceilings and no plenum within 2' of roofline.	-	-	Y
ES 2.5	Locate all air handlers within conditioned space	-	-	Y
ES 2.6	Indoor coil protected until finished floor installed	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
ES 2.7	Install ducts per ACCA Manual D duct design	3	3	Y
ES 2.8	Minimize pressure imbalance within units:	Select all that apply:		
	1. Install jumper ducts, transfer grills, or dedicated return for each room	2	2	Y
	2. Measured pressure differential ≤ 3pa between bedroom and return	3	3	Y
ES 2.9	Install rigid duct work or pull all flex ducts with no pinches and support at intervals ≤ 5’	2		

ES 2.10	Measure and balance airflow for each duct run (±20% of design)	3		
ES 2.11	Verify supply and return duct static pressure	2		
ES 2.12	HVAC system and ductwork is dry and clean	1	1	Y
REQUIRED AT PLATINUM, OPTIONAL AT GOLD AND CERTIFIED				
ES 2.13	Locate entire duct system within conditioned space	5	5	Y
OPTIONAL AT ALL LEVELS				
ES 2.14	Duct design and installation:	Select all that apply:		
	1. No duct take-offs within 6" of supply plenum cap	1		
	2. Rigid metal supply trunk line	2		
	3. Space all supply duct take-offs ≥6" apart	1		
	4. Install rigid circular duct as supply plenum	2		
ES 2.15	Duct insulation in unconditioned spaces ≥R-10	1		
ES 2.16	Return plenum duct take-off free area is 120% of supply plenum duct take-off free area	2		
ES 2.17	Design and construct accessible mechanical closets	2		
ES 3: DUCT LEAKAGE TEST RESULTS				
REQUIRED AT ALL LEVELS				
ES 3.0	Test duct leakage based on conditioned floor area (CFA):	All must comply:		
	1. Leakage to outside ≤5%	-	-	Y
	2. Total leakage ≤8%	-	-	Y
OPTIONAL AT ALL LEVELS				
ES 3.1	Test duct leakage based on conditioned floor area (CFA):	Select all that apply:		
	1. Leakage to outside ≤3%	8		
	2. Total leakage ≤5%	8		
ES 4: VENTILATION				
REQUIRED AT ALL LEVELS				
ES 4.0	Install exhaust fans in all bathrooms and duct to outside	-	-	Y
ES 4.1	Gas kitchen range vented to exterior ≥100 cfm fan	-	-	Y
ES 4.2	Outside air ventilation strategy complies with ASHRAE 62.2-2007 or BSC-01 and must be conditioned prior to distribution	-	-	Y
ES 4.3	When installed to achieve ES 4.2, design and install fresh air intakes:	All must comply:		
	1. ≥10' away from exhaust outlets , vehicle idling zones, parking garages	-	-	Y
	2. ≥ 2' above grade	-	-	Y
	3. When run to soffit the duct must be extended and affixed through the soffit vent	-	-	Y
	4. Fresh air duct may not be run to the roof	-	-	Y
	5. Fresh air shutoff may not be controlled by humidistat	-	-	Y
	6. Install rigid duct with insulation	-	-	Y
	7. All intakes must be ducted to exterior of building	-	-	Y
ES 4.4	Seal seams of all intake and exhaust ducts with mastic	-	-	Y
ES 4.5	Duct clothes dryers to outside	-	-	Y
ES 4.6	No power roof vents	-	-	Y
ES 4.7	Back-draft dampers for kitchen and bathroom exhaust	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
ES 4.8	If installed, ceiling fans must be ENERGY STAR qualified (1/bedroom and 1 in living room)	1		N/A
ES 4.9	ENERGY STAR bath fans with properly sized ductwork and measured airflow ≥50 cfm	2	2	Y
ES 4.10	Electric kitchen range vented to exterior ≥ 100 cfm fan	3	3	Y
ES 4.11	Verify outdoor air supply ventilation airflow test within +/- 20% of design values	2	2	Y
ES 4.12	Install and label accessible ventilation controls, with override controls for continuously operating ventilation fans	1	1	Y
ES 4.13	Supply/exhaust fans rated at ≤3 sones (intermittent) and ≤1 sone (continuous)	1	1	Y
REQUIRED AT PLATINUM, OPTIONAL AT GOLD AND CERTIFIED				
ES 4.14	Radon resistant construction:	Select all that apply:		
	1. Passive, radon/soil gas vent system labeled on each floor	1		
	2. Radon test of building prior to occupancy	1		
ES 4.15	Exhaust fan wired with light in bathroom	1		
ES 4.16	Duct all exhaust fans with rigid duct	1		
OPTIONAL AT ALL LEVELS				
ES 4.17	Automatic (timer and/or humidistat) bathroom exhaust fan controls	2	2	Y
ES 4.18	Energy recovery ventilator	3		
ES 4.19	Vent storage room to outside	1		
ES 5: WATER HEATER				
REQUIRED AT ALL LEVELS				
ES 5.0	If gas, direct vent	-	-	Y
ES 5.1	Heat trap on all storage water heaters	-	-	Y
ES 5.2	Electric water heaters ≥.93 EF	-	-	N/A
ES 5.3	Pipe insulation on first 2'	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
ES 5.4	High efficiency water heater Energy Factor (EF):	Select one:		
	1. Storage Gas ≥ .67 EF, Electric ≥ .95 EF	2	2	Y
	2. Tankless: Gas ≥ .90 EF	3		
OPTIONAL AT ALL LEVELS				
ES 5.5	Type of water heater:	Select one:		
	1. Solar domestic (≥40% annual load based on unit demand)	6		
	2. High efficiency tankless water heater (≥ .92 EF) with insulated buffer tank	4		
	3. ENERGY STAR qualified heat pump hot water heater	4		
ES 5.6	Hot water piping insulation ≥R-4 (100%)	2		
ES 6: LIGHTING/APPLIANCES				
REQUIRED AT ALL LEVELS				
ES 6.0	High-efficacy lighting in 100% of all permenant fixtures	-	-	Y

ES 6.1	If installed, ENERGY STAR dishwasher	-	-	Y
ES 6.2	If installed, ENERGY STAR refrigerator	-	-	Y
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
ES 6.3	ENERGY STAR® Advanced Lighting Package	3	3	Y
OPTIONAL AT ALL LEVELS				
ES 6.4	Control systems:	Select all that apply:		
	1. Automatic indoor lighting controls	2		
	2. Automatic outdoor lighting controls	2	2	Y
ES 6.5	Fixtures and bulbs:	Select one:		
	A. ENERGY STAR qualified compact fluorescent fixtures or LED bulbs (100%)	2	2	Y
	B. Ballasted compact fluorescents or LED bulbs at all recessed light fixtures	1		
	C. Compact fluorescent bulbs (≥90%)	1		
ES 7: COMMON AREA LIGHTING/APPLIANCES				
REQUIRED AT PLATINUM AND GOLD, OPTIONAL AT CERTIFIED				
ES 7.0	Ballasted compact fluorescents and/or LED bulbs in all corridor/breezeway and all common spaces	2	2	Y
ES 7.1	If installed, ENERGY STAR qualified clothes washer	2	2	Y
ES 7.2	If installed, high efficiency clothes dryer with moisture sensor	2	2	Y
OPTIONAL AT ALL LEVELS				
ES 7.3	High Efficiency Exterior Lighting:	Select all that apply:		
	1. Design to Reach IES guidelines: Lighting For Exterior Environments	2		
	2. Achieve 50% reduction based on Advanced Energy Design Guide (ASHRAE/IES)	1		
	3. High efficiency exterior lighting using 100% fluorescent and/or LED bulbs	2		
ES 7.4	High efficiency elevators	2		
ENERGY EFFICIENT SYSTEMS TOTAL			44	44
WATER EFFICIENCY (WE)				
WE 1: INDOOR WATER USE				
REQUIRED AT ALL LEVELS				
WE 1.0	Meet National Energy Policy Act low flow standards for all fixtures	-	-	
WE 1.1	Detect no leaks at any water-using fixture, appliance or equipment	-	-	
REQUIRED AT PLATINUM , OPTIONAL AT GOLD AND CERTIFIED				
WE 1.2	If installed, water treatment system NSF certified, ≥85% efficient	2		
WE 1.3	If installed, water softeners certified to NSF/ANSI Standard 44	2		
WE 1.4	Store ≤0.5 gal of water between water heater and fixture (not applicable to central systems)	2		
WE 1.5	Low-flow fixtures (units and common facilities):	Select all that apply:		
	1. WaterSense labeled toilet (≤1.28 avg. gal/flush)	2	2	Y
	2. WaterSense labeled urinal (≤0.5 gal/flush)	1	1	Y
	3. WaterSense lavatory faucet and accessories (≤1.5 gpm at 60 psi)	1	1	Y
	4. WaterSense labeled Showerhead (2.0 gpm)	2	2	Y
OPTIONAL AT ALL LEVELS				
WE 1.6	Toilet (≤1.1 avg. gal/flush)	2		
WE 1.7	Waterless urinals in common areas	2		
WE 1.8	Greywater system for toilet flushing	4		
WE 1.9	Rainwater harvest system for indoor water use	4		
WE 1.10	Hot water demand ≤0.13 gal of water between loop and fixture and ≤2 gal of water in loop between water heater and furthest fixture (not applicable to central systems)	2		
WE 2: OUTDOOR WATER USE				
REQUIRED AT ALL LEVELS				
WE 2.0	Cover all exposed soil with 2"-3" mulch layer	-	-	Y
WE 2.1	Irrigation system:	All must comply:		
	1. Must have rain sensor shutoff switch	-	-	Y
	2. Provide operating manual to property management	-	-	Y
	3. Provide irrigation system layout to property management	-	-	Y
WE 2.2	If installed, ornamental water features must recirculate water and serve beneficial use	-	-	Y
WE 2.3	Install plants to maintain distance ≥2' from home at maturity	-	-	Y
REQUIRED AT PLATINUM, OPTIONAL AT GOLD AND CERTIFIED				
WE 2.4	Turf ≤ 40% of landscaped area	2	2	Y
WE 2.5	Vegetate slopes exceeding 4:1	1	1	Y
WE 2.6	If installed, irrigation system is: (Max 4 points)	Select all that apply:		
	1. Design, install, and audit irrigation system by WaterSense Irrigation Partner with no leaks	2		
	2. Micro-irrigation system (e.g., drip irrigation) includes pressure regulator, filter and flush end assemblies	2		
	3. Distribution uniformity ≥65% lower quarter	2		
	4. Install sprinklers only on turfgrass, pop-up height ≥4"	1		
	5. Establish grow-in phase and post landscape seasonal water schedules at irrigation controller	2		
WE 2.7	Drought-tolerant/native landscaping turf and plants	1	1	Y
WE 2.8	xeriscape™ guidebook given to property management or owner	1	1	Y
OPTIONAL AT ALL LEVELS				
WE 2.9	Test and amend soil	1		
WE 2.10	Irrigation: (Max 5 points)	Select all that apply:		
	1. Greywater irrigation system	3		
	2. Rainwater irrigation system	3		
	3. Zone irrigation system for specific water needs in each planting area	2		
	4. Provide weather station or soil moisture sensor on irrigation system	2		
WE 2.11	Timer on exterior water spigots	1		
WATER EFFICIENCY TOTAL			11	11
EDUCATION AND OPERATIONS (EO)				

EO 1: EDUCATION				
REQUIRED AT ALL LEVELS				
EO 1.0	Provide property manager with project-specific owner's manual	-	-	Y
OPTIONAL AT ALL LEVELS				
EO 1.1	Local recycling contact	1		
EO 1.2	Label all storm drain or storm inlets to discourage dumping of pollutants	1		
EO 1.3	Household hazardous waste resources	1		
EO 2: OPERATIONS AND MANAGEMENT				
REQUIRED AT ALL LEVELS				
EO 2.0	Provide all subcontractors with EarthCraft Multifamily worksheet	-	-	1
OPTIONAL AT ALL LEVELS				
EO 2.1	Property Maintenance Staff representative attends design review and/or kick off meeting	1	1	Y
EO 2.2	Market EarthCraft Multifamily program	1		
EO 2.3	Provide pre-occupancy briefing for tenant	2		
EO 2.4	Project participates in post occupancy project debriefing	2		
EO 2.5	Environmental management and building maintenance guidelines for staff	2		
EO 2.6	Landscape maintenance guide for maintenance and management personnel	2		
EO 3: THIRD PARTY PROGRAMS				
OPTIONAL AT ALL LEVELS				
EO 3.0	ENERGY STAR Version 3	2	2	y
EO 3.1	Indoor airPLUS	2		
EO 3.2	Qualify for WaterSense	1	1	Y
EO 3.3	EarthCraft Community Certification	3		
EO 3.4	EarthCraft Light Commercial for Community Center	2		
EO 3.5	EarthCraft Light Commercial Ready Spaces	1		
EO 3.6	Building America Builders Challenge	1		1
EDUCATION AND OPERATIONS TOTAL			4	4
INNOVATION (INV)				
OPTIONAL AT ALL LEVELS				
IN 1.0	On-site fuel cell or co-generation system	4		
IN 1.1	Solar, micro-hydro or wind electric system	4		
IN 1.2	Solar-ready design	2		
IN 1.3	Solar electric system (10% of project requirements)	5		
IN 1.4	100% of stormwater kept on site and used for development operations	4		
IN 1.5	Common areas use solar electric system (80% of demand)	4		
IN 1.6	Housing Affordability:		Select one:	
	1 ≥20% total units	1	2	Y
	2 ≥50% total units	2		
IN 1.7	Developer contracts for at least 12 months post construction energy monitoring	6		
IN 1.8	Project specific innovation points: builder submits specifications for innovative products or design features to EarthCraft prior to construction completion	TBD		
INNOVATION TOTAL			2	2
WORKSHEET TOTAL			153	153

Oakwood Project Schedule

Developer Selection	October 2018
Zoning Amendment/Special Use Filing	November 1, 2018
Initial Design Completed	February 2019
VHDA 9% Tax Credit Submission*	Late March 2019
VHDA 4% Tax Credit Submission*	Late March 2019
VHDA Project Selections	June 2019
Secure LIHTC Syndication Commitments	September 2019
Apply for VHDA debt & REACH funding (4%)	September 2019
Apply for debt funding (9%)	October 2019
Design Completion	July-November 2019
Financing Commitments & Ground Lease Negotiations	November 2019-March 2020
Permit Ready Plans Issued	January 2020
Building Permits Issued	May/June 2020
Obtain all Debt Funding Commitments	May 2020
Construction Closing	July 2020
Construction Start (20 months)	July 2020
50% Completion	June 2021
Construction Completion	April 2022
95% Occupancy	July 2022
Stabilization	October 2022

*The VHDA submission is contingent upon rezoning of the site. The developer selection must occur in October of 2018 to enable the zoning process to begin and proceed quickly. VHDA 9% applications are only accepted once a year in the spring. Otherwise the project will be delayed by a year.

Section 3. Project Financing

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

CPDC has assembled an experienced, well qualified project team. In the preparation of this application, team members analyzed the site conditions and evaluated the topography and storm water management requirements and tree buffer requirements. The result is a viable, engaging and attractive architectural solution with community amenities. The Site Plan presents the best solution from a construction pricing perspective addressing the storm water needs of the site and the desired public open space. The layout has the parking and resident amenities primarily in the rear of the building and attractive landscaped elements along S. Van Dorn Street.

CPDC specifically selected Bozzuto Construction because of their predevelopment expertise and ability to provide estimating services that would apply real time pricing for the project based upon their other active projects. This real time construction pricing analysis is more reliable than a cost estimate prepared by a consultant. The soft cost budget was based upon CPDC's current experience with the Lake Anne project and its current financing of the Jackson Ward projects.

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

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

See the attachment 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**.

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

See the attachment to this Section.

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

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

See the attachment 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**.

While CPDC could apply for a 9% LIHTC allocation through the VHDA, it is more likely that the Project would need to be a twinned 9% and 4% (non-competitive) application. CPDC has twice been awarded VHDA funding for twinned 9% and 4% project, once for the Crescent redevelopment and again more recently for the Jackson Ward projects.

CPDC would enter into an interim agreement, comprehensive agreement and ground lease with the County. CPDC has experience with successfully negotiating these forms of agreements with the County as part of the Crescent redevelopment project and experience in providing the County with necessary assurances. CPDC would seek to secure tax-exempt bonds from FCRHA. No County guarantee, pledge of credit or revenue will be required.

Sources and uses and commitment levels from government sources and private entities and timing are indicated on the attachments to this Section elsewhere requested to be Proprietary and with Confidential in accordance with Virginia Code Section 2.2-3705.6 11.b.

f. Identify the amounts and the terms and conditions of any revenue resources.

The income and revenue sources from this Project will be rent paid by the residents. CPDC is proposing that 30% of the units receive vouchers to serve extremely low-income residents, currently defined by HUD as those earning 30% of the Washington SMSA.

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

If the Project proceeds as a 9%/4% twinned LIHTC project, there are fairly restrictive bond rules and tests that have to be complied with. Last month CPDC closed a 9%/4% twinned project in Richmond known as Jackson Ward and is very familiar with the transaction structuring necessary to comply with the rules and avoid the risks.

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.

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

See the attachment to this section.

Section 4. Project Benefit and Compatibility

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

The Project will provide the following primary community benefits:

Creation of 150 new units of long term affordable senior housing. According to the June 2018 *Communitywide Housing Strategic Plan,* one in five renters in the County pays more than 50 percent of their income for housing, requiring them to make difficult choices among what necessities they can afford. In the next 15 years, over 18,000 new housing units will be needed for households earning less than 80 percent of the Area Median Income. According to the report:

"Over time, the gap between the need and the supply will grow considerably without new approaches for expanded housing availability and affordability. Over the next 15 years, the

County is expected to add more than 62,000 households, primarily working household … Forecasts also suggest that over the next 15 years, there will be demand for 18,622 homes affordable to households with incomes below 80 percent of AMI (29.9% of total new homes needed)."

The report goes on to recommend that FCRHA develop or redevelop existing land and sites with non-profit and for-profit development partners.

The creation of 150 units of new long term affordable senior housing touches many goals in the report, from adding to the affordable housing stock to providing housing for at risk seniors. According to the report '"elderly households present the second greatest need for more affordable housing behind small family households and singles… As housing costs increase, more senior households will likely become cost burdened or more cost burdened, since many elderly households have relatively fixed incomes."

In addition, the Project is in keeping with FCRHA's goals set forth in the *Housing Blueprint for FY 2018* of creating new affordable housing for the senior/special needs population and creating new public-private partnerships that would further the agency's goals. The 30 project-based rental vouchers proposed to be provided by FCRHA will allow CPDC and the Project to service homeless and at risk older adults within the County with much needed housing, coupled with coordinated supporting services.

Added community engagement programs for seniors and the community. In CPDC's work with seniors and creating supportive service environments, we learned that the lack of access to available resources increases the risk of poor health among seniors. Seniors are especially vulnerable to isolation, depression, and anxiety. We also learned that seniors that have fewer social connections, weak assimilation, and community detachment are likely to increase the risk of cognitive decline among these individuals living independently in the community (Charles & Carstensen, 2010). Unfortunately, they do not have supportive services exceeding medical insurance covered allowances and do not access a broader system (Castle & Resnick, 2014). We have further learned that as the needs of the older adult (50+) population grows, so does the demand for support. These issues are particularly significant for the vulnerable population at risk of homelessness.

The Project is designed both physically and programmatically to provide the needed support to the Project residents. CPDC will work collaboratively and strategically with public agencies and community-based organizations, and other stakeholders to create greater access to resource

opportunities for senior residents to remain independent. CPDC will also arrange for program offerings that are available to the greater community.

Site amenities benefitting the community. A VDOT storm water detention pond currently exists on the Site. The Project calls for the replacement and upgrading of the existing surface pond with an underground storm water facility. The replacement facility will be designed to the current state storm water management regulations, as opposed to the existing outdated storm water pond that is fenced off and a detraction to the surrounding community. The Project will also include creation of a 9000 sq. ft. passive community park connecting Brent Willow Drive and S. Van Dorn Street, creation of a pedestrian and bike trail along Van Dorn Street, and installation of an upgraded bus shelter in addition to construction of a site sensitive senior housing development.

Anticipated economic benefits. The current use of the site as a storm water pond provides no tangible economic benefits. The transformation of the site into a 150-unit senior housing development will provide construction jobs, permanent site staff jobs and additional real estate tax revenue.

Bozzuto Construction has extensive experience working in Fairfax County and understands the importance of outreach relating to community engagement. As communication is key, Bozzuto has several strategies that may assist with ensuring the community remains informed—whether it relates to construction plans, community events, or potential job opportunities. The attached outline includes suggestions we could utilize for this project. In addition to this information, Bozzuto will engage their public relations and communications teams to assist our preconstruction and construction teams with various outreach efforts throughout the project. Construction hiring, training and apprentice programs are described elsewhere in this application. In addition to construction hiring, five new site staff positions will be created in the property management area and at least one new staff position would be created to provide resident services.

New real estate taxes will be generated by the Project. The exact amount of these real estate taxes which would take effect in the future are difficult to determine. One way to measure them is to consider a prorata share of the real estate taxes for Stony Brook Apartments, a 204-unit affordable housing development in the Lee District, which has a real estate tax bill of @ $155,000 this year. On a per unit basis, that would translate to @$97,000 in real estate taxes for the Oakwood Senior Housing Project in 2018 tax dollars. This amount would be adjusted upward to reflect a new construction project.

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

CPDC has a proven track record of being an engaged member and program provider in the Lee District with **Stony Brook Apartments**. CPDC has also proven its willingness to collaborate and engage the community stakeholders, neighbors and residents as part of the Lake Anne House redevelopment project in the Hunter Mill District. While the Crescent redevelopment project at Lake Anne did not proceed because the lead developer withdrew, CPDC is proud of its engagement efforts with the Crescent Apartment residents and its partnership with FCRHA and the community.

CPDC will similarly engage stakeholders in the Lee District and gain support of the Lee District Land Use and Transportation Advisory Committee and neighbors surrounding the Site by conducting a series of listening sessions to inform them about the Project, listen to their questions and concerns, and make modifications accordingly.

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.

Through the Lake Anne PRC process, CPDC has demonstrated its willingness to listen to and engage area residents as part of its community outreach effort. Similar to its community engagement procedures at Lake Anne, CPDC will engage the neighbors, Lee District stakeholders (including the Lee District Land Use and Transportation Advisory Committee), and Fairfax County agencies through a series of information and listening sessions prior to commencement of the entitlement process. The Development Team will hold the necessary meetings with VDOT concerning the upgrade of the current storm water pond so that the agency's needs and concerns are met. Finally, if selected, CPDC will begin to immediately engage with the Fairfax County Commission on Aging and its partners to determine their specific needs and concerns to better incorporate those into the program design and space utilization plan.

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

The Project fits squarely with the County's efforts to provide affordable housing for vulnerable and at-risk populations. According to the June 2018 *Countywide Housing Strategic Plan*:

"As housing costs, particularly rents, increase more than incomes, households find themselves more likely to be cost-burdened. The U.S. Department of Housing and Urban Development (HUD) defines "cost-burdened" as any household that spends more than 30 percent of household income for mortgage costs or gross rent. Households spending more than 50 percent are considered to be "severely cost-burdened." In Fairfax County, according to the most recent American Community Survey, 44.3 percent of renters (more than 55,000 households) and 22.9 percent of homeowners (more than 60,000 households) in Fairfax County spend more than 30 percent of their income on housing. This means that there are more people in the County who

are cost-burdened (115,000) than over 90 percent of the total populations of counties in the Commonwealth of Virginia."

Further the report states that senior households are more likely to become cost burdened because they are on fixed incomes. The Project is well matched to address the need of seniors by providing affordable housing for different tiers of incomes coupled with supporting services.

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 directly in keeping with the affordable housing goals of the County's Comprehensive Plan. As pointed out in the Housing section of the Comprehensive Plan, housing affordability of all types is a growing problem for many residents in the County and there is a short supply of appropriate sites for multifamily development. There is a limited supply of housing for special needs populations like the elderly and disabled.

Under the Comprehensive Plan, one of the goals of the Board of Supervisors for Affordable Housing is that "[O]pportunities should be available to all who live or work in Fairfax County to purchase or rent safe, decent, affordable housing within their means. Affordable housing should be located as close as possible to employment opportunities without adversely affecting quality of life standards. It should be a vital element in high density and mixed-use development projects, should be encouraged in revitalization areas, and encouraged through more flexible zoning wherever possible."

The Project is directly aligned with Objectives 1 and 5 of the Comprehensive Plan in that:
"Objective 1: The County should increase the supply of affordable housing units each year by an amount that is equal to at least 12 percent of the total housing production in the County for the previous year. These units should serve the full range of incomes of households needing affordable housing and should include units for the disabled and handicapped….[.Policy g.] Give priority for the use of county and other government-owned buildings and land as sites for the provision of affordable housing…."

"Objective 5: The County should increase the supply of housing available to special populations, including the physically and mentally disabled, the homeless, and the low-income elderly…[Policy d.] Promote multifamily housing for the elderly and the handicapped that is conveniently located to public transportation and community services."

Further the Project will leverage State assistance through VHDA's LIHTC program (Objective 4), which will result in the provision of affordable housing in a part of the County where the availability is low (Objective 2), and will contribute to the stabilization of the surrounding neighborhoods by providing community amenities in a location that is otherwise a detracting storm water facility along an active thoroughfare (Objective 3).

The Project is also in keeping with the goals of FCRHA set forth in the *Housing Blueprint for FY 2018* to create new affordable housing for a senior/special needs population and would be a new public-private partnership that would further the agency's goals. In addition, adding affordable senior housing addresses the need identified in the June 2018 *Communitywide Housing Strategic Plan* which states that "elderly households present the second greatest need for more affordable housing behind small family households and singles….[a]s housing costs increase, more senior households will likely become cost burdened or more cost burdened, since many elderly households have relatively fixed incomes."

Finally, Fairfax County's *2017 50+ Community Action Plan* focuses on increasing senior housing opportunities that includes supportive services that allows residents to downsize but still remain in their neighborhoods. More precisely, the County seeks to assist older residents who are unable to stay in their current houses for a variety of reasons and provide options that allow them to "age in place" in their existing communities. In support of this key performance indicator, the *"Older Adult Housing Policies & Regulations in Fairfax County",* shows that area zoning officials and proponents of older adult housing in existing neighborhoods have continued to promote the development of independent-living housing in the County and in the cities of Fairfax and Falls Church (see "Latitude in Land Use Cases," page 25).

The Project is compatible locally by providing connectivity along S. Van Dorn Street and a 9000 square foot community park connecting Bent Willow Street with S. Van Dorn Street and by enhancing FCDOT contemplated pedestrian and bike trails. The bus stop adjacent to the trail would also be ungraded to an enclosed shelter as part of the Project. The trail and park, with parking behind the building, will create an attractive street frontage.

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.

CPDC prides itself in ensuring that all its projects meet the minority-owned business, woman-owned business, and small business goals in the jurisdictions where CPDC projects are located. CPDC is committed to engaging minority-owned businesses, women-owned businesses and small businesses and is working with Moseley to identify members of their design team that would meet these goals. More importantly CPDC will work with Bozzuto Construction who has a long track record in meeting minority-owned business, woman-owned business, and small business goals in the jurisdictions in which they work, including Fairfax County.

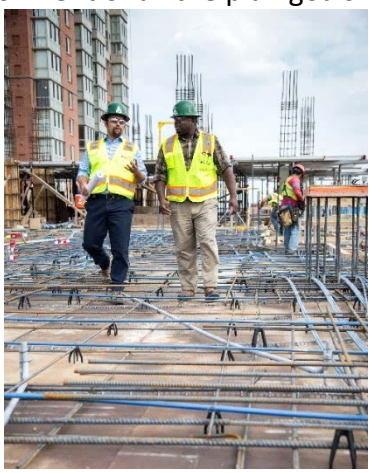
Moseley Architects have worked with a number of WBE/MBE/SBE consultants before in the areas of landscape architecture, MEP, sustainability and structural engineering and would endeavor to include them on Oakwood Development if selected.

CPJ is in the process of recertifying under the SWaM program in Virginia.

Bozzuto understands the importance of having a successful SBE/WBE/MBE plan in place and monitoring it effectively. The below information outlines Bozzuto's process.

Operational Procedures

- Bozzuto's project teams ensure consistency in the accomplishment of all the plan goals.
- At a minimum, stakeholders will check progress during the project's biweekly progress meetings, and at the prescribed 25%, 50%, 75%, and 100% completion times. These pre-scheduled check-ins serve as a means of communication and progress review. Project leadership will hold additional meetings as needed.
- Their subcontractors agree to comply with local regulations regarding participation. Subcontractors are to comply with the rules and regulations in meeting the requirements of the law.



Plan Reporting & Record Keeping

- To ensure ownership is kept informed of progress regarding meeting obligations under the requirements of this plan, Bozzuto Construction and all subcontractors will be tracked for participation. This information will be supplied on a monthly basis, in a form acceptable to the county.
- Bozzuto Construction and their subcontractors shall maintain records, including copies of correspondence, memoranda, etc., which documents that all above affirmative action steps have been taken.
- A monthly "SBE/WBE/MBE Subcontractors and Vendors Report" listing the SBE/WBE/MBE contracts awarded during the reporting period will kept both on the project site and at Bozzuto's corporate headquarters.
- The failure of the subcontractor to comply with the approved plan shall be a material breach of the subcontract.
- Bozzuto Construction will make every effort to not enter into a contract with any subcontractor that has been found in violation of the regulations, or have been debarred, suspended, or otherwise have an ineligible status.

Marketing Strategy

- A subcontractor outreach will take place at a convenient location to the project location and will include a presentation on the project specifics, goals, and a timeline of the bid and award milestones.
- Bid notices will be distributed to all appropriate and required outlets.
- All subcontractors and suppliers will be invited to meet with our preconstruction team during the bid period, should they request it.
- Any subcontractor or supplier selected for the project will be provided with information on SBE/WBE/MBE employment and hiring requirements.

See additional information attached to this application.

SBE/WBE/MBE Participation

The success of any job has strong ties to community support gained through outreach, open communication, and the joint creation of clear expectations from all parties involved. Much like our projects, our approach to community involvement and outreach plans are customized to each neighborhood and its unique needs.

COMMUNITY OUTREACH

Bozzuto Construction has extensive experience working in Fairfax County and understands the importance of outreach relating to community engagement. As communication is key, we have several strategies that may assist with ensuring the community remains informed—whether it relates to construction plans, community events, or potential job opportunities. The following outline includes suggestions we could utilize for this project. In addition to the information below, we will engage our public relations and communications team to assist our preconstruction and construction teams with various outreach efforts throughout the project.

Committee

On several past projects, we developed a Construction Liaison Committee (CLC). Representatives selected to serve on this committee would be identified from Fairfax County, the development and construction team, and other neighborhood groups as necessary. The committee would remain in effect for all construction performed under this agreement. A Chair would be appointed by the committee to schedule meetings, provide notice of meetings, preside at meetings, and distribute minutes (prepared by an appointed secretary) appropriately. Any issues or challenges that may arise between meetings would be conveyed to all committee members via email, including solutions proposed by the majority of the committee, at least two days prior to the need of a decision.

Information Sharing

- Develop and distribute important survey information as it relates to neighboring sites.
- Produce and package information such as construction site logistics plans and construction schedule milestones to be shared so the community is aware of any potential impacts.
- In the event construction has an effect on parking for the community, we will work with ownership to develop solutions and minimize the impacts on residents and other development site activities.
- During construction, we can develop messages identifying important project information like site personnel, work hours, site logistics, and traffic flow for vehicle movement, and post it in an accessible location.

Activities

Throughout the preconstruction and construction phases, several outreach activities and community service efforts would be arranged.

The following are some examples of past events that our construction teams would facilitate.

- Engagement with local community groups in the form of meet-and-greets with the site team. If desired, tours and education seminars could be conducted.
- Arrangement of project site tours with local students serving as an educational experience about the construction process.
- Engagement with industry organizations such as ULI (Urban Land Institute), ABC (Associated Builders and Contractors), and ACE Mentoring. We continue to find new ways to engage these organizations in our current work through multiple events such as lunch and learns and hardhat tours, to name a couple.

SBE/WBE/MBE PLAN

We understand the importance of having a successful SBE/WBE/MBE plan in place and monitoring it effectively. The below information outlines our process.

Operational Procedures

- Our project teams ensure consistency in the accomplishment of all the plan goals.
- At a minimum, stakeholders will check progress during the project's biweekly progress meetings, and at the prescribed 25%, 50%, 75%, and 100% completion times. These pre-scheduled check-ins serve as a means of communication and progress review. Project leadership will hold additional meetings as needed.
- Our subcontractors agree to comply with local regulations regarding participation. Subcontractors are to comply with the rules and regulations in meeting the requirements of the law.

Plan Reporting & Record Keeping

- To ensure ownership is kept informed of progress in regard to meeting obligations under the requirements of this plan, Bozzuto Construction and all subcontractors will be tracked for participation. This information will be supplied on a monthly basis, in a form acceptable to the county.
- Bozzuto Construction and our subcontractors shall maintain records, including copies of correspondence, memoranda, etc., which documents that all above affirmative action steps have been taken.
- A monthly "SBE/WBE/MBE Subcontractors and Vendors Report" listing the SBE/WBE/MBE contracts awarded during the reporting period will kept both on the project site and at Bozzuto's corporate headquarters.
- The failure of the subcontractor to comply with the approved plan shall be a material breach of the subcontract.
- Bozzuto Construction will make every effort to not enter into a contract with any subcontractor that has been found in violation of the regulations, or have been debarred, suspended, or otherwise have an ineligible status.

Marketing Strategy

- A subcontractor outreach will take place at a convenient location to the project location and will include a presentation on the project specifics, goals, and a timeline of the bid and award milestones.
- Bid notices will be distributed to all appropriate and required outlets.
- All subcontractors and suppliers will be invited to meet with our preconstruction team during the bid period, should they request it.
- Any subcontractor or supplier selected for the project will be provided with information on SBE/WBE/MBE employment and hiring requirements.