

# The Residences at Government Center II



November 10, 2021

# DPMM32 Form

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# FAIRFAX COUNTY

## DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT

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

VIRGINIA

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

<b>ISSUE DATE:</b> August 25, 2021	<b>REQUEST FOR PROPOSAL NUMBER:</b> RFP2000003363	<b>TITLE:</b> Residences at Government Center II Multi-Family Housing (PPEA)
<b>DEPARTMENT:</b> Department of Housing and Community Development	<b>DUE DATE/TIME:</b> November 10, 2021 at 2:00 pm (EST)	<b>CONTRACT SPECIALIST:</b> Mary Walker 703 324-7915 Mary.walker3@FairfaxCounty.gov

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

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

**NAME AND ADDRESS OF FIRM:**

Telephone/Fax No.:	424-222-8253
E-Mail Address:	rcondas@lincolnavicap.com
Federal Employer Identification No or	87-3478045
Federal Social Security No.(Sole Proprietor)	NA
Prompt Payment Discount:	__% for payment within __ days/net __ days
State Corporation Commission (SCC) Identification No.	NA

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

	11/9/21
Vendor Legally Authorized Signature	Date
Russell Condas	Senior Vice President
Print Name	Title

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

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION



# Attachment 1A

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**OFFEROR DATA SHEET**

NAME OF OFFEROR: LACM VA, LLC

ADDRESS: 401 Wilshire Blvd, Suite 1070  
Santa Monica, CA 90401

E-MAIL ADDRESS: rcondas@lincolnavecap.com

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

Service Representative: Nicholas Bracco, VP  
Telephone Number: (703) 554-5772  
E-Mail Address: nbracco@lincolnavecap.com

Fiscal Representative: Russell Condas, SVP  
Telephone Number: (424) 222-8396  
E-Mail Address: rcondas@lincolnavecap.com

Payment Address, if different from above:

Same as above  
\_\_\_\_\_

# Attachment 1B

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**VIRGINIA STATE CORPORATION COMMISSION (SCC)**  
**REGISTRATION INFORMATION**

The offeror: LACM VA, LLC

is a corporation or other business entity with the following SCC identification number:  
11303761 **-OR-**

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

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

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

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

## Limited Liability Company - Articles of Organization

### Entity Information

Entity Name: LACM VA, LLC Entity Type: Limited Liability Company

### Business Type

Industry Code: 0 - General

### Duration

Perpetual(forever)

### Registered Agent Information

RA Type: Entity

Locality: RICHMOND CITY

RA Qualification: N/A

Name: CORPORATION SERVICE  
COMPANY

Email Address: N/A

The company's initial registered office address, including the street and number, if any, which is identical to the business office of the initial registered agent, is:

Registered Office Address: 100 Shockoe Slip Fl 2,  
Richmond, VA, 23219 -  
4100, USA

Contact Number: N/A

### Principal Office Address

Address: 401 Wilshire Blvd Ste 1070, Santa Monica, CA, 90401 - 1428, USA

### Principal Information

Management Structure: N/A

### Signature Information

Date Signed: 11/08/2021

Executed in the name of the limited liability company by:

Printed Name	Signature	Title
Craig Clark	Craig Clark	Organizer



**COMMONWEALTH OF VIRGINIA  
STATE CORPORATION COMMISSION**

AT RICHMOND, NOVEMBER 8, 2021

The State Corporation Commission has found the accompanying articles of organization submitted on behalf of

LACM VA, LLC

to comply with the requirements of law, and confirms payment of all required fees. Therefore, it is ORDERED that this

**CERTIFICATE OF ORGANIZATION**

be issued and admitted to record with the articles of organization in the Office of the Clerk of the Commission, effective November 8, 2021.

The limited liability company is granted the authority conferred on it by law in accordance with the articles of organization, subject to the conditions and restrictions imposed by law.

STATE CORPORATION COMMISSION

By

A handwritten signature in black ink that reads "Angela Navarro". The signature is written in a cursive style with a long horizontal stroke at the end.

Angela L. Navarro  
Commissioner

# Attachment 1C

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

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

This form is provided as a courtesy to assist vendors desiring to protect trade secrets and proprietary information from disclosure under the Virginia Freedom of Information Act. In order to receive protection, you must (a) invoke the protection prior to or upon submission of the data or other materials, (b) identify the data or other materials to be protected, and (c) state the reason(s) why protection is necessary. Each of these requirements must be met with respect to the particular information for which protection is sought.

a) Submission of this form with or without other reference to Article 2, Section 5.C.3 of the Purchasing Resolution or Va. Code Ann. § 2.2-4342(F) shall satisfy the invocation requirement with respect to data or other materials clearly identified herein.

b) Identify the specific data or other material for which protection is sought. Suggested forms of designation include: listing the Proposal Section, Tab, or Page numbers; attaching to this form a copy of the table of contents from your Proposal with the relevant trade secret or proprietary contents highlighted; or identifying herein a document stamp used within the Proposal to designate the relevant materials (e.g. "all portions of the Proposal marked "Proprietary" or "Trade Secret"). NOTE: The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable.

c) For each distinct section of data or other information identified in response to paragraph b), above, state the reason(s) why protection is necessary. NOTE: Your explanation must do more than simply stating the materials are "proprietary," or "trade secrets," or "not publicly available." You may attach additional sheets to this form as needed.

Use of this form does not guarantee protection. It is incumbent upon each vendor to meet the prerequisites for protection of their trade secrets or proprietary information. Provision of this form does not constitute legal advice; you are encouraged to consult with your legal counsel prior to designation of materials for protection.

DATA/MATERIAL TO BE PROTECTED	SECTION NO., & PAGE NO.	REASON WHY PROTECTION IS NECESSARY
Proposed Consideration	Sect. 14 , All pages	We do not want our ideas and current considerations to be shared with our competitors.
Project Pro Forma	Sect. 16, All pages	Pro forma includes metrics and algorithms developed by LACM for our use in underwriting real estate development projects and is Intellectual Property.
Historical Financials	Sect. 18, All Pages	We do not want our company's financial statements to be published or shared in an unauthorized way as these documents are essential for our financial partners underwriting and we do not want anything to be misconstrued which may negative impact our ability to be competitive.

# Attachment 1D

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**BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE**

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

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

Virginia	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Fairfax County	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
- Date business began/will begin work in Fairfax County December 2021/ January 2022

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County  
If awarded, LAC will immediately begin completing standard real estate due diligence and other real estate development related work necessary to entitle, finance, construct, lease and operate the development.

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\_\_\_\_\_  
Signature

11/9/21  
\_\_\_\_\_  
Date

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

# Attachment 1E

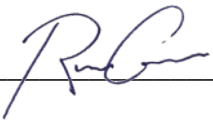
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**CERTIFICATION REGARDING DEBARMENT OR SUSPENSION**

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

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

**Printed Name of Representative:** Russell Condas, Senior Vice President

**Signature/Date:**  / 11/9/21

**Company Name:** LACM VA, LLC  
**Address:** 401 Wilshire Blvd, Suite 1070  
**City/State/Zip:** Santa Monica, CA 90401  
**SSN or TIN No:** 87-3478045

# Attachment 1F

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**Certification Regarding Ethics in Public Contracting**

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

Check one:

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

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

If 2 is selected, please complete the following:

Recipient: \_\_\_\_\_

Date of Gift: \_\_\_\_\_

Description of the gift and its value:  
\_\_\_\_\_  
\_\_\_\_\_

Description of the consideration received in exchange and its value:  
\_\_\_\_\_  
\_\_\_\_\_

**Printed Name of Bidder/Offeror Representative:** Russell Condas, Senior Vice President

**Signature/Date:**  / 11/9/2021

**Company Name:** LACM VA, LLC

**Company Address:** 401 Wilshire Blvd, Suite 1070

**City/State/Zip:** Santa Monica, CA 90401

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

# Attachment 1G

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**FAIRFAX COUNTY’S BUSINESS CLASSIFICATION SCHEDULE**

**PLEASE CLASSIFY YOUR BUSINESS/ORGANIZATION BY MARKING IN STEP 1. STEP 2 IS OPTIONAL.**  
This designation is requested of all businesses/organizations including publicly traded corporations, non-profits, employment services organizations, government organizations, partnerships, sole proprietorships, etc. Fairfax County does not certify business classifications nor does it establish preferences or set-asides for specific classifications.

**Examples:**

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

**NAME OF BUSINESS:** LACM VA, LLC **LAST 4 DIGITS OF TIN/EIN:** 8045

<b><u>Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.</u></b>		
<input type="checkbox"/> Micro	<input checked="" type="checkbox"/> Small	<input type="checkbox"/> Large <input type="checkbox"/> Non-Profit <input type="checkbox"/> Government/Public Body <input type="checkbox"/> Employment Services Organization
<b><u>Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.</u></b>		
<input type="checkbox"/> Women-Owned	<input type="checkbox"/> Minority-Owned	<input type="checkbox"/> Service-Disabled Veteran-Owned

**DEFINITIONS**

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

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

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

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

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

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

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

# Attachment 1H

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**AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS**

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

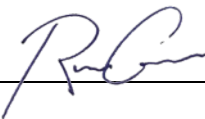
1. **Funding:** The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this contract is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations.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

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

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

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

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

Signature/Date:  / 11/9/2021

Printed Name/Title: Russell Condas / Senior Vice President

Company Name: LACM VA, LLC

# Attachment 2: Development Program Summary Sheet

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**DEVELOPMENT PROGRAM SUMMARY SHEET (by Building / Phase)**

<b>DEVELOPMENT SCOPE</b>	
Building GSF	317,910
Unit Count: 30% AMI Units	26
Unit Count: 50% AMI Units	39
Unit Count: 60% AMI Units	210
Unit Count: Other (please specify)	N/A
Unit Count: Total Units	275
Parking Spaces: Surface	13
Parking Spaces: Above Grade (Below Grade proposed)	230
<b>DEVELOPMENT COSTS</b>	
Hard Costs	
Site work (\$ / GSF)	\$15.74
Infrastructure (\$ / GSF)	Included above
Base Building (\$ / GSF excluding Parking)	\$138.69
Parking Spaces: Above Grade (\$ / space)	\$40,000.00
Other Hard Costs (add lines as necessary) Service Hall	\$260.00
Hard Cost Contingency (\$ / GSF)	\$10.25/ GSF
Total Hard Costs (\$ / GSF and \$ / unit)	\$227/GSF \$262/unit
Soft Costs (\$ / GSF)	\$26.46/ GSF
Soft Cost Contingency (\$ / GSF)	\$0.90/ GSF
Development Fees (\$ / GSF)	\$26.31
Construction Interest / Capitalized Interest (\$ / GSF)	\$8.17 GSF
Other Financing Costs (\$ / GSF)	\$9.58 GSF
Total Development Costs (\$ / GSF and \$ / unit)	\$306.55/ GSF \$354,000/Unit
<b>PROJECT FINANCING</b>	
Debt (state specific amount of bond financing used)	TEB \$22.55 MM/ Taxable \$18.14MM
Equity	
LIHTC Equity	\$42,985,000
Other Sources (specify)	
Total Project Sources	\$83,674,000
Gap Financing Source Blueprint Loan	\$9,500,000
PBV Assumption	13 vouchers (8PBV / 5 Local)
Operating Expenses	\$2,139,944
NOI	\$2,251,863
Upfront and Ongoing Payments to FCRHA	\$1,256,500
<b>Leverage Metrics (Permanent Secured Financing)</b>	
Loan -To-Value (LTV for all unsecured collateralized loans)	
Debt Service Overage Ratio (DCSR; for Must-Pay/Hard Debt)	1.15 DSCR sizing

<b>Residential Unit Matrix</b>	
<b>Unit Type - BDRM / BA</b>	<b>Multi-family Units</b>
<b>(add lines as necessary)</b>	<b># of Units</b>
Studio (60% AMI)	15
1 Bedroom (30% AMI)	8
1 Bedroom (50% AMI)	6
1 Bedroom (60% AMI)	103
2 Bedroom (30% AMI)	14
2 Bedroom (50% AMI)	30
2 Bedroom (60% AMI)	72
3 Bedroom (30% AMI)	4
3 Bedroom (50% AMI)	3
3 Bedroom (60% AMI)	20
<b>Total:</b>	<b>275</b>

# Transmittal Letter

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November 10, 2021

Tom Fleetwood, Director  
Housing and Community Development  
Fairfax County Redevelopment and Housing Authority  
12000 Government Center Parkway  
Fairfax, Virginia 22035

Dear Mr. Fleetwood:

On behalf of Lincoln Avenue Capital Management LLC ("Lincoln Avenue Capital" or "LAC"), and our development partners, I am pleased to submit our proposal for the Residences at Government Center II. LAC's mission driven investment process, our team's deep experience in affordable and mixed-income housing, and continued commitment to partnerships with the public sector make us well-suited to collaborate with Fairfax County Redevelopment and Housing Authority ("FCRHA") to advance our shared missions of safe and affordable housing for all.

As one of the nation's fastest growing developers, investors, and operators of affordable housing, we now proudly serve more than 40,000 residents, in approximately 17,000 units, across 95 properties in 17 states. Our team is highly familiar with affordable housing, including 4% and 9% Low Income Housing Tax Credit (LIHTC) projects, Housing Choice Vouchers, and non-federally subsidized workforce housing. Moreover, our deeply experienced team members are united by a dedication to improving our residents' lives through long-term investments in their homes and communities. We understand our business is personal and we strive to provide the highest quality housing for the communities we serve.

Through collaboration, we believe that LAC, our development team, and FCRHA can positively shape the region's future and advance housing security and affordability for all. We understand and appreciate that FCRHA is selective when they evaluate partners, looking for capable, qualified, and experienced developers with whom to work together to create new sources of safe, attractive, and affordable housing. We believe LAC to be a strong match for FCRHA – we passionately share FCRHA's goal of supporting lower income families by creating strong, vibrant, and affordable communities. Our creative approach to financing and development is what allowed our firm to recently acquire the majority stake in the Housing Partnership Equity Trust which will create a path for LAC to partner with the top non-profit developers across the nation to acquire and preserve \$150 million in naturally occurring affordable housing annually. Another great example of LAC's creative and collaborative spirit is our recently formed partnership with Morgan Stanley and the MLB Hall of Fame to administer the "AFTER SCHOOL PROGRAM." Our investment in the local community doesn't end when construction is completed and families have moved into their new homes. To prove that, LAC is glad to offer an annual contribution of \$50,000.00 to resident services programs at this property.





As you will see detailed in our response, LAC has curated a team of the industry's top professionals with tremendous experience developing housing across the Country. LAC is driven by our commitment to provide individuals and families with quality, affordable homes. We make life better for our residents through long-term investments in their homes and communities and providing best-in-class resident services. As one of the nation's fastest growing development firms, our organization was built to respond quickly. If selected, our team is standing by and ready to start immediately. Among LAC's core values is to invest in the communities where we develop. As such, LAC places a focus on partnering with small, minority, and women-owned business. Local companies and/or firms will be used whenever possible.

The contact person and Project Manager for this RFP and development will be Nicholas Bracco, Vice President and Regional Project Partner. Mr. Bracco, a long time Fairfax County resident, has been developing housing in Northern Virginia for the past twenty years and is based in our Alexandria, Virginia office.

As you know, the development of high-quality affordable housing requires a strong experienced developer to lead the team, but just as important is the team of third-party professionals focused on the various nuances and disciplines required to complete the effort. Our team is comprised of a carefully selected group of award-winning development professionals all with significant experience in Fairfax County. This team has worked together on Fairfax County developments on multiple occasions and was specifically chosen to ensure this important development project, at the footstep of the County's administration building, goes as smoothly as possible. This team includes:

The Franklin Johnston Group: TFJG was founded in 2013 and manages more than 115 multifamily communities and over 19,000 units throughout the Mid-Atlantic and Southeast region. Total assets managed by the group amounts to approximately \$3 billion. TFJG has extensive experience with Virginia Housing regulatory compliance. They will serve as the Property Manager.

Harkins: Harkins has been a leader in the construction of affordable housing since their founding in 1965. Having constructed 28 projects and over \$330 million in construction volume in the past 10 years, Harkins can provide the pre-construction, budgeting, and constructability review needed to make sure the project is completed on-time and on-budget. They will serve as the General Contractor.

KTGY: KTGY Architecture + Planning is an international full-service architecture design and planning firm delivering innovation, artistry, and attention to detail across multiple offices and studios, ensuring our clients and communities get the best we have to offer no matter the building type or location. KTGY will serve as the lead architect and designer. They are officed in Tysons.

Gordon: With over 80 professionals located in our Mid-Atlantic Headquarters, Gordon is recognized as a leading provider of land planning and site design services nationwide. We offer the diverse expertise of civil engineers, land planners, surveyors, landscape architects, and physical security professionals, who provide progressive and sustainable solutions for some of the most complex developments and iconic projects in the country. While our outstanding performance has afforded tremendous growth; our small business and mission-focused culture remain. Gordon is officed in Chantilly.





DLA Piper: DLA Piper LLP is a top-ranked international law firm with over 200 real estate attorneys in the United States. The firm is a market leader serving the real estate industry in Northern Virginia and the greater Washington, DC region. The firm's Northern Virginia Land Use & Zoning Team is based in Reston, Virginia. The team has strong relationships with the local jurisdictions in the region that provide clients with invaluable assistance in obtaining land use approvals.

Gorove Slade: Gorove Slade is a professional engineering and planning firm, providing clients with a complete suite of transportation and traffic engineering services. Gorove Slade will serve as the traffic engineer for this project. They are officed in Chantilly.

Klein Horning: Klein Horning provides uncompromising service and unparalleled legal expertise to the affordable housing community. The firm exclusively focuses on structuring, managing, and closing affordable housing projects. Klein Horning will serve as legal counsel.

Lincoln Avenue Capital agrees to adhere to the following provisions as requested by the RFP:

- The proposal is valid for 180 days upon submission.
- The Offeror will negotiate in good faith with Fairfax County.

To our knowledge, no members of the development team have any current or anticipated contractual or financial relationship with Fairfax County. The Developer has not had any contact with Fairfax County regulatory staff regarding the Project, including any existing or anticipated permitting or zoning issues or concerns. Enclosed in our submission are the materials which convey our team's expertise and proven abilities to bring this important project to fruition. Of course, we would be excited to discuss our proposal further if you feel that is warranted.

In closing, LAC is excited about the possibility of, and desires to become, a long-term solution-oriented partner with FCRHA. I thank you for your consideration and would be privileged to partner with you on this effort.

Please feel free to contact me with any questions at [nbracco@lincolnavecap.com](mailto:nbracco@lincolnavecap.com) or (703) 554-5772.

Sincerely,

Nicholas C. Bracco

Vice President and Regional Project Partner



# Executive Summary

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## Executive Summary

Lincoln Avenue Capital (“LAC”) is seeking to partner with Fairfax County Redevelopment and Housing Authority (“FCRHA”) to develop Parking Lot G and Parking Lot H located on the Government Center Campus into a transformational development project focused on creating connection and community. Our proposal outlines a plan that takes the existing barren parking lots and transforms them into a thriving community hub within the Government Center property.

**Affordability:** Residences at Government Center II (“RGC2”) will consist of 275 units targeted to families with incomes between 30-60% AMI. Our current plan has 52% of the units as family units (2 and 3 bedrooms), and over 35% of those units are affordable to families at or below 50% AMI. This allowed us to have an aggregate average income below 60% AMI across the entire development.

Unit Type	30% AMI	50% AMI	60% AMI	Totals
Studio	0	0	15	15
1 Bedroom	8	6	103	117
2 Bedroom	14	30	72	116
3 Bedroom	4	3	20	27
<b>Totals</b>	<b>26</b>	<b>39</b>	<b>210</b>	<b>275</b>

### **Development Plan and Design:**

The word that best describes our development plan is “connection.” Our proposal facilitates connection, by creating an environment that brings people together. The development plan includes 275 units, in two residential buildings with underground parking. The orientation of the buildings frame a series of public and private spaces for the residents and broader community to congregate. The visual focal point of the design is a 15,000 SF Service Hall, dubbed Fairfax One. The name was chosen to further highlight the importance of community together as one and as a subtle nod to the County’s commitment to the One Fairfax policy.

The main idea around the Fairfax One Service Hall is to use this space as a place where residents of the RGC2 and the surrounding community could use. We were thinking of having a childcare facility and have been in conversations with the childcare operator, Two Birds, about how we could structure an arrangement where residents of RGC2 would have access to reduced priced daycare in return for free rent of the facility. The space could be used in the evening for job skill classes or perhaps the Kahn Academy (or similar group) would partner with us to teach financial literacy. LAC would be excited to build on our recent partnership with the MLB Hall of Fame and have Fairfax One be home to an After School Program.

Additionally, a larger public plaza area with benches and café tables is located immediately adjacent to the Fairfax One Service Hall and a possible coffee shop could serve workers at the Government Center Complex as they move from the Pennino and Herrity Buildings to the Government Center Building. As discussed in the financial plan, this building will be constructed as part of the development budget and will eventually be turned over to the FCRHA upon completion of the ground lease term.

The residential buildings are each five stories in height and constructed using a Type 3 over Type 1 podium configuration. Each building is designed to optimize scoring in the Virginia Housing LIHTC



application process. Both buildings will be Earthcraft certified to ensure an energy efficient and environmentally friendly design. Energy efficient appliances including dishwashers, refrigerators, ranges, garbage disposals, and in-unit washers and dryers will be installed in each unit. Interior and exterior amenity spaces are also planned for each residential building. This includes the internal courtyard for residents with a variety of amenities, including a swimming pool, and other active and passive recreation zones. For additional information on the proposed design please see the Development Overview and Development Plan sections of our proposal.

**Community and Stakeholder Outreach:** Our development team has a track record of successfully working with and engaging the various community and stakeholder groups on similar projects. We understand the significance of this development, located at the footstep of the Government Center, and the associated scrutiny. To earn your trust and provide some additional comfort in selecting our team to represent FCRHA and Fairfax County, please find our Community and Stakeholder Outreach plan in our response. In this plan, we identify the various community and stakeholder groups, political leaders and commissions we would engage with to discuss our vision, collaborate on their concerns, and ensure the final development product includes input from a wide audience of stakeholders.

**Financial Plan/ Transaction Structure:** The proposal assumes a long-term ground lease from the FCRHA to the partnership. As outlined more fully in our proposal, this will allow FCRHA to monetize and lever the value in its land, while maintaining long-term control with the added benefit of enhancing our competitiveness in the Virginia Housing 9% LIHTC application. LAC will complete the work necessary to design, construct, own, maintain, and operate the development. Upon expiration of the lease, all buildings will revert to FCRHA. Our general financing strategy is to use the ground lease coupled with a twinned 9/4 LIHTC financing execution. This includes using FCRHA as the bond issuer for all tax-exempt bonds. Additional details regarding our Financial Plan can be found in the Financial Plan and Transactional Instruments section of the proposal. Detailed information regarding our Proposal Consideration is in the section below with the same name.

**Accessibility and Services:** The current design expects to designate 15% of the units as ADA accessible. Additionally, Universal Design practices will be included wherever possible. As part of our larger strategy to invest in communities, LAC puts a premium on ensuring residents have access to the services they need to prosper. Our Resident Services team will coordinate with local and national organizations who can provide services to our residents and the broader community. Additionally, as outlined in the Proposal Consideration section, LAC has agreed to make an annual financial commitment to support resident services at the property of \$50,000 annually during the initial compliance period.

**Offeror Qualifications:** Lincoln Avenue Capital was founded in 2016 as a mission-driven, double bottom line affordable housing development company. Since our founding, LAC has quickly become one of the most active acquirers and developers of affordable housing in the United States. LAC currently owns over 17,000 units across approximately 95 properties, making us one of the top 15 owners and operators of affordable housing nationwide. While the corporate brand is new to Fairfax County, our partnership with Nick Bracco gives us an experienced development professional with a deep understanding of the local process and a track record to prove it. Nick operates out of Alexandria, Virginia, ensuring we have boots on the ground to lead the charge. LAC's corporate staff of almost 90 people will support Nick from our offices in Santa Monica, CA and New York City, NY. As you will see in the Development Team section, our corporate team has quickly expanded to match our growth, with senior leadership and top industry professionals across originations, execution, asset management, construction, and development.

To execute on a vision as bold as ours requires a group of professionals who are best in class in their respective fields. LAC has brought together an extraordinary team of professionals to complete this task. This team has worked together successfully before and is up to the challenge.

- **KTGY** a nationally recognized residential design firm is the lead design architect.
- **GORDON** will handle all civil engineering, surveying, and landscape architecture.
- **DLA Piper**'s Brian Winterhalter and Tony Calabrese with DLA Piper will ensure the entitlement process is handled professionally and efficiently.
- **Gorove Slade** will serve as the team's traffic engineering firm.
- **Klein Hornig** will lead our financial structuring and transactional work.
- **The Franklin Johnson Group**, a firm with a long track record of managing affordable and workforce housing in Virginia will serve as the property management firm.
- **Harkins Builders** brings their decades of affordable housing construction experience to ensure the buildings are placed in service on-time and on-budget.

An organizational chart, narrative description of roles, and additional qualifications for the team members can be found in the Development Team Information section of this response. For additional information about Financial Capacity and associated references, please see the Historical Financials and Financial Qualifications sections.

**Project Schedule:** LAC and the development team are available to begin immediately upon selection to finalize the interim agreement, conceptual plan, and initiate the entitlement processes needed to move the applications forward. A full detailed schedule can be found in the Project Schedule of this proposal.

A high-level milestone schedule is below:

- RFP Award: January 15, 2022
- Begin Conceptual Design/ Community Outreach/ Agreements: January 16, 2022
- Submission of Entitlement Documents: March 2022
- Complete Entitlement: February 2023
- Submit 9% LIHTC Application to Virginia Housing: March 2023
- Financial Closing: April 2024
- Construction Completion: February 2026
- Fully leased and stabilized: August 2026

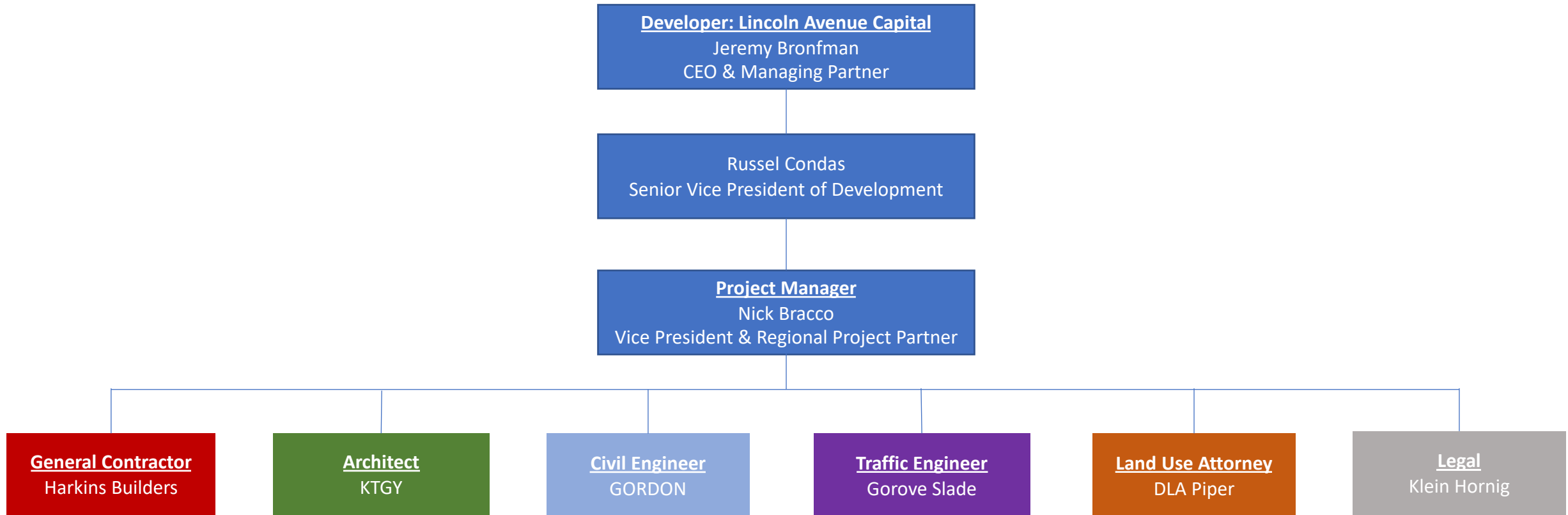
We are excited to submit this proposal to join FCRHA and Fairfax County in developing the Residences at Government Center II. The proposal attempts to provide as much insight and clarity in our strategy and answers each question completely. However, if you have any additional questions or would like to discuss the concepts, strategies, or assumptions included within the proposal, please let us know.

# Development Team Overview and Organizational Chart

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<b><u>TEAM</u></b>	<b><u>TEAM MEMBERS</u></b>	<b><u>CONTRIBUTIONS</u></b>
<b><u>DEVELOPER</u></b> <b>Lincoln Avenue Capital</b>	<b>Nick Bracco</b> , Vice President and Regional Project Partner nbracco@lincolnavcap.com	<ul style="list-style-type: none"> <li>• Procure development team.</li> <li>• Manage all pre-development activities.</li> <li>• Create project pro forma.</li> <li>• Submit 9% and 4% LIHTC applications.</li> <li>• Obtain zoning approvals and building permits.</li> <li>• Secure financial closing for the project.</li> <li>• Attend resident, community, and government meetings.</li> </ul>
<b><u>PROPERTY MANAGEMENT</u></b> <b>The Franklin Johnston Group</b>	<b>Laurie Arehart</b> , Vice President of Property Operations larehart@tfjgroup.com	<ul style="list-style-type: none"> <li>• Day-to-day management services.</li> <li>• Marketing and lease-up of units.</li> <li>• LIHTC compliance.</li> </ul>
<b><u>GENERAL CONTRACTOR</u></b> <b>Harkins Builders</b>	<b>Steve Rubin</b> , Project Executive srubin@harkinsbuilders.com	<ul style="list-style-type: none"> <li>• Construction management services.</li> <li>• Cost estimating.</li> <li>• Navigating local codes and regulations.</li> </ul>
<b><u>ARCHITECT</u></b> <b>KTGY</b>	<b>Benjamin Kasdan</b> , Principal bkasdan@ktgy.com <b>Kamran Charmsaz</b> , Principal kcharmsaz@ktgy.com	<ul style="list-style-type: none"> <li>• Create building renderings, elevations, and perspectives.</li> <li>• Design building program including unit mix and unit plans.</li> <li>• Participate in public meetings.</li> </ul>
<b><u>CIVIL ENGINEER</u></b> <b>GORDON</b>	<b>Bill Junda</b> , President bjunda@gordon.us.com <b>Steve Gleason</b> , Director of Planning sgleason@gordon.us.com	<ul style="list-style-type: none"> <li>• Implement site, infrastructure, utility, transportation, and landscape design.</li> <li>• Stormwater management strategy.</li> <li>• Technical specs and cost estimates.</li> <li>• Surveying existing conditions.</li> <li>• Development impact study.</li> </ul>
<b><u>TRAFFIC ENGINEER</u></b> <b>Gorove Slade</b>	<b>Maria Lashinger</b> , Project Manager maria.lashinger@goroveslade.com	<ul style="list-style-type: none"> <li>• Traffic, speed, and parking studies.</li> <li>• Site access evaluations.</li> </ul>
<b><u>LAND USE ATTORNEY</u></b> <b>DLA Piper</b>	<b>Brian Winterhalter</b> , Special Counsel brian.winterhalter@dlapiper.com	<ul style="list-style-type: none"> <li>• Counsel on land use and zoning.</li> <li>• Develop community outreach strategy.</li> <li>• Present to residents, the community, local officials, and zoning boards for entitlement rights.</li> </ul>
<b><u>LEGAL</u></b> <b>Klein Hornig</b>	<b>Erik Hoffman</b> , Legal Counsel ehoffman@kleinhornig.com	<ul style="list-style-type: none"> <li>• Affordable housing finance attorney.</li> <li>• Assists in securing financial closing.</li> </ul>

# Team Organizational Chart



# Developer

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LINCOLN AVENUE CAPITAL

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Introduction to Our Firm





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- **Our Mission**
- **Our Evolution**
- **Unique Model**
- **What we Bring to the Table**
- **LAC Leadership**
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- **Building Communities**
- **Dedicated to our Mission**
- **Baseball Hall of Fame Afterschool Program**
- **Partnerships**
- **Why Lincoln Avenue Capital**
- **Case Studies**
- **Gateway at Lake Jackson, TX**
- **Rica Vista, Alameda, CA**
- **Southern Highlands, CA**
- **Contact Us**



# MISSION DRIVEN. FAMILY OWNED. IMPACT FOCUSED.

## OUR MISSION

Lincoln Avenue Capital **invests in affordable housing to strengthen communities.** Our company develops quality, affordable homes while **delivering social, environmental, and financial returns.** Our team of **top tier professionals care about our impact and results.**

We create and implement a range of **innovative solutions to support our residents and communities.** Our company has unique access to capital, and **we utilize our balance sheet to execute quickly.**

## OUR FIRM AT A GLANCE



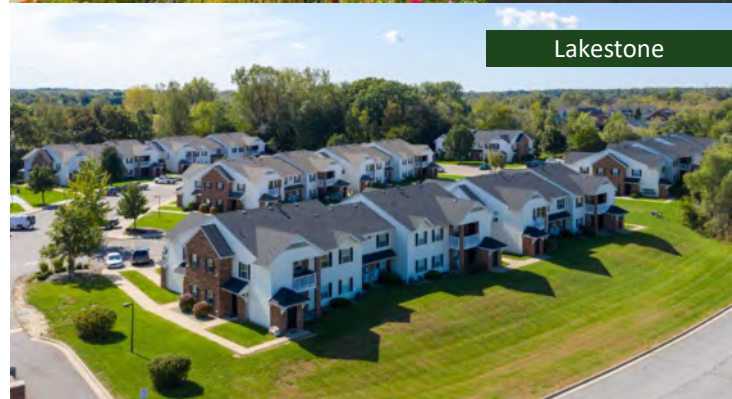
~95 PROPERTIES



~17,000 UNITS



65 TEAM MEMBERS

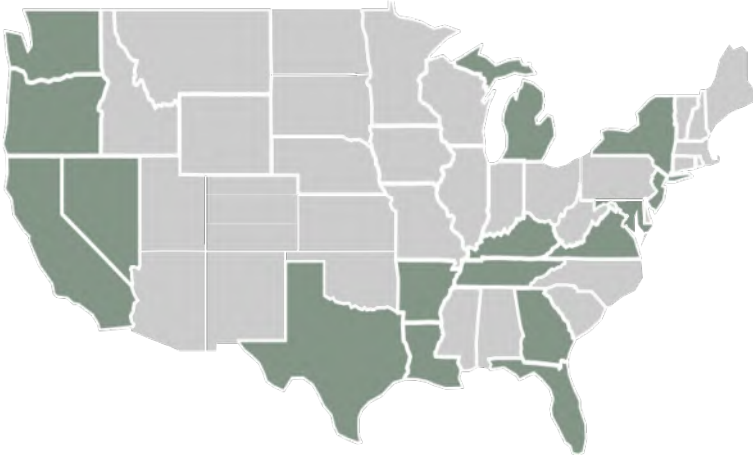


## OUR EVOLUTION

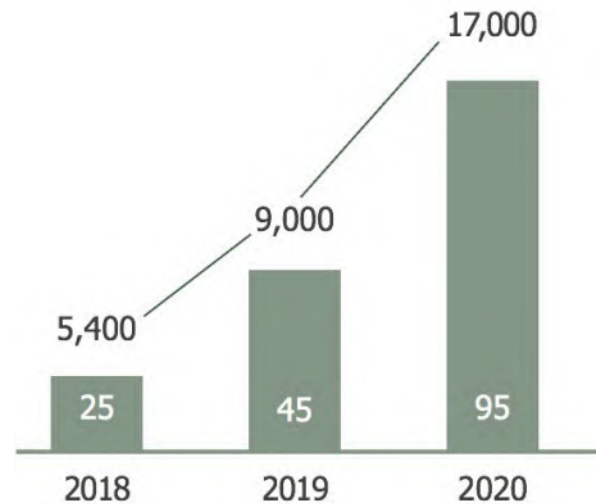
In three years, we have achieved significant scale. In 2020, Lincoln Avenue Capital was the 5<sup>th</sup> fastest growing affordable housing developer in the U.S.\*

## OUR PORTFOLIO TODAY

National presence across 16 states



## UNPARALLELED GROWTH



Unit and property counts include units under ownership, under contract and under LOI.

\*Source: Affordable Housing Finance – Top 10 Companies Completing Acquisitions in 2020



## UNIQUE MODEL

We combine the strength of an institution with the flexibility of an entrepreneurial firm.

### INSTITUTIONAL STRENGTHS

Significant capital  
Resources

National mandate

Institutional ops &  
Infrastructure

Swift execution

Ability to scale

### ENTREPRENEURIAL FLEXIBILITY

High flexibility on asset  
class / structure

Flexible execution

Infinite hold period

Mission driven

Family owned

## EXCLUSIVE PARTNERSHIP

Our affiliation with the Matthew Bronfman Family Office makes this possible.



Active involvement and board-level oversight provided by members of 3rd & 4th generation of the Bronfman family

Shared resources & established international network

Shared mission & alignment on impact-related goals

# WHAT WE BRING TO THE TABLE

We bring together industry veterans and top-tier talent with diverse backgrounds and expertise.



Origination



Transactions/  
Development



Asset Services



Finance &  
Accounting



Construction  
Management



Resident Services



Operations  
(HR, Legal, etc.)

## OUR TEAM

65 full-time team members

Industry-leading talent

Offices in New York, Los Angeles, and Denver

Top-tier prior experience & education

# LAC LEADERSHIP

LAC was founded in 2016 by Jeremy and Eli Bronfman. Since then, LAC has grown into one of the largest affordable housing owners in the nation.

## Meet the Leadership Team



**Jeremy Bronfman**  
*CEO & Managing Partner*



**Neal Schore**  
*Chairman*



**Hanna Jamar**  
*Senior Vice President & GC*



**Russ Condas**  
*Senior Vice President, Development*



**Brandon Sand**  
*Senior Vice President, Construction*



**Nick Bracco**  
*Vice President & Regional Project Partner*

## INVESTING IN OUR TEAM

LAC recruits and invests in top-tier industry professionals with diverse expertise. We've drawn talent from best-in-class accounting firms, investment banks, real estate companies, and private equity firms as we continue to scale our company and advance our commitment to providing high-quality affordable homes. We now have a team of over 65 employees.

### **JEREMY BRONFMAN**

CEO, MANAGING PARTNER



Jeremy Bronfman is CEO and Managing Partner of Lincoln Avenue Capital, one of the nation's fastest-growing developers, investors, and operators of affordable housing. Previously, Jeremy served as CEO of Enigma Technologies Inc., a software company with major Fortune 500 investors and an Investment Associate at Island Capital (the parent entity of CIII Capital Partners) and JANA Partners. Jeremy began his career at Iroquois Capital, where he became a Partner and identified opportunities in PIPE investments in small cap public companies. Jeremy holds a B.A. from Stanford University and an M.B.A with distinction from Harvard University.

### **NEAL SCHORE**

CHAIRMAN



Neal has been a corporate executive for over twenty-five years in a variety of industries. For the past 20 years, Neal has served as a private equity backed CEO for several entrepreneurial companies which he founded and grew. Neal was the founding President and CEO of Triton Digital. Previously, Neal served as Managing Partner and CEO of Midway Marketing Group, LLC, an advisory firm servicing the private equity community to build, expand, finance, and manage portfolio companies throughout the United States. Neal was also the founding President of Brite Media Group, among other entrepreneurial executive positions.

### **RUSS CONDAS**

SENIOR VICE PRESIDENT  
DEVELOPMENT



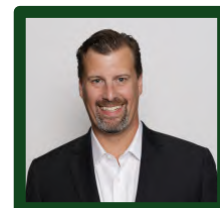
Russell Condas serves as the Senior Vice President of Development & Transactions for Lincoln Avenue Capital. He is responsible for the management and oversight of a growing department of talented development professionals with a focus on the creation and preservation of affordable and workforce housing throughout the United States.

Over the past decade, he has successfully navigated complex transactions including new construction, acquisition & preservation, historic adaptive re-use and portfolio acquisitions, totaling approximately 5,000 affordable units.

Russell holds a B.S. from University of San Diego and a M.S. in Real Estate and Construction Management from University of Denver.

### **NICK BRACCO**

VICE PRESIDENT &  
REGIONAL PROJECT PARTNER



Nick Bracco serves as Lincoln Avenue Capital's Vice President and Regional Project Partner in Virginia, Maryland, and the District of Columbia. He brings two decades of housing development expertise, and is an accomplished multifamily development executive who has managed the development and rehabilitation of more than 3,000 units. Prior to joining LAC, Nick served as Regional Vice President, Mid-Atlantic Region for a leading national owner and developer of affordable housing where he was responsible for directing the day-to-day activities on a portfolio of properties in excess of 2,000 units with total costs in excess of \$400 million. Nick holds an M.S. in Real Estate from Johns Hopkins University and a B.S. in Finance from George Mason University. He is actively involved in his community, serving as a Board President for the Northern Virginia Affordable Housing Association (NVAHA) and as an Executive Committee Member for the Affordable Housing Advisory County (AHAC) for Fairfax County.

## INVESTING IN OUR TEAM, CONTINUED

### **HANNA JAMAR**

VICE PRESIDENT  
GENERAL COUNSEL



Hanna Jamar is General Counsel & Vice President at Lincoln Avenue Capital where she manages the company's legal matters and oversees the legal structuring of the company's strategic initiatives. Prior to Lincoln Avenue Capital, Hanna worked at Levitt & Boccio, LLP, in New York, NY, representing real estate developers in a wide array of affordable housing real estate transactions, including low income housing tax credit transactions, joint ventures, mixed-use projects and other complex real estate projects and financings. She holds a B.A. from University of Kentucky and received her J.D. from Washington and Lee University School of Law.

### **BRANDON SAND**

SENIOR VICE PRESIDENT  
CONSTRUCTION



Brandon Sand leads the design, management, and execution of construction activities at Lincoln Avenue Capital. Brandon brings over 20 years of experience in design and managing the ground up construction, remodeling, and disaster services for multifamily projects across 23 states. He is a highly experienced operations professional adept in negotiation, sales, contract management, and all aspects of construction management. Prior to LAC, Brandon spent 5 years at Dominion where he oversaw \$500 million of ground up and renovation construction, totaling 2,602 new units and 4,986 remodeled units in his tenure.

# BUILDING COMMUNITIES

We serve our tenants and communities across our affordable portfolio through services and strategic improvements.

- Work closely with **local and national non-profits** and other partners for resident services (workforce development, after school programs, all-ages programming, etc.).
- **Sustain our communities and our planet** with energy efficient and environmentally friendly appliances when possible (e.g., solar panels, Energy Star appliances, 100% LED fixtures & bulbs, low-flow water fixtures, etc.).
- **Focus on creating improvements in the everyday life of tenants** (e.g., address deferred maintenance, unit renovations, etc.).

## IN OUR RESIDENTS' WORDS

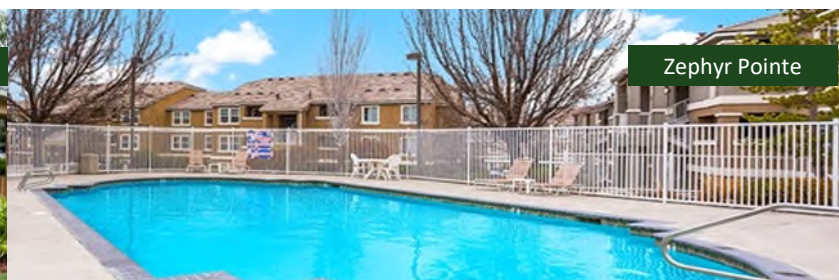
"I appreciate your kindness and understanding throughout this ordeal. You gave me peace of mind and treated me like a VIP. I am forever grateful."

"...commend you on the outstanding job... you are exactly what we need to run our very large and difficult property."

"...did a super great job and left cleaner than how I keep it... I thank you very much."



Cameron Creek Apartments



Zephyr Pointe



Whittell Pointe



Cypress Oaks Apartments



## DEDICATED TO OUR MISSION

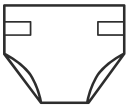
We actively seek out ways to give back to both the broader communities and our tenants.

We firmly believe that socially-minded businesses have an important responsibility to keep families safe and healthy, especially during a national crisis.

At the outbreak of the Covid-19 pandemic, Lincoln Avenue Capital identified needs and successfully provided extra support to our residents. Our team organized donations to our residents and their neighbors at the outbreak of the pandemic working with local businesses and organizations on the ground. Community actions such as these are the cornerstone of our mission-driven firm and we continue to look for opportunities to give back.



37,000  
Pounds of  
produce donated



11,000  
Diapers donated for  
resident children



9,000  
Masks donated for  
our senior residents



900  
Bottles of hand  
sanitizer donated





# Baseball Hall of Fame Afterschool Program

In partnership with Morgan Stanley and the Baseball Hall of Fame, Lincoln Avenue Capital is holding an after-school program at 5 of our properties

The program is designed to provide a safe and engaging learning experience for third through eighth graders, that teaches not only educational, but also social topics through the lens of baseball

This program is made possible through the generosity of Morgan Stanley and National Equity Fund

In this partnership, the Baseball Hall of Fame provides all necessary supplies and curriculum and LAC sources the instructors to teach the course, some being residents from the property hosting the program

Fall programming will run from October 25<sup>th</sup> to December 17<sup>th</sup> and will be piloted at:

- Allapattah Gardens in Miami, Florida (128 units)
- Orchard Place in Rochester, New York (550 units)
- Paddock on Park Row in Arlington, Texas (350 units)
- Timber Sound in Orlando, Florida (240 units)
- Zephyr Pointe in Reno, Nevada (216 units)

We are looking forward to continuing the partnership and are already planning for Spring Programming in 2022 – we are sourcing additional sites with the highest need and best fit for the program



# PARTNERSHIPS

To expand our impact, LAC is creating synergistic partnerships with local, housing authorities, non-profits, and government entities.

We've worked with public sector entities to:

- Purchase and **preserve affordability** for their existing low-income housing units,
- Convert **market-rate units to deed restricted affordable housing**,
- Deepen affordability commitments **through joint development and leasehold agreement models**,
- Enter **management or other partnership structures for affordable housing projects**,
- Access **tenant rental assistance programs** to improve financial stability for tenants, and
- Access **soft debt, alternate financing, and tax abatements** to ensure project financial feasibility.



# WHY LINCOLN AVENUE CAPITAL?

Lincoln Avenue Capital has deep experience across the housing spectrum, executing with public and private partners, and managing assets focused on lower- and middle-income households.

## TRACK RECORD

- LAC is already involved in workforce housing, having invested in two workforce housing projects - one in Everett, WA (217 units) and one in Greenville, SC (258 units), with restrictions at 80% AMI.
- 5<sup>th</sup> fastest growing affordable housing developer in the U.S. in 2020.

## EXPERIENCED TEAM

- Our team combines multifamily housing veterans (Dominium, Essex, Starwood), with top finance professionals (Goldman Sachs, JP Morgan, PNC).
- In-house originations, execution, asset management, development, and construction.

## RELATIONSHIPS

- Experience working collaboratively and creatively with the public sector.
- Extensive relationships and trust with lenders, syndicators, state and local authorities, and mission-driven investors.

## MISSION-DRIVEN

- Committed to furthering social impact along with financial returns.
- Uniquely able to bridge public sector goals with private sector risks.
- LAC has directly preserved 4,324 affordable units through the Qualified Contract process.

## CASE STUDIES

We have experience partnering with housing authorities and other entities to advance affordable and workforce housing. Selected experiences include:

### **Southern Highlands** *(City of National City)*



Southern Highlands  
San Diego Metro Area



Rica Vista, Alameda, CA  
San Francisco Metro Area

### **Rica Vista** *(Alameda Housing Authority)*

### **Gateway at Lake Jackson** *(Southeast Texas Housing Finance Corporation)*



Gateway at Lake Jackson, TX  
Houston Metro Area

## CASE STUDY: GATEWAY AT LAKE JACKSON, TX

LAC partnered with Southeast Texas Housing Finance Corporation (SETH) to preserve the long-term affordability of the mixed-income building.

### OUR STRATEGY

- Assumed a LIHTC regulatory agreement restricting 50% of units at 60% of AMI.
- Partnered with Southeast Texas Housing Finance Corporation (SETH):
  - Entered into equitable ownership partnership and ground-lease; and
  - Transferred a 73-unit Section 8 contract to the property
- LAC increased occupancy from mid-70% at acquisition (YE 2018) to 88% currently.

### MISSION-DRIVEN BENEFITS

- Long-term preservation of 80 critical affordable housing units within Greater Houston.
- Increased housing security for tenants under new Section 8 contract; residents must only pay 30% of their income to rent.

<b>PROPERTY:</b>	<b>TYPE/SIZE:</b>	<b>PARTNER:</b>
Gateway at Lake Jackson, TX	Garden-style, 160 Units	Southeast Texas Housing Finance Corporation



# CASE STUDY: RICA VISTA, ALAMEDA, CA

We are converting a market rate property to affordable housing in a region sorely lacking long-term affordable properties.

## OUR STRATEGY

- New regulatory agreement with Alameda Housing Authority and City of Alameda will restrict 70%+ of the units at the property at 80% of AMI.
- Maintains affordable housing eligibility for 32 Section 8 tenants.
- A local nonprofit foundation provided a ~\$5 million subordinate loan interest, reducing equity.

## MISSION-DRIVEN BENEFITS

- Supply of affordable housing in the city will increase by 100+ units
- Long-term affordability is guaranteed as part of a 55-year regulatory agreement.
- Qualifying units will have their rent reduced by 10-15%
- No displacement - current resident families that do not qualify due to incomes greater than 80% AMI will be grandfathered into their units. Whenever these families do move out, these units will be restricted for rental to tenants with qualifying incomes

### PROPERTY:

Rica Vista,  
Alameda, CA

### TYPE/SIZE:

Midrise,  
186 Units

### PARTNER:

Alameda  
Housing  
Authority



# CASE STUDY: SOUTHERN HIGHLANDS, CA

LAC restricted a market rate property to households earning 60% AMI and is now in process of a tax-credit rehabilitation to upgrade the units.

## OUR STRATEGY

- Working closely with the City of National City to implement a regulatory agreement that restricts 100% of the units at the property at 60% of AMI.
- The property was purchased from leading nonprofit Community Housing Works. Bridge financing was obtained through National Equity Fund, and LAC is now advancing applications for a tax-credit rehabilitation to upgrade units and common areas.
- As part of the tax credit rehabilitation, LAC is entering into a partnership with a local nonprofit.

## MISSION-DRIVEN BENEFITS

- Helps relieve some of the growing rental price pressures in the community as a result of continued growth in the San Diego metropolitan area.
- Increase of 151 affordable units at no cost to City of National City.
- Tax credit rehabilitation will improve sustainability and tenant quality of life.

### PROPERTY:

Southern  
Highlands,  
National City, CA

### TYPE/SIZE:

151 Units

### PARTNER:

City of National  
City, CA





# Property Management

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THE FRANKLIN  
JOHNSTON  
GROUP™



FRANKLIN  
JOHNSTON  
GROUP

HOME  
MORTGAGE

RAYMOND JAMES

ATM

EXIT



# OUR MISSION

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## **WE BELIEVE IN BETTER.** BETTER TEAMS, BETTER RELATIONSHIPS AND A BETTER EXPERIENCE.

Our mission is about far more than developing and managing apartment homes. We've created a company known for quality, for creating more satisfying lifestyles and for serving people. We develop superior communities while being a partner and employer of choice.

At The Franklin Johnston Group, our innovative teams embrace excellence while creating communities that tell a unique story. We develop and manage with uncompromising standards. We value career growth, earning the coveted distinction as one of the best places to work. The Franklin Johnston Group is developing and managing the future of apartment home living.





# OUR CORE VALUES

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**OUR MISSION** IS ACHIEVED BECAUSE  
**OUR TEAM MEMBERS** EMBODY OUR  
CORE VALUES.

From the start, our founders wanted to create a company based on the core values of commitment, knowledge, teamwork, character, communication and balance. These values are instilled in our team members from the beginning and in doing so we have created a positive environment with a culture of employees that work together to strive for excellence and love to give back to their community.



***“Excellence is our goal in everything we do. It must be apparent to everyone we serve. As one of our core values states: Commitment – our passion is people. Excellence in service is the key to our success.”***

**WENDELL FRANKLIN**

Chairman & CEO







# OUR HISTORY

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## OUR CORE VALUES LEAD TO OUR GROWTH AND CONTINUED SUCCESS.

The Franklin Johnston Group was founded in 2013, a portfolio of 24 properties and 3,551 residential units. Within the next 24 months, several strategic partners transferred management of their assets to TFJG - tripling our size. The result is a portfolio with more than 115 communities and over 19,000 units throughout the Mid-Atlantic and Southeast. And we're still growing.

TFJG's in-depth experience and nimble structure allowed each addition to the management portfolio to come on board quickly and efficiently, minimizing disruption to residents, and improving financial returns for owners and investors.







EXPERTISE  
*like no other*





# OUR EXPERIENCE

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## UNPARALLELED KNOWLEDGE AND DIVERSITY OF EXPERIENCE.

The Franklin Johnston Group was founded by veterans of the multifamily industry – Wendell Franklin, Tom Johnston, Taylor Franklin and Steve Cooper. Our executives have a decades-long track record of success developing and managing in the multifamily sector.

Department leaders have years of experience managing multifamily communities – many started at the property level, learning the business from the ground up.









# OUR MANAGEMENT

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From our founding, TFJG has focused exclusively on developing and managing multifamily real estate. Our laser focus on this single asset class has allowed us to build a best in class management platform, creating operational efficiencies and deepening our resources in the markets where we operate. As owner-operators ourselves, we know how important it is to understand and execute on the unique investment objectives of each project and then manage with our partners' investment objectives in mind.

At TFJG, we prioritize resident satisfaction and attribute our success to the level of service and attention to detail provided to both current and prospective residents. Because of the experience of the teams we've assembled, we are able to deliver exceptional quality and value to our residents.

***"We are in the people business, not the real estate business. The way we manage our company and communities needs to come from a people standpoint."***

**CHRIS MCKEE**  
President





# GIVING BACK

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## A CULTURE OF CARING THAT RESONATES THROUGHOUT EVERYTHING WE DO.

Partnering with our team members to make a positive, sustainable change in others' lives is high priority on the business regimen at TFJG. Giving back to the community financially and providing opportunities for our employees to give their time has been important to the company since it was founded and is something that will continue to be a part of who we are.

Company volunteer opportunities enabled TFJG team members to clock in over 200 volunteer hours in 2019. That same year, the company gave more than \$125,000 in donations toward local nonprofits and won the Community Impact Award from CoVaBiz. In 2020 they won the Silver Trailblazer Award from the United Way for their direct and payroll contributions.

***“Successful businesses are defined by much more than annual profits. Innovative leaders understand their organizations have a unique opportunity to give back to the communities where they live and work.”***

**TAYLOR FRANKLIN**  
Chief Operations Officer





ELECTRIC  
ROOM





PERFECTION  
*where it counts*

# COMPANY AWARDS

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## **2014 / 2015**

Top 10 to Watch Award  
Community of the Year - Market Rate  
Community of the Year - Tax Credit  
Best Clubhouse  
Top Places to Work  
United Way Gold Trailblazer Award

## **2016 / 2017**

Multifamily Developer of the Year  
Community Team of the Year Award

## **2018 / 2019**

Community of the Year Honorable Mention  
The Power List - COO/President  
Community of the Year - Tax Credit  
Best of Business Award  
Community Impact Award  
The Power List - COO/President  
Roaring 20 Honoree  
#5 Best Places to Work in Multifamily

## **2020**

#4 Best Places to Work in Multifamily for Women  
Community of the Year - Tax Credit  
Community of the Year - Senior  
The Power List, COO  
United Way Silver Trailblazer Award  
Top Places to Work  
Roaring 20 Honoree





THE FRANKLIN JOHNSTON  
GROUP





# THROUGH THE YEARS 2013 - 2020

2013

TFJG founded with a portfolio of 24 Communities & 3,551 Units throughout Virginia & North Carolina

2014 - 2015

Hampton Roads Chamber Top 10 to Watch Award

Corporate office expands

Completed Developments: Shorehaven Apartments & Pointe at Pickett Farms

Inside Business Top Places to Work

United Way Gold Trailblazer Award

Expanded management to Georgia



## 2016 - 2017

## 2018 - 2019

## 2020

Completed Developments:  
Southern Pine, Aquia 15 &  
Clairmont at Campostella

Launched TFJG Be The  
Solution Campaign

Reached a total of a billion dollars  
in assets under management

Received Multifamily  
Developer of the Year

Second corporate office opens in  
Northern Virginia & Virginia Beach  
corporate office expands

Surpassed 500 team members  
& 100 communities managed

Completed Development:  
Two Hundred West

CoVa Best of Business Award

TFJG announces internal mascot,  
BEE the Solution

CoVa Community Impact Award

Inside Business Roaring 20 Honoree

Ranked #5, Nationally in Best  
Places to Work in Multifamily

Donated over 125k to non-profits

Expanded management to Florida,  
Maryland & Rhode Island

Ranked #4, Nationally in  
Best Places to Work in  
Multifamily for Women

Completed Developments:  
The Renaissance  
& Coastal 61

United Way Silver  
Trailblazer Award

Inside Business Top  
Places to Work

Inside Business  
Roaring 20 Honoree

THE FRANKLIN JOHNSTON GROUP

# EXECUTIVE BIOS

VIRGINIA REGION



THE FRANKLIN  
JOHNSTON  
GROUP™

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TFJG has an elite group of experienced and diverse professionals in the functional areas of operations, accounting, information technology, compliance, human resources, legal and marketing. This team provides continuous direction and support to the on-site teams.

TFJG's Northern Virginia region includes properties in Virginia, Maryland, DC, and Rhode Island. Laurie, Vice President of Operations, oversees the day-to-day operations of the region, including management of three Regional Managers, a Marketing and Leasing Specialist. Abbreviated resumes for TFJG's executive leadership team is noted below.

**CHRIS MCKEE, PRESIDENT**, is based in Virginia Beach, VA and is responsible for overseeing the development and execution of an organizational strategy aimed at maximizing the financial performance of each community managed by The Franklin Johnston Group and, by extension, ensuring the consistent profitability of the management company itself. Prior to joining The Franklin Johnston Group, Chris was Managing Director of Multifamily Asset Management at Harbor Group International. His previous professional experience includes more than fifteen years in strategic leadership positions within the multifamily sector including: private owner/operators, publicly-held REITs and multiple Big 6 firms. Chris holds a Master of Science in Real Estate and Construction Management from The University of Denver and a B.S.B.A. with concentrations in Finance and Real Estate from Colorado State University. In each of the last two years, Chris was a guest speaker for the E.V. Williams Center for Real Estate at Old Dominion University where he spoke on the outlook for multifamily real estate in the Hampton Roads market.

**MATT HACKER, SENIOR VICE PRESIDENT OF PROPERTY OPERATIONS**, is based in Virginia Beach, VA and has spent his entire career in the Multifamily industry. He joined The Franklin Johnston Group in 2014 as a Community Manager and quickly moved up through the company holding Senior Community Manager and Portfolio Manager roles before being promoted to SVP of Property Operations in 2018. He is responsible for managing and mentoring our VPs of Property Operations and our Regional Managers and is directly and indirectly responsible for the oversight our entire portfolio of over 19,000 units of conventional, affordable and senior properties down the East Coast. In his role, Matt also maintains and grows our current owner relationships and continuously creates value for those partners, while also playing large role in research and execution for prospective and new properties and clients as well. Matt holds a B.S. in Property Management with a minor in Business Leadership from Virginia Tech, and is a candidate for the Certified Property Manager designation from the Institute of Real Estate Management.

**LURIE AREHART, VICE PRESIDENT OF PROPERTY OPERATIONS**, is based in Arlington, VA and is currently responsible for a portfolio of approximately 4,000 units across 20+ assets of conventional, affordable (with various types of financing; LIHTC, Project Based Section, HOME funding types, Bond and more), and senior affordable properties. In her role, she is tasked with maximizing the financial performance of each asset and continuously creating value for ownership, while simultaneously ensuring the development and execution of an effective asset preservation strategy that assures the condition and appearance of the physical property for the long-term.

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**JAMES NOEL, SENIOR VICE PRESIDENT/GENERAL COUNSEL**, is based in Virginia Beach, VA and is responsible for overseeing the company's legal and insurance divisions. In his role, he provides legal guidance to the company, its executives, and its employees in all areas of operations, development, and dispositions. He also administers the company's risk management and insurance program for its owned and managed properties. James holds a Bachelor's degree from the University of Virginia, a law degree from William and Mary Law School, and is a graduate of the Financial Management Executive Education Program at UVA's Darden School of Business and the Mini MBA for In-House Counsel Program at Boston University's Questrom School of Business. He continues to be named to Virginia Business Magazine's list of "Legal Elite," and is an active member of the Hampton Roads Chamber Regional Board, and the Board of Directors of Junior Achievement of Greater Hampton Roads, ACCESS College Foundation, CIVIC Leadership Institute, Virginia Beach Vision, and the Virginia Gentlemen Foundation. James is a graduate of the LEAD Hampton Roads Signature Program and the CIVIC Leadership Institute, and served as a Virginia Beach Neptune Festival Triton under King Neptune XLV.

**CHRISTEN FAATZ, SENIOR VICE PRESIDENT - CORPORATE FINANCE & ACCOUNTING**, is based in Virginia Beach, VA and is responsible for all of The Franklin Johnston Group's internal financial activities including budgeting and strategic planning, treasury/banking, cash management, oversight of the company's 401k investments, audit/tax and various other finance and accounting functions related to the corporate entity and the group's owned assets. Prior to her current position, Christen served as the VP of Operations during a tremendous growth phase of the company, when the group assumed management of an additional 11,000 apartment units, doubling the portfolio. She was responsible for onboarding those assets as well as overseeing budgeting for all properties under management, policy creation, standardization and implementation and various special projects with the development team. Christen joined The Franklin Johnston Group as Director of Corporate Strategy in March 2015 after a number of years working for members of the Virginia General Assembly. Christen is a graduate of the University of Virginia and received her MBA from The Mason School of Business at the College of William & Mary. She currently serves on the Region 5 Board of GO Virginia, a bipartisan, business-led economic development initiative that is changing the way Virginia's diverse regions collaborate on economic and workforce development activities.

**MARIE PEACE, SENIOR VICE PRESIDENT - CHIEF COMPLIANCE OFFICER**, is based in Richmond, VA and has been with The Franklin Johnston Group since its inception in 2013 and has over 25 years in the Multifamily industry. She formed the Compliance department at TFJG, now managing a team of five who oversee all facets of compliance for 85 affordable communities with multiple funding layers consisting of tax credit, HUD, HOME, FDIC and bonds. Marie has been a trainer and/or panelist at the Governor's Conference, MA-AHMA Conference, CAHEC Conference and done multiple webcasts with other professionals in the industry. Her certifications include: HCCP (Housing Credit Certified Professional), C3P (Certified Credit Compliance Professional), NCP (National Compliance Professional) and FHS (Fair Housing Specialist).



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**RIAN CUTHRIELL, VICE PRESIDENT OF HUMAN RESOURCES**, is based in Virginia Beach, VA and has been with The Franklin Johnston Group since 2013, its founding year. She began with the company as a Regional Property Manager and has 20 years of experience in property management. Rian quickly grew in her role as a leader with a strong understanding of all facets of our industry, and as TFJG quickly grew, it made her the perfect fit to develop and manage a Human Resources Department for the company. Since acquiring her role, Rian has built a full HR team overseeing recruiting, onboarding, payroll, benefits, HR policy and employee relations for over 500 employees. As her role continuously evolves and expands as the company grows, Rian consistently meets and exceeds expectations. Rian has a passion for creating and maintaining a positive company culture for all team members. It is that passion that earned her The Wendell C. Franklin Award of Excellence in 2017. In her free time, Rian enjoys giving back to the community and she is a founding and active member of the Circle in the Bridge, a fundraising group for the Children's Hospital of the King's Daughters.

**ANGIE LOMBARDI, VICE PRESIDENT OF MARKETING**, is based in Virginia Beach, VA and is responsible for the strategic marketing and leasing of TFJG's largest region, including all of Hampton Roads and Richmond, and has marketing oversight of the entire portfolio of 19,000+ units from Florida to Rhode Island to ensure strategies meet TFJG's standards. Angie has 20 years of experience in sales and marketing, 12 of which are in the multifamily industry and has worked directly with property management professionals throughout the Hampton Roads market. Prior to joining The Franklin Johnston Group, she worked in the Apartments.com Division of CoStar Group, consulting over 170 clients in regards to maximizing the effectiveness of their online marketing strategy. Her past experience has been in high profile sales positions within merchandizing companies whose primary focus was the multifamily sector. Angie is very active with Virginia Apartment Management Association and serves on it's Board and Advisory Committee for the Hampton Roads Chapter. Very passionate about animals, Angie serves as Vice Chair on the Board of Directors for the Virginia Beach SPCA. She is a graduate of Old Dominion University where she holds a Bachelor's degree in Business Administration with a concentration in Marketing.

**RONDA COLEMAN, VICE PRESIDENT OF PROPERTY ACCOUNTING**, is based in Virginia Beach, VA. She joined the team as Controller in December 2018 and was subsequently promoted to VP of Property Accounting. Ronda has twenty years of experience in the multifamily industry and is responsible for all things accounting and finance for The Franklin Johnston Group. Prior to joining the company, she built and led outstanding teams that added significant enterprise value within Great Atlantic and Harbor Group. Ronda holds a Bachelors in Business administration with a specialization in Accounting and a master of business administration from Troy University.

**JENNIFER MCCARTHY, VICE PRESIDENT OF OPERATIONS SUPPORT**, is based in Virginia Beach, VA and has been with The Franklin Johnston Group since 2016. She began with the company as an Insurance Administrator before being promoted to VP of Operations Support, overseeing a team of four. In her current role, Jennifer manages multiple areas including risk management, legal support, crisis management and oversees operation support services, the transition of new assets, policy creation and corporate marketing. She holds a Bachelor of Science degree from Old Dominion University and a Certified Insurance Services Representative (CISR) designation from The National Alliance of Insurance Education and Research. Jennifer continuously looks for ways to enhance her education and knowledge base and is currently working towards her Certified Insurance Counselor (CIC) also from The National Alliance of Insurance Education and Research.



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300 32nd Street, Suite 310, Virginia Beach, VA 23451  
[TheFranklinJohnstonGroup.com](http://TheFranklinJohnstonGroup.com)

*Revision Date: January 2021*

# General Contractor

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# HARKINS MULTIFAMILY QUALIFICATIONS

**SUBMITTED TO**



LINCOLN AVENUE CAPITAL

**Lincoln Avenue Capital**

Nick Bracco

401 Wilshire Boulevard, Suite 1070

Santa Monica, CA 90401

**SUBMITTED BY**



**HARKINS**

**Harkins Builders, Inc.**

Steve Rubin

10490 Little Patuxent Parkway, Suite 400

Columbia, MD 21044

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## HARKINS MULTIFAMILY QUALIFICATIONS

1. Corporate Overview
2. LIHTC Experience
3. Multifamily Experience
4. Bonding Capacity
5. Certificate of Insurance
6. Project Team



**HARKINS**  
BUILDING EXCEPTIONAL



# CORPORATE OVERVIEW



**HARKINS**  
BUILDING EXCEPTIONAL

Founded in 1965, Harkins is an employee-owned construction company serving clients engaged in the development of multifamily, commercial, and government projects. We are the leader in the markets we serve, crediting our success to the shared values that guide our work and our relationships.

### QUICK FACTS



**1965 YEAR  
FOUNDED**



**10 YEARS AVERAGE  
EMPLOYEE  
TENURE**



**250 TOTAL  
EMPLOYEES**



**\$400M ANNUAL  
VOLUME**



**30 CURRENT  
PROJECTS**

### WHAT WE BUILD



#### COMMERCIAL

Base building construction, tenant fit-out services, garages, warehouses, dormitories, medical, health care, mission critical, military, and retail.



#### GOVERNMENT

Operational buildings, housing, military, dormitories, reserve centers, mission critical facilities, and office spaces.



#### MULTIFAMILY

Affordable, townhomes, garden apartments, mid-rise and high-rise apartments, mixed-use, podium, wrapper, market rate apartments, renovation, and senior living facilities.

### LOCATIONS



#### NORTHEAST

575 E SWEDES FORD ROAD, STE 100  
WAYNE, PA 19087  
Serving Southeastern Pennsylvania,  
New Jersey, and Delaware

#### HEADQUARTERS

10490 LITTLE PATUXENT PARKWAY, STE 400  
COLUMBIA, MD 21044  
Serving Maryland, Virginia, West Virginia, and  
District of Columbia

#### SOUTHEAST

1900 SOUTH BOULEVARD, STE 105  
CHARLOTTE, NC 28203  
Serving the Carolinas

### RANKINGS

**#264** CONTRACTORS  
**ENGINEERING**  
*July* **NEWS-RECORD**  
*2021* **TOP 400**

**#24** LARGEST CONTRACTORS  
**WASHINGTON**  
*March* **BUSINESS JOURNAL**  
*2021* **TOP 30**

**#70** HOUSING GIANTS  
**PROFESSIONAL**  
*May/June* **BUILDER**  
*2021* **TOP 259**

MARYLAND  
**THE DAILY RECORD**  
CONSTRUCTION AND  
REAL STATE  
GENERAL CONTRACTOR  
*Excellence in Construction*  
*August 2020*

**#70**  
**Professional  
Builder**  
HOUSING  
GIANTS  
TOP 259  
*May/June 2021*

**#24**  
**NMHC**  
LARGEST  
BUILDERS  
TOP 25  
*April 2020*

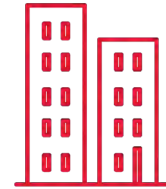
**ENGINEERING  
NEWS-RECORD**



**#264**  
CONTRACTORS  
TOP 400  
*July 2021*



**#48**  
GREEN BUILDING  
CONTRACTORS  
TOP 100  
*September 2020*



**#25**  
MID-ATLANTIC  
CONTRACTORS  
TOP 100  
*August 2021*

**BUILDING  
DESIGN + CONSTRUCTION**

**#21**  
MULTIFAMILY  
CONTRACTOR FIRMS  
TOP 95  
*November 2020*

**#73**  
BIM  
CONTRACTORS  
TOP 85  
*October 2018*

**#90**  
CONTRACTOR  
FIRMS  
TOP 135  
*November 2020*

**#28**  
MILITARY  
CONTRACTORS  
TOP 40  
*October 2018*

**BALTIMORE  
BUSINESS JOURNAL**

**#6** LARGEST CONTRACTORS  
IN GREATER BALTIMORE  
TOP 25  
*April 2021*

**#12** PRIVATE COMPANIES  
IN GREATER BALTIMORE  
TOP 100  
*August 2021*

**WASHINGTON  
BUSINESS JOURNAL**

**#24**  
LARGEST CONTRACTORS  
IN GREATER DC  
TOP 30  
*March 2021*

**PHILADELPHIA  
BUSINESS JOURNAL**

**#24**  
LARGEST CONTRACTORS  
IN PHILLY REGION  
TOP 25  
*May 2021*



LIHTC EXPERIENCE



# LIHTC EXPERIENCE



**HARKINS**  
BUILDING EXCEPTIONAL

**LIHTC / HUD PROJECTS (Since 2000)**

233 projects

22,473 units / 24,451,485 gsf

\$2,212,846,189

PROJECT NAME LOCATION	FINANCING TYPE	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
The Spire Alexandria, VA	VHDA	AHC Inc. Cunningham   Quill	113 units / 165,957 gsf Apartments	\$30,045,555 03/26/2021
Culpepper Garden I Renovations Arlington, VA	VHDA	Arlington Retirement Housing Corporation Grimm + Parker Architects	210 units / 156,480 gsf Independent Living	\$22,700,000 09/25/2020
The Berkeley Arlington, VA	VHDA	AHC Inc. MTFA Architecture, Inc	256 units / 373,050 gsf Apartments	\$56,700,000 07/03/2020
Jackson Ward Apartments Richmond, VA	VHDA	Enterprise Community Development Grimm + Parker Architects	154 units / 146,182 gsf Apartments	\$22,660,085 06/15/2020
Colonial Village West Arlington, VA	VHDA	AHC Inc. Zavos Architecture & Design	70 units / 69,346 gsf Apartments	\$5,598,990 10/04/2019
St. James Plaza Alexandria, VA	VHDA	AHC Inc. Cunningham   Quill	93 units / 149,200 gsf Apartments; Retail	\$22,700,000 03/02/2018
Wexford Manor Apartments B Falls Church, VA	VHDA	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	36 units / 35,001 gsf Apartments	\$3,552,959 10/20/2017
Wexford Manor Apartments A Falls Church, VA	VHDA	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	38 units / 35,001 gsf Apartments	\$4,012,000 04/28/2017
Woodbury Park Apartments Arlington, VA	VHDA	AHC Inc. O'Neill Architects, Inc. (Formerly Collins &	364 units / 349,297 gsf Apartments	\$30,960,296 11/15/2016
Wicklow Apartments Fredericksburg, VA	VHDA	Osprey Property Company LLC Winks Snowa Architects	96 units / 98,880 gsf Apartments	\$3,565,267 02/17/2016
Jackson Crossing Alexandria, VA	VHDA	AHC Inc. Bonstra   Haresign Architects	78 units / 106,165 gsf Apartments; Retail	\$16,100,000 12/18/2015
Buckingham Village Parcel B Arlington, VA	VHDA	Telesis Corporation Wiencek + Associates - Gaithersburg Office	48 units / 44,003 gsf Apartments	\$5,599,293 07/15/2015
Victoria Park at Woodbridge Woodbridge, VA	VHDA	Osprey Property Company LLC Winks Snowa Architects	110 units / 91,272 gsf Independent Living	\$2,639,510 06/09/2015
The Shell Arlington, VA	VHDA	AHC Inc. Cunningham   Quill	83 units / 167,730 gsf Apartments; Parking; Retail	\$21,325,902 03/16/2015
Riverwoods at Lake Ridge Woodbridge, VA	VHDA	Osprey Property Company LLC KTGY Group, Inc.	72 units / 142,370 gsf Apartments	\$10,025,000 10/31/2014
Shreveport Ridge Ashburn, VA	VHDA	TM Associates/Windy Hill LeMay Erickson Willcox Architects	98 units / 116,295 gsf Townhomes	\$11,000,000 10/23/2014
Suburbia Fairfax Fairfax, VA	VHDA	Enterprise Community Development Wiencek + Associates	54 units / 55,500 gsf Apartments	\$3,050,613 08/31/2012

PROJECT NAME LOCATION	FINANCING TYPE	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Buckingham Village III Arlington , VA	VHDA	Telesis Corporation Wienczek + Associates - Gaithersburg Office	92 units / 93,825 gsf Apartments	\$10,605,702 12/29/2011
Tripod Housing Scattered Sites Arlington, VA	VHDA	AHC Inc. Zavos Architecture & Design	103 units / 94,890 gsf Apartments	\$5,117,543 09/30/2011
The Jordan Arlington, VA	VHDA	AHC Inc. Bonstra   Haresign Architects	90 units / 97,588 gsf Apartments; Retail	\$11,567,393 08/05/2011
Columbia Grove Arlington, VA	VHDA	Arlington Partnership for Affordable Housing O'Neill Architects, Inc. (Formerly Collins &	208 units / 180,600 gsf Apartments	\$6,506,840 11/16/2009
The Shelton Arlington, VA	VHDA	AHC Inc. Bonstra   Haresign Architects	94 units / 141,788 gsf Apartments; Parking	\$18,046,734 09/05/2008
Gates of Ballston Community Center Arlington, VA	VHDA	AHC Inc. O'Neill Architects, Inc. (Formerly Collins &	9,918 gsf Community Center	\$2,672,172 05/29/2008
Chesterbrook Residences McLean, VA	VHDA	Chesterbrook Residences, Inc. Grimm + Parker Architects	97 units / 72,854 gsf Assisted Living	\$8,750,524 06/06/2007
Gates of Ballston Arlington, VA	VHDA	AHC Inc. O'Neill Architects, Inc. (Formerly Collins &	464 units / 425,595 gsf Apartments	\$29,103,956 08/19/2006
Gates of Ballston - Condo Arlington, VA	VHDA	AHC Inc. O'Neill Architects, Inc. (Formerly Collins &	19 units / 22,800 gsf Apartments	\$2,933,361 07/31/2006
Orchard Mills Dale City, VA	VHDA	Orchard Development Corporation Pinnacle Design & Consulting, Inc.	280 units / 320,121 gsf Apartments	\$14,560,000 10/31/2004
The Landings @ Markham's Grant III Woodbridge, VA	VHDA	National Housing Corporation Warner & Associates	162 units / 180,539 gsf Apartments	\$8,543,726 07/24/2003
Maple Avenue Apartments Purcellville, VA	VHDA	Orchard Development Corporation Design Collective, Inc.	60 units / 80,064 gsf Apartments	\$4,130,000 08/30/2002
Sky Terrace Town Homes Stafford, VA	VHDA	RST Development, LLC Warner & Associates	187 units / 280,690 gsf Townhomes	\$11,740,000 02/28/2002
Crestview Apartments Fredericksburg, VA	VHDA	National Housing Corporation Warner & Associates	180 units / 220,382 gsf Apartments	\$8,986,530 07/31/2000
Stonegate Apartments Stafford, VA	VHDA	National Housing Corporation Warner & Associates	180 units / 224,169 gsf Apartments	\$8,811,794 06/01/2000
2nd DC Co-op Project Washington, DC	Tax Credit Other	E & G Group, LLC Atelier Architects	79 units / 62,094 gsf Apartments	\$6,977,434 10/01/2014
Milestone on 2nd Street Washington, DC	Tax Credit Other	E & G Group, LLC	51 units / 36,608 gsf Apartments	\$3,893,236 08/25/2014
Alician Apartments Upper Darby, PA	PHFA	Nolen Properties, LLC Kramer & Marks Architects	53 units / 51,000 gsf Independent Living	\$7,700,000 01/20/2017
VHDC AP54 Scattered Bethlehem, PA	PHFA	Lehigh County Housing Authority Portner & Hetke Architects	51 units / 52,730 gsf Apartments	\$3,640,270 07/19/2013

PROJECT NAME LOCATION	FINANCING TYPE	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Fairview Village Phoenixville, PA	PHFA	Pennrose Properties, LLC KSM Architects	36 units / 44,815 gsf Townhomes	\$7,089,935 06/26/2013
Derstine Run Hatfield, PA	PHFA	Advanced Living Communities Casaccio Architects, LLC	60 units / 53,633 gsf Independent Living	\$8,666,619 06/03/2011
Mary Taylor House at The Hickman West Chester, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	60 units / 60,555 gsf Independent Living	\$8,495,746 11/06/2010
Delaware County Fairgrounds, Phase II Chester, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	71 units / 94,032 gsf Townhomes	\$15,081,875 11/02/2010
Overlook Park Phase 2B Allentown, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	50 units / 60,500 gsf Townhomes	\$9,508,324 11/30/2009
Overlook Park Community Center Allentown, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	14,253 gsf Community Center	\$3,204,692 10/23/2009
Delaware County Fairgrounds, Phase I Chester, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	73 units / 94,225 gsf Townhomes	\$13,844,460 02/18/2009
Overlook Park Phase 1A Allentown, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	80 units / 95,763 gsf Townhomes	\$13,012,399 12/27/2008
Overlook Park Phase 2A Allentown, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	60 units / 72,242 gsf Townhomes	\$10,844,930 11/29/2008
Overlook Park Phase 1B Allentown, PA	PHFA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	79 units / 93,237 gsf Townhomes	\$12,000,000 12/29/2007
Park View at Cheltenham Elkins Park, PA	PHFA	Brightview Senior Living Kitchen & Associates	75 units / 68,196 gsf Independent Living	\$6,610,396 07/25/2006
Jamestown Village Reading, PA	PHFA	The Wishcamper Group LLC The Architectural Team, Inc.	275 units / 261,277 gsf Apartments	\$6,195,000 10/08/2005
York Commons York, PA	PHFA	Brightview Senior Living Kitchen & Associates	102 units / 116,766 gsf Apartments	\$6,983,965 12/11/2004
Upland Terrace Upland, PA	PHFA	Pennrose Properties, LLC KSM Architects	51 units / 61,733 gsf Townhomes	\$5,992,121 11/24/2004
French Creek Manor Phoenixville, PA	PHFA	Pennrose Properties, LLC KSM Architects	70 units / 81,762 gsf Independent Living	\$6,249,593 11/17/2004
Jefferson School Apartments Pottstown, PA	PHFA	Pennrose Properties, LLC KSM Architects	46 units / 52,773 gsf Independent Living	\$4,644,855 06/30/2003
Highland Homes Wayne, PA	PHFA	Pennrose Properties, LLC KSM Architects	50 units / 51,957 gsf Apartments	\$4,592,960 01/06/2003
Wellington Ridge Phase II Chester, PA	PHFA	Pennrose Properties, LLC Torti Gallas and Partners, Inc	54 units / 66,692 gsf Townhomes	\$5,989,211 07/19/2002
Hanover Residences Hanover, PA	PHFA	Pennrose Properties, LLC Stuart & Associates Architects	70 units / 141,286 gsf Apartments	\$7,870,000 01/15/2002

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Pheasant Hill Estates II Harrisburg, PA	PHFA	Beacon Residential Properties Kitchen & Associates	48 units / 33,522 gsf Independent Living	\$2,436,161 10/16/2001
Studevan School Apartments Darby, PA	PHFA	Pennrose Properties, LLC KSM Architects	36 units / 37,002 gsf Independent Living	\$2,750,000 03/05/2001
Pennsburg Commons - Phase I Pennsburg, PA	PHFA	Pennrose Properties, LLC Kramer & Marks Architects	50 units / 65,160 gsf Townhomes	\$5,133,551 01/09/2001
Pheasant Hill Estates Exteriors Harrisburg, PA	PHFA	Beacon Residential Properties Kitchen & Associates	48 units Independent Living	\$1,263,697 12/06/2000
Limerick Greene Elderly Limerick, PA	PHFA	Pennrose Properties, LLC Kramer & Marks Architects	80 units / 73,913 gsf Independent Living	\$5,740,000 06/10/2000
Monument East Baltimore, MD	HUD RAD	The Community Builders, Inc Quinn Evans	170 units / 136,000 gsf Apartments	\$19,953,492 02/28/2020
Merritt Mill Townhomes Salisbury, MD	HUD RAD	Pennrose Properties, LLC Moseley Architects	75 units / 82,567 gsf Apartments	\$13,339,161 12/12/2019
Chase House Baltimore, MD	HUD RAD	Homes for America, Inc. Quinn Evans	189 units / 164,809 gsf Apartments	\$16,128,462 12/14/2017
Waverly House Bethesda, MD	HUD RAD	Housing Opportunities Commission of Montgomery County (HOCMC)	157 units / 134,067 gsf Independent Living	\$12,149,536 10/18/2017
Stone Grove Crossing Salisbury, MD	HUD RAD	Pennrose Properties, LLC Architecture by Design	84 units / 90,105 gsf Apartments	\$11,080,000 06/29/2017
Arcola Towers Silver Spring, MD	HUD RAD	Housing Opportunities Commission of Montgomery County (HOCMC)	141 units / 102,716 gsf Independent Living	\$9,213,655 04/26/2017
The Brentwood Baltimore, MD	HUD RAD	Telesis Corporation - Baltimore Moseley Architects	150 units / 104,649 gsf Apartments	\$13,913,694 04/14/2017
Allendale Apartments Baltimore, MD	HUD RAD	Enterprise Community Development Moseley Architects	164 units / 145,000 gsf Apartments	\$10,770,873 10/26/2016
Cumberland Gardens Phase 3 Allentown, PA	HUD RAD	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	56 units / 59,995 gsf Townhomes	\$6,863,528 01/06/2016
Madera Apartments Baltimore, MD	HUD RAD	AHC Inc. Moseley Architects	47 units / 44,536 gsf Apartments	\$2,716,060 12/31/2015
Cumberland Gardens Allentown, PA	HUD RAD	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	200 units / 203,196 gsf Townhomes	\$24,010,434 08/28/2015
Laurel Towers Apartments Harrisburg, PA	HUD Other	Volunteers of America Miner Feinstein Architects	86 units / 62,100 gsf Apartments	\$2,789,235 02/09/2018
Basilica Place Renovation Baltimore, MD	HUD Other	Catholic Charities Moseley Architects	201 units / 163,486 gsf Independent Living	\$5,409,422 05/20/2016
Locust House Westminster, MD	HUD Other	Enterprise Community Development Architecture by Design	98 units / 73,457 gsf Independent Living; Apartments	\$2,937,684 03/08/2015

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Edgewood Terrace IV Washington, DC	HUD Other	Enterprise Community Development Wienczek + Associates	1,500 gsf Apartments	\$2,092,341 11/26/2014
Cumberland Gardens Phase 2 Allentown, PA	HUD Other	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	70 units / 74,136 gsf Townhomes	\$8,417,514 10/17/2014
Cumberland Gardens Phase 1B Allentown, PA	HUD Other	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	60 units / 62,059 gsf Townhomes	\$6,248,212 09/24/2012
Cumberland Gardens Phase 1A Allentown, PA	HUD Other	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	14 units / 7,006 gsf Community Center	\$2,481,180 05/02/2011
Orchard Ridge Rental Phase I Baltimore, MD	HUD Other	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	100 units / 111,823 gsf Townhomes	\$13,340,871 07/31/2008
Cherry Hill Homes Design-Build Baltimore, MD	HUD Other	A&R Development / Academic Privatization / Harkins LLC	157 units / 144,086 gsf Townhomes	\$12,807,270 03/01/2001
Abingdon Senior Housing Abingdon, MD	HUD Grant	Catholic Charities Moseley Architects	76 units / 62,404 gsf Independent Living	\$5,228,121 05/11/2007
Pusey Estates Upland, PA	HUD Grant	Pennrose Properties, LLC KSM Architects	77 units / 96,004 gsf Townhomes	\$10,294,858 05/25/2005
Gainesville Apartments Washington, DC	HUD Grant	Kriegsfeld Corporation A.R. Myers & Associates	65 units / 89,971 gsf Apartments	\$4,031,722 12/31/2003
Walter E. Washington Estates 42 Washington, DC	HUD Grant	CEMI-Ridgecrest Navy Marshall & Associates, PC	42 units / 93,474 gsf Townhomes	\$7,248,942 12/31/2001
Calcon Gardens Sharon Hill, PA	HUD Grant	Pennrose Properties, LLC KSM Architects	50 units / 87,292 gsf Townhomes	\$5,768,602 12/21/2001
Riviera Apartments Baltimore, MD	HUD Grant	Pennrose Properties, LLC Quinn Evans	55 units / 94,165 gsf Apartments	\$6,050,000 10/06/2000
Creekstone Apartments Phase III Pasadena, MD	HUD 221(d)(4)	Murn Development, LLC Henneman & Assoc	216 units / 301,057 gsf Apartments	\$38,529,917 06/18/2021
Homes at Fountain Green Bel Air, MD	HUD 221(d)(4)	Homes for America, Inc. Grimm + Parker Architects	72 units / 82,451 gsf Apartments	\$12,161,602 03/01/2021
Beechtree Apartments Prince Frederick, MD	HUD 221(d)(4)	Beechtree Apartments, LLC Henneman & Assoc	249 units / 327,590 gsf Apartments	\$40,714,902 09/15/2020
Woodfall Greens Brooklyn Park, MD	HUD 221(d)(4)	Enterprise Community Development Grimm + Parker Architects	230 units / 276,560 gsf Apartments	\$32,353,785 05/17/2019
Enclave at Box Hill Phase II Abingdon, MD	HUD 221(d)(4)	Bavar Properties Group, LLC Henneman & Assoc	149 units / 215,040 gsf Apartments	\$21,022,921 07/19/2018
Edgewood Commons I Washington, DC	HUD 221(d)(4)	Enterprise Community Development Wienczek + Associates	292 units / 292,396 gsf Apartments	\$23,096,804 08/17/2016
The Reserve at Somerset Commons Princess Anne, MD	HUD 221(d)(4)	Brightview Senior Living Moseley Architects	75 units / 88,994 gsf Apartments	\$9,335,000 06/08/2016

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Reserve at Riverside, Phase II Aberdeen, MD	HUD 221(d)(4)	Thomas Builders Henneman & Assoc	188 units / 277,975 gsf Apartments	\$24,065,564 09/19/2014
Reserve at Riverside, Phase I Aberdeen, MD	HUD 221(d)(4)	Thomas Builders Henneman & Assoc	212 units / 314,930 gsf Apartments	\$23,743,254 09/18/2012
Overlook at Monarch Mills Columbia, MD	HUD 221(d)(4)	Brightview Senior Living Grimm + Parker Architects	45 units / 45,900 gsf Independent Living	\$4,715,000 03/07/2012
Monarch Mills Columbia, MD	HUD 221(d)(4)	Brightview Senior Living Grimm + Parker Architects	269 units / 336,151 gsf Apartments	\$29,589,000 03/07/2012
Gleneagles Apartments St. Charles, MD	HUD 221(d)(4)	St. Charles Maryland / American Community Property Trust	184 units / 240,000 gsf Apartments	\$18,290,000 02/25/2010
The Grays on Pennsylvania Washington, DC	HUD 221(d)(4)	Chapman Development, LLC Computecture, Inc.	118 units / 133,000 gsf Apartments; Parking; Retail	\$18,500,000 02/01/2010
Lake Apartments at Wildewood California, MD	HUD 221(d)(4)	Beechtree Apartments, LLC Henneman & Assoc	365 units / 464,248 gsf Apartments	\$31,762,713 08/22/2007
Lake Apartments at Wildewood II California, MD	HUD 221(d)(4)	Beechtree Apartments, LLC Henneman & Assoc	136 units / 173,000 gsf Apartments	\$14,056,478 08/11/2007
The Residences at Heritage Hunt Gainesville, VA	HUD 221(d)(4)	Diversified Investment Associates Hord Coplan Macht, Inc.	200 units / 308,000 gsf Independent Living	\$18,500,000 12/08/2005
Lake Apartments at Wildewood I California, MD	HUD 221(d)(4)	Beechtree Apartments, LLC Henneman & Assoc	229 units / 291,248 gsf Apartments	\$17,306,235 06/01/2005
RiverBay Townhomes Lexington Park, MD	HUD 221(d)(4)	Housing Trust of America, LLC Kishmoto, Gordon, Dalaya PC Architecture	173 units / 251,370 gsf Townhomes	\$13,429,550 10/03/2004
The Willows Bowie, MD	HUD 221(d)(4)	The MacQuilliam Organization Grimm + Parker Architects	79 units / 106,730 gsf Independent Living	\$6,730,835 02/25/2004
Salisbury North (Runaway Bay) Salisbury, MD	HUD 221(d)(4)	Southeast Financial Services, Inc. Warner & Associates	180 units / 220,270 gsf Apartments	\$9,576,963 08/23/2003
Marwood Senior Apartments Upper Marlboro, MD	HUD 221(d)(4)	Conifer Realty Hord Coplan Macht, Inc.	155 units / 165,880 gsf Independent Living	\$9,677,748 01/13/2003
Owings Park Apartments Owings Mills, MD	HUD 221(d)(4)	Beechtree Apartments, LLC Henneman & Assoc	174 units / 252,720 gsf Apartments	\$13,401,724 10/27/2002
Oakcrest Senior Housing Bowie, MD	HUD 221(d)(4)	Developers of Oakcrest, Inc. Grimm + Parker Architects	110 units / 106,130 gsf Independent Living	\$5,480,000 04/05/2000
Seton Village Emmittsburg, MD	HUD 202	Homes for America, Inc. Quinn Evans	43 units / 52,382 gsf Apartments	\$5,166,476 10/31/2014
Village Crossroads Phase 2 Fullerton, MD	HUD 202	Catholic Charities Moseley Architects	86 units / 68,759 gsf Independent Living	\$7,568,960 03/11/2014
Village Crossroads Phase 1 Fullerton, MD	HUD 202	Catholic Charities Moseley Architects	94 units / 81,367 gsf Independent Living	\$8,598,794 06/28/2013

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University Gardens II Silver Spring, MD	HUD 202	Korean Community Sr. Hsg. Corp. of MD, Inc. Wienczek + Associates - Gaithersburg Office	27 units / 23,136 gsf Independent Living	\$3,120,686 05/29/2013
St. John's Commons Havre de Grace, MD	HUD 202	St. John's Towers, Inc. Moseley Architects	40 units / 34,699 gsf Independent Living	\$4,027,867 05/06/2011
Our Lady of Fatima II Baltimore, MD	HUD 202	Catholic Charities Moseley Architects	51 units / 43,568 gsf Independent Living	\$4,590,000 02/11/2011
Our Lady of Fatima I Baltimore, MD	HUD 202	Catholic Charities Moseley Architects	54 units / 49,928 gsf Independent Living	\$4,761,898 08/25/2010
Odenton Senior Housing II Odenton, MD	HUD 202	Catholic Charities Moseley Architects	63 units / 52,392 gsf Independent Living	\$4,885,360 09/04/2009
Weinberg Village III Owings Mills, MD	HUD 202	Comprehensive Housing Assistance, Inc. (CHAI) CSD Architects	100 units / 83,672 gsf Independent Living	\$9,497,000 07/12/2008
Park Row Place Upland, PA	HUD 202	Church Housing Corporation KSM Architects	64 units / 54,325 gsf Assisted Living	\$6,670,096 10/04/2007
Woodlawn Senior Housing Baltimore, MD	HUD 202	Catholic Charities Moseley Architects	74 units / 61,783 gsf Independent Living	\$4,673,657 12/28/2006
Aberdeen Senior Housing Aberdeen, MD	HUD 202	Catholic Charities Moseley Architects	75 units / 62,228 gsf Independent Living	\$4,392,000 02/28/2005
Weinberg Village I Owings Mills, MD	HUD 202	Comprehensive Housing Assistance, Inc. (CHAI) CSD Architects	75 units / 66,542 gsf Independent Living	\$5,943,679 01/04/2005
North Capitol at Plymouth Senior Apartments Washington, DC	HUD 202	Retirement Housing Foundation Grimm + Parker Architects	69 units / 60,143 gsf Independent Living	\$5,205,000 08/17/2004
Venable Apartments at Stadium Place Baltimore, MD	HUD 202	GEDCO Moseley Architects	71 units / 60,604 gsf Independent Living	\$4,701,700 05/04/2004
Owings Mills Senior Housing Owings Mills, MD	HUD 202	Catholic Charities Moseley Architects	68 units / 54,650 gsf Independent Living	\$4,004,500 01/12/2004
Dupont Park Adventist Apartments Washington, DC	HUD 202	Seventh Day Adventists Christian & Associates Architects, Inc.	45 units / 37,125 gsf Independent Living	\$2,929,665 09/25/2003
Woodbourne Woods Baltimore, MD	HUD 202	Good Samaritan Hospital/Med Star CSD Architects	71 units / 61,052 gsf Independent Living	\$4,814,500 08/11/2003
Breath of Life Adventist Apartments Ft. Washington, MD	HUD 202	Breath of Life Seventh Day Adventist Church Christian & Associates Architects, Inc.	48 units / 38,193 gsf Independent Living	\$3,307,599 06/24/2003
Reisterstown Gardens Senior Housing Reisterstown, MD	HUD 202	Catholic Charities Moseley Architects	68 units / 54,200 gsf Independent Living	\$3,849,500 03/27/2002
Reisterstown Village Senior Housing Reisterstown, MD	HUD 202	Catholic Charities Moseley Architects	72 units / 60,000 gsf Independent Living	\$4,011,572 07/16/2001
Glen Burnie Elderly Housing Glen Burnie, MD	HUD 202	Catholic Charities CSD Architects	72 units / 61,761 gsf Independent Living	\$4,261,000 11/20/2000



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Culpepper Garden III Arlington, VA	HUD 202	Arlington Retirement Housing Corporation Grimm + Parker Architects	73 units / 69,700 gsf Assisted Living	\$6,016,750 07/02/2000
Odenton Senior Housing Odenton, MD	HUD 202	Catholic Charities CSD Architects	88 units / 75,005 gsf Independent Living	\$5,368,401 06/23/2000
Milestone Senior Housing Washington, DC	DCHFA	E & G Group, LLC Wienczek + Associates - Gaithersburg Office	60 units / 56,580 gsf Independent Living	\$11,753,207 08/19/2019
Hedin House Washington, DC	DCHFA	Security Properties Zavos Architecture & Design	48 units / 56,641 gsf Apartments	\$6,693,911 12/21/2018
Ft. Stevens Place Apartments Washington, DC	DCHFA	Enterprise Community Development Miner Feinstein Architects	59 units / 59,900 gsf Apartments	\$7,785,154 12/12/2018
Deanwood Hills Washington, DC	DCHFA	Pennrose Properties, LLC Torti Gallas and Partners, Inc	150 units / 156,837 gsf Apartments	\$23,896,811 07/31/2018
2321 4th Street Apartments Washington, DC	DCHFA	H Street CDC / E & G Group Bonstra   Haresign Architects	116 units / 122,486 gsf Apartments; Parking	\$18,187,591 04/29/2016
E&G DC CO-OP Sankofa Washington, DC	DCHFA	E & G Group, LLC Bonstra   Haresign Architects	54 units / 53,708 gsf Apartments	\$6,050,640 08/17/2012
E&G DC CO-OP 3121 Mt. Pleasant Washington, DC	DCHFA	E & G Group, LLC Atelier Architects	18 units / 14,088 gsf	\$1,680,407 03/30/2012
E&G DC CO-OP Twining Terrace Washington, DC	DCHFA	E & G Group, LLC Atelier Architects	36 units / 32,620 gsf Apartments	\$2,711,519 12/21/2011
E&G DC CO-OP New Beginnings Washington, DC	DCHFA	E & G Group, LLC Manna, Inc.	15 units / 16,636 gsf Apartments	\$1,616,594 11/21/2011
The Overlook at Oxon Run Washington, DC	DCHFA	Enterprise Community Development Wienczek + Associates - Gaithersburg Office	316 units / 316,181 gsf Apartments	\$42,508,800 07/06/2009
Hollins House Baltimore, MD	CDA; HUD RAD	Enterprise Community Development Grimm + Parker Architects	130 units / 111,300 gsf Apartments	\$10,396,754 04/24/2017
Riverwoods at North East North East, MD	CDA; HUD 221(d)(4)	Enterprise Community Development Grimm + Parker Architects	76 units / 90,030 gsf Apartments	\$10,064,279 06/11/2015
Fairview Senior Housing Renovation Rising Sun, MD	CDA 4%; HUD Other	Green Street Housing, LLC / TM Associates Architecture by Design	75 units / 68,310 gsf Independent Living	\$2,500,000 06/24/2021
Calvert Hills East Phase I Prince Frederick, MD	CDA	Osprey Property Company LLC Grimm + Parker Architects	96 units / 118,968 gsf Apartments	\$18,350,162 06/25/2021
The Reserve at Somerset Commons Phase 2 Princess Anne, MD	CDA	Enterprise Community Development Moseley Architects	54 units / 66,466 gsf Apartments	\$9,351,515 12/03/2020
Carrolltowne Village Sykesville, MD	CDA	Green Street Housing, LLC / TM Associates Architecture by Design	40 units / 47,182 gsf Townhomes	\$7,620,288 11/20/2020
Glenarden Phase 2A Glenarden, MD	CDA	Pennrose Properties, LLC Moseley Architects	55 units / 49,316 gsf Apartments	\$8,407,518 10/30/2020

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Park View at Coldspring Baltimore, MD	CDA	Enterprise Community Development Moseley Architects, Fairfax Office	99 units / 94,260 gsf Independent Living	\$3,720,116 10/16/2020
Homes on Quaker Lane Sandy Spring, MD	CDA	Homes for America, Inc. Grimm + Parker Architects	80 units / 83,032 gsf Apartments	\$11,897,469 06/18/2020
Park View at Woodlawn Gwynn Oak, MD	CDA	Enterprise Community Development Moseley Architects	101 units / 84,321 gsf Independent Living	\$2,579,573 12/19/2019
Park View at Taylor Nottingham, MD	CDA	Enterprise Community Development Moseley Architects	100 units / 83,560 gsf Independent Living	\$2,390,951 12/17/2019
PACA House Renovation & Addition Baltimore, MD	CDA	PACA Housing Limited Partnership II Waldon Studio Architects - Columbia Office	92 units / 72,282 gsf Apartments	\$12,761,932 11/07/2019
Park View at Aspen Hill Silver Spring, MD	CDA	Pennrose Properties, LLC Architecture by Design	120 units / 117,312 gsf Independent Living	\$16,298,313 09/26/2019
Lex Woods Apartments Lexington Park, MD	CDA	Green Street Housing, LLC / TM Associates Architecture by Design	78 units / 69,060 gsf Apartments	\$10,252,000 06/01/2019
Heritage Crossing II Renovation Baltimore, MD	CDA	Enterprise Community Development Moseley Architects	75 units / 149,923 gsf Townhomes	\$4,293,752 05/29/2019
Patuxent Crossing Apartments Lexington Park, MD	CDA	Osprey Property Company LLC Quinn Evans	102 units / 116,561 gsf Apartments	\$8,998,391 05/28/2019
Glenarden Phase 1 Glenarden, MD	CDA	Pennrose Properties, LLC Moseley Architects	114 units / 143,597 gsf Apartments	\$21,440,960 02/05/2019
Metro Heights Baltimore, MD	CDA	Enterprise Community Development Moseley Architects	70 units / 96,890 gsf Apartments; Retail	\$15,397,468 09/28/2018
Perry Point Veterans Village Perryville, MD	CDA	Help USA Kramer & Marks Architects	75 units / 62,980 gsf Townhomes	\$15,986,893 08/24/2018
Mt. Jezreel Senior Housing Silver Spring, MD	CDA	Mission First Housing Development Corporation	75 units / 74,260 gsf Independent Living	\$10,943,135 07/17/2018
North Avenue Gateway 2 Baltimore, MD	CDA	Woda Copper Companies - Maryland Office Moseley Architects	65 units / 85,690 gsf Apartments	\$12,088,736 07/11/2018
Heritage Overlook Glen Burnie, MD	CDA	Pennrose Properties, LLC Moseley Architects	100 units / 110,080 gsf Apartments	\$15,756,825 03/30/2018
Homes on Johnsons Pond Salisbury, MD	CDA	Homes for America, Inc. Architecture by Design	63 units / 71,238 gsf Apartments	\$8,962,516 02/19/2018
Greenwood Village Cambridge, MD	CDA	Greenwood Village Preservation, LP Architecture by Design	20 units / 27,551 gsf Townhomes	\$4,048,600 10/06/2017
The Leola Dorsey Community Resource Center Jessup, MD	CDA	Volunteers of America Chesapeake & Carolinas Wienczek + Associates - Salisbury Office	35 units / 30,212 gsf SRO (Single Resident Occupancy)	\$7,552,953 08/14/2017
Orchard Ridge Rental Phase V Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	65 units / 80,200 gsf Townhomes	\$11,883,267 07/11/2017

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Riverwoods at Denton Denton, MD	CDA	Osprey Property Company LLC Architecture by Design	84 units / 83,368 gsf Apartments	\$10,254,332 04/27/2017
Mulberry at Park Baltimore, MD	CDA	Enterprise Community Development Moseley Architects	68 units / 87,652 gsf Apartments; Retail	\$15,336,563 10/31/2016
The Lodges at Naylor Mill II Salisbury, MD	CDA	Interfaith Housing Delmarva Wiencsek + Associates	45 units / 50,542 gsf Independent Living	\$6,407,337 10/26/2016
Fallstaff Apartments Baltimore, MD	CDA	Comprehensive Housing Assistance, Inc. (CHAI) Moseley Architects	16 units / 23,081 gsf Apartments	\$1,559,403 06/30/2016
Cannery Village Berlin, MD	CDA	Osprey Property Company LLC Architecture by Design	45 units / 64,359 gsf Apartments; Townhomes	\$8,960,597 06/27/2016
Mary Harvin Center Senior Apartments Baltimore, MD	CDA	Woda Copper Companies - Maryland Office Moseley Architects	61 units / 65,444 gsf Independent Living	\$9,695,318 01/20/2016
Fulton-Gethsemane Village Baltimore, MD	CDA	Woda Copper Companies - Maryland Office Moseley Architects	61 units / 66,557 gsf Apartments	\$9,650,765 10/09/2015
Rivers Edge Apartments and Studio for the Arts	CDA	Osprey Property Company LLC Grimm + Parker Architects	90 units / 97,202 gsf Apartments	\$11,400,000 04/08/2015
Orchard Ridge Rental Phase IV Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	64 units / 74,037 gsf Townhomes	\$9,172,731 10/23/2014
Riverwoods at St. Michaels St. Michaels, MD	CDA	Osprey Property Company LLC Grimm + Parker Architects	40 units / 42,532 gsf Apartments	\$4,404,059 09/05/2014
Burwood Gardens Phase 1 Glen Burnie, MD	CDA	Pennrose Properties, LLC Moseley Architects	100 units / 98,279 gsf Independent Living	\$11,500,000 12/02/2013
Pikeswood Park Apartments Randallstown, MD	CDA	Osprey Property Company LLC Architecture by Design	140 units / 154,405 gsf Apartments	\$3,233,216 05/01/2013
The Greens at Irvington Mews Baltimore, MD	CDA	Enterprise Community Development Hord Coplan Macht, Inc.	100 units / 98,800 gsf Independent Living	\$10,200,000 12/18/2012
Park View at Fullerton Renovation Overlea, MD	CDA	Brightview Senior Living Architecture by Design	90 units / 74,854 gsf Independent Living	\$1,817,500 08/05/2012
Uplands Rental Phase I Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	104 units / 110,803 gsf Townhomes	\$12,620,932 06/16/2012
Park View at Laurel Renovation Laurel, MD	CDA	Brightview Senior Living Architecture by Design	153 units / 132,230 gsf Independent Living	\$2,599,436 09/16/2011
Victory Woods Lexington Park, MD	CDA	Victory Housing, Inc. Grimm + Parker Architects	75 units / 74,509 gsf Independent Living	\$6,931,482 04/25/2011
Weinberg Village V Owings Mills, MD	CDA	Comprehensive Housing Assistance, Inc. (CHAI) BCT Design Group	86 units / 105,197 gsf Independent Living	\$9,000,000 02/28/2011
Sierra Woods Columbia, MD	CDA	Enterprise Community Development Architecture by Design	104 units / 167,270 gsf Apartments	\$5,886,000 11/15/2010

<b>PROJECT NAME LOCATION</b>	<b>FINANCING TYPE</b>	<b>DEVELOPER / OWNER ARCHITECT</b>	<b># UNITS / SIZE BUILDING USE</b>	<b>CONTRACT VOLUME COMPLETION DATE</b>
Somerset Commons Princess Anne, MD	CDA	Brightview Senior Living Kitchen & Associates	60 units / 69,700 gsf Apartments	\$6,315,985 10/20/2010
Orchard Ridge Apartment Building Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	77 units / 83,030 gsf Apartments	\$8,436,205 11/16/2009
Frederick Revitalization - 126 S. Carroll Frederick, MD	CDA	Housing Authority of the City of Frederick Zavos Architecture & Design	32 units / 35,463 gsf Apartments	\$5,121,730 10/09/2009
Victoria Park at Sassafras Meadows Salisbury, MD	CDA	Osprey Property Company LLC Grimm + Parker Architects	80 units / 85,925 gsf Independent Living	\$7,566,179 05/14/2009
Park View at Emerson Laurel, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	80 units / 83,199 gsf Independent Living	\$7,275,770 02/24/2009
Orchard Ridge Homeownership Phase I Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	72 units / 104,158 gsf Townhomes	\$11,294,315 02/18/2009
Moravia Park Drive Apartments Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	60 units Independent Living	\$6,425,000 02/14/2009
Ednor Apartments II at Stadium Place Baltimore, MD	CDA	Enterprise Community Development Moseley Architects	85 units / 84,605 gsf Independent Living	\$7,942,457 09/17/2008
Victoria Park at Walkersville Walkersville, MD	CDA	Osprey Property Company LLC Grimm + Parker Architects	80 units / 89,847 gsf Independent Living	\$7,566,179 08/31/2008
Ashland Commons Baltimore, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	78 units / 87,273 gsf Apartments	\$7,795,000 11/20/2007
Frederick Revitalization - Catoctin Manor Frederick, MD	CDA	TCG Development Services Zavos Architecture & Design	23 units / 28,720 gsf Independent Living	\$3,260,317 10/23/2007
Frederick Revitalization - Hillcrest Commons Frederick, MD	CDA	TCG Development Services Zavos Architecture & Design	60 units / 79,745 gsf Apartments	\$5,900,000 09/24/2007
Park View at Ashland Terrace Baltimore, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	74 units / 71,955 gsf Independent Living	\$6,232,000 09/09/2007
Covenant Village Germantown, MD	CDA	Covenant Village General Parnter, LLC CSD Architects	89 units / 112,484 gsf Independent Living	\$9,800,000 08/16/2007
Weinberg Village IV Owings Mills, MD	CDA	Comprehensive Housing Assistance, Inc. (CHAI) CSD Architects	100 units / 102,723 gsf Independent Living	\$8,730,989 08/15/2007
Manhattan Park Apartments Baltimore, MD	CDA	Comprehensive Housing Assistance, Inc. (CHAI) Kann Partners	123 units / 86,204 gsf Independent Living	\$4,420,835 07/25/2007
Westbrook Commons Salisbury, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	96 units / 116,855 gsf Apartments	\$8,430,000 04/11/2007
The Lodges at Naylor Mill Salisbury, MD	CDA	The Rainmaker Group Wienczek + Associates - Gaithersburg Office	65 units / 68,231 gsf Independent Living	\$5,535,000 02/28/2007
Victoria Park at Edgewater Edgewater, MD	CDA	Osprey Property Company LLC Grimm + Parker Architects	102 units / 108,834 gsf Independent Living	\$7,359,460 10/02/2006

PROJECT NAME LOCATION	FINANCING TYPE	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Gateway Crossing Rental Units Phase IV Hagerstown, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	85 units / 109,860 gsf Townhomes	\$8,528,325 06/27/2006
Venable Apartments II at Stadium Place Baltimore, MD	CDA	GEDCO Moseley Architects	74 units / 64,700 gsf Independent Living	\$5,206,457 06/05/2006
Park View at Miramar Landing Middle River, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	100 units / 94,575 gsf Independent Living	\$5,847,907 04/25/2006
Gateway Crossing Rental Units Phase III Hagerstown, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	77 units / 102,110 gsf Townhomes	\$9,027,507 10/21/2005
Weinberg Village II Owings Mills, MD	CDA	Comprehensive Housing Assistance, Inc. (CHAI) CSD Architects	85 units / 92,423 gsf Independent Living	\$6,000,000 09/08/2005
Clopper's Mill Manor Germantown, MD	CDA	J. Kirby Development, LLC Grimm + Parker Architects	102 units / 117,400 gsf Independent Living	\$7,381,000 08/22/2005
Woodbridge Commons Edgewood, MD	CDA	Brightview Senior Living Kitchen & Associates	132 units / 153,193 gsf Apartments	\$8,998,390 05/08/2005
Fairgreen Senior Community Perryville, MD	CDA	Waterford Group, Inc. Moseley Architects	92 units / 88,085 gsf Independent Living	\$6,045,729 04/08/2005
Olney Manor Olney, MD	CDA	J. Kirby Development, LLC Grimm + Parker Architects	100 units / 114,879 gsf Independent Living	\$7,100,000 02/22/2005
Ednor Apartments at Stadium Place Baltimore, MD	CDA	Enterprise Community Development Moseley Architects	110 units / 102,868 gsf Independent Living	\$6,803,427 12/10/2004
Randolph Manor Silver Spring, MD	CDA	J. Kirby Development, LLC Grimm + Parker Architects	83 units / 93,233 gsf Independent Living	\$5,660,000 08/02/2004
Robinwood Senior Housing Hagerstown, MD	CDA	Hersch/Lauren LLC David H. Gleason Associates, Inc.	56 units / 48,877 gsf Independent Living	\$3,227,000 06/02/2004
Edmondson Commons Baltimore, MD	CDA	Kevin V. Bell, LLC Hord Coplan Macht, Inc.	74 units / 83,360 gsf Apartments	\$6,086,000 05/07/2004
Park View at Furnace Branch Glen Burnie, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	101 units / 92,264 gsf Independent Living	\$5,598,000 11/01/2003
The Chateau Apartments Baltimore, MD	CDA	Pennrose Properties, LLC Quinn Evans	47 units / 65,638 gsf Apartments	\$5,456,200 08/18/2003
Harlem Gardens Senior Apartments Baltimore, MD	CDA	Edmondson Gardens, LLC Kann Partners	94 units / 96,196 gsf Independent Living	\$6,444,733 01/13/2003
Bon Secours Smallwood Summit Baltimore, MD	CDA	Enterprise/Bon Secours Baltimore Health Systems	90 units / 83,964 gsf Independent Living	\$5,459,573 12/26/2002
Fairspring Senior Apartments Baltimore, MD	CDA	Waterford Group, Inc. PMI Architects	100 units / 89,834 gsf Independent Living	\$6,400,330 12/17/2002
Cherry Hill Senior Housing Baltimore, MD	CDA	Pennrose Properties, LLC Wallace Roberts & Todd (WRT)	80 units / 79,245 gsf Independent Living	\$5,930,399 12/16/2002

<b>PROJECT NAME LOCATION</b>	<b>FINANCING TYPE</b>	<b>DEVELOPER / OWNER ARCHITECT</b>	<b># UNITS / SIZE BUILDING USE</b>	<b>CONTRACT VOLUME COMPLETION DATE</b>
Princess Anne Townhomes Princess Anne, MD	CDA	The Wishcamper Group LLC Hord Coplan Macht, Inc.	120 units / 137,388 gsf Townhomes	\$3,360,000 10/30/2002
Selborne House of Dorsey Hall, Phase 2 Ellicott City, MD	CDA	Orchard Development Corporation Design Collective, Inc.	48 units / 34,953 gsf Independent Living	\$2,600,000 05/28/2002
Park View at Ellicott City II Ellicott City, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	91 units / 78,608 gsf Independent Living	\$4,929,500 05/17/2002
Fairview Senior Housing Rising Sun, MD	CDA	Waterford Group, Inc. PMI Architects	75 units / 69,727 gsf Independent Living	\$4,237,000 11/08/2001
Park View at Bel Air Bel Air, MD	CDA	Brightview Senior Living Hord Coplan Macht, Inc.	101 units / 88,512 gsf Independent Living	\$4,930,000 08/10/2001
Hollins Street Phoenix Baltimore, MD	CDA	Hollins Street Phoenix, LLP Moseley Architects	60 units / 54,174 gsf Apartments	\$3,578,000 08/03/2000
Bon Secours Senior Apts. at Liberty Park Baltimore, MD	CDA	Liberty Senior Housing Limited Partnership CSD Architects	85 units / 80,354 gsf Independent Living	\$4,589,355 06/06/2000



MULTIFAMILY EXPERIENCE

# MULTIFAMILY EXPERIENCE



**HARKINS**  
BUILDING EXCEPTIONAL

Since our founding in 1965, Harkins has been a leader in the construction of affordable housing. By working in partnership with our clients and consultants, we find creative solutions to today's development and economic challenges. Whether it is helping a non-profit agency with their first state tax credit project or working with a team of sophisticated affordable housing developers, Harkins has the experience and financial strength to allow our clients to focus on what really matters to them: building affordable housing for the population that needs it most.

**QUICK FACTS**



**VOLUME**

*Over Last 10 Years*

**\$330M**



**PROJECTS**

*Over Last 10 Years*

**28**

**MONARCH MILLS**  
336,151 gsf / \$30M



**PERRY POINT VETERANS VILLAGE**  
62,980 gsf / \$16M



**ST. JAMES PLAZA**  
149,200 gsf / \$23M



**RIVERS EDGE**  
97,202 gsf / \$11M



**DEANWOOD HILLS**  
156,837 gsf / \$24M





## REPRESENTATIVE PROJECTS

Allendale Apartments	145,000 gsf / \$11M
The Berkeley	373,050 gsf / \$57M
Calvert Hills East Phase I	118,968 gsf / \$18M
Cannery Village	64,359 gsf / \$9M
Deanwood Hills	156,837 gsf / \$24M
Delaware County Fairgrounds	326,609 gsf / \$49M
Fulton-Gethsemane Village	66,557 gsf / \$10M
Heritage Overlook	110,080 gsf / \$16M
Homes at Fountain Green	82,451 gsf / \$12M
Homes on Johnsons Pond	71,238 gsf / \$9M
Jackson Crossing	106,165 gsf / \$16M
Jackson Ward Apartments	146,182 gsf / \$23M
The Jordan	97,588 gsf / \$12M
Mary Harvin Center Senior Apartments	65,444 gsf / \$10M
Merritt Mill Townhomes	82,567 gsf / \$13M
Metro Heights	96,890 gsf / \$15M
Monarch Mills	336,151 gsf / \$30M
Mulberry at Park	87,652 gsf / \$15M
North Avenue Gateway II	85,690 gsf / \$13M
Orchard Ridge	272,124 gsf / \$48M
Perry Point Veterans Village	62,980 gsf / \$16M
The Reserve at Somerset Commons Phases I & II	155,460 gsf / \$19M
Riverwoods at Denton	83,368 gsf / \$10M
The Spire	165,957 gsf / \$30M
Stone Grove Crossing	90,105 gsf / \$11M
St. James Plaza	149,200 gsf / \$23M

## EXECUTIVE LEADERSHIP



### MARK KELEHAN

PROJECT EXECUTIVE,  
AFFORDABLE

mkelehan@harkinsbuilders.com

(410) 480-4215

Mark joined Harkins as an assistant site manager trainee in 1989. While working in the field as a superintendent, he received a Bachelor of Science degree with honors in Business Management from the University of Baltimore. His strong leadership skills and commitment to quality have served the company well and contributed to the success of many projects. One of Mark's strongest attributes is in building relationships with clients and architects and that has lent itself nicely to establishing long-term relationships.

In addition, Mark is active on the ABC Legislative Committee, Co-Chair of Howard Community College's Vino Scholastico, and serves on the Catholic Charities Golf Tournament Committee. He is a founding member of Harkins' Total Quality Management Committee.

## LOCATIONS

### HEADQUARTERS

10490 Little Patuxent Parkway  
Suite 400  
Columbia, MD 21044

### NORTHEAST

575 E Swedesford Road  
Suite 100  
Wayne, PA 19087

### SOUTHEAST

1900 South Boulevard  
Suite 105  
Charlotte, NC 28203



WWW.HARKINSBUILDERS.COM



Harkins helps our market rate developers build communities with modern amenities and curb appeal that attract today's apartment renters. Whether it's building a special sound-insulated live music room or installing specialty equipment so that residents and their pets can exercise on the premises, we work with our client's construction and marketing managers to deliver a product that's going to sell. Our preconstruction and construction professionals know the market, materials, and subcontractors to deliver the best version of our client's vision at the optimum value point.

**QUICK FACTS**



**VOLUME**

*Over Last 10 Years*

**\$695M**



**PROJECTS**

*Over Last 10 Years*

**30**

**STRATA EAST**  
98,200 gsf / \$18M



**PARC AT PRINCETON JUNCTION**  
328,554 gsf / \$33M



**ALLEGRO APARTMENTS**  
353,252 gsf / \$52M



**ACCOTINK VILLAGE**  
348,625 gsf / \$42M



**TWINBROOK STATION PHASE 1A**  
499,355 gsf / \$53M



## REPRESENTATIVE PROJECTS

19Nineteen Claredon Apartments	247,478 gsf / \$31M
200 Witmer Road	324,030 gsf / \$39M
2201 Pershing Apartments	405,029 gsf / \$35M
335 Righters Ferry	242,000 gsf / \$50M
Accotink Village Apartments	348,625 gsf / \$42M
Allegro Apartments	353,252 gsf / \$52M
Ashbury Courts	173,614 gsf / \$19M
Avenue Grand Apartments	403,995 gsf / \$51M
Beechtree Apartments	327,590 gsf / \$41M
Creekside Village	251,241 gsf / \$22M
Enclave at Box Hill Phase II	215,040 gsf / \$21M
Four City Center	162,440 gsf / \$26M
The Grays on Pennsylvania	133,000 gsf / \$19M
One Ardmore Place	281,342 gsf / \$45M
The Overlook	324,962 gsf / \$24M
Parc at Princeton Junction	328,554 gsf / \$33M
Parc Plymouth Meeting	500,333 gsf / \$44M
Reserve at Riverside, Phase II	277,975 gsf / \$24M
The Shell	167,730 gsf / \$21M
Shepherd University	81,310 gsf / \$16M
Strata East	98,200 gsf / \$18M
Twinbrook Station Phase 1A	499,355 gsf / \$53M
Verde East at Howard Square	458,525 gsf / \$60M
The Winthrop	369,880 gsf / \$40M

## EXECUTIVE LEADERSHIP



### MIKE MALLOW

VICE PRESIDENT,  
MARKET RATE

[mmallow@harkinsbuilders.com](mailto:mmallow@harkinsbuilders.com)  
(410) 480-4256



### STEVE RUBIN

PROJECT EXECUTIVE

[srubin@harkinsbuilders.com](mailto:srubin@harkinsbuilders.com)  
(410) 480-4224



### DAVE GRIFFIN

PRECONSTRUCTION  
MANAGER

[dgriffin@harkinsbuilders.com](mailto:dgriffin@harkinsbuilders.com)  
(410) 480-4214

## LOCATIONS

### HEADQUARTERS

10490 Little Patuxent Parkway  
Suite 400  
Columbia, MD 21044

### NORTHEAST

575 E Swedesford Road  
Suite 100  
Wayne, PA 19087

### SOUTHEAST

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Charlotte, NC 28203



Whether it's a major gut rehab of a concrete highrise, an adaptive reuse of a historical structure, or an occupied renovation of a building, every project is unique. The preconstruction and construction experts in our Renovation division bring a special knowledge and approach to these projects, anticipating the challenges and planning for what's behind the walls. Most of all, our processes and communication are fine-tuned to serve the needs of all the various stakeholders, including our owner, residents, funding agencies, and historical commissions.

**QUICK FACTS**



**VOLUME**

*Over Last 10 Years*

**\$288M**



**PROJECTS**

*Over Last 10 Years*

**35**



## REPRESENTATIVE PROJECTS

Allendale Apartments	145,000 gsf / \$11M
The Brentwood	104,649 gsf / \$14M
Carrolltowne Village	47,182 gsf / \$8M
Chase House	164,809 gsf / \$16M
Colonial Village West	69,346 gsf / \$6M
Crest Manor Redevelopment	50,069 gsf / \$10M
Culpepper Garden I Renovations	156,480 gsf / \$23M
Cumberland Gardens	203,196 gsf / \$24M
E&G DC Co-Op	125,675 gsf / \$13M
Edgewood Commons I	292,396 gsf / \$23M
Ft. Stevens Place Apartments	59,900 gsf / \$8M
Greenwood Village	27,551 gsf / \$4M
Hedin House	56,641 gsf / \$7M
Hollins House	111,300 gsf / \$10M
Monticello Gardens	543,480 gsf / \$21M
Monument East	136,000 gsf / \$20M
PACA House	72,282 gsf / \$13M
Patuxent Crossing Apartments	116,561 gsf / \$9M
Perry Point Veterans Village	62,980 gsf / \$16M
University Suites at Fayette Square	31,763 gsf / \$4M
Wexford Manor Apartments	70,002 gsf / \$8M
Wicklow Apartments	98,880 gsf / \$4M
Woodbury Park Apartments	349,297 gsf / \$31M

## EXECUTIVE LEADERSHIP



### **RICK KOTTKE**

VICE PRESIDENT,  
RENOVATION

rkottke@harkinsbuilders.com  
(410) 480-4219

Clients and colleagues alike appreciate Rick's consistent, reliable, and transparent approach to his work, communication, and relationships. He's well known for his natural ability to identify, analyze, and solve issues on the job. That includes residents on his renovation projects — especially occupied renovations — where he has been instrumental in implementing innovative ways of making the people who live there feel comfortable and safe while work is going on.

Rick's leadership at Harkins includes introducing Lean Construction to the company, and his direct reports appreciate his exemplary cultivation of their careers. With experience on a variety of multi-family projects, Rick has been focused on renovation projects since 2008. He has numerous projects with LIHTC funded sources in MD, DC, and VA, along with CDA, HUD and DHCD experience.

## LOCATIONS

### **HEADQUARTERS**

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## THE APEX

Arlington, VA

Replacing an aging apartment complex built in the 1960s called The Berkeley, the renamed Apex has transformed the outdated property into a new affordable community. Originally made up of 137 units, the redevelopment almost doubled the amount of homes to 256 new, energy-efficient apartments for working families. Consisting of two five-story apartment buildings and a two-level subterranean parking garage, the apartments include a mix of studios, one-, two-, and three-bedroom apartment units for low- and moderate-income households.

The Apex overlooks Four Mile Run, a nine-mile stream that is part of an extensive master plan to turn the corridor into a model of urban ecological restoration. To integrate natural and urban areas, the redevelopment incorporates green design with active outdoor spaces and a green roof over the parking structure. New outdoor spaces include a playground and sport court, as well as a 12-foot widening of the Four Mile Run pedestrian/bike trail alongside the stream.

Community amenities include common rooms, a computer center, and a fitness area. It is located across the street from a shopping center with a grocery store and is in close proximity to schools and public transportation.

The team was able to turn over both buildings months earlier than anticipated, covering owner expenses and incorporating additional wish-list items, such as balcony finish upgrades and irrigation.

### AHC INC.

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

### MTFA ARCHITECTURE

Contact: Dale Leidich  
(703) 524-6616  
dale@mtfa.net

### NEW AFFORDABLE APARTMENT BUILDINGS WITH GARAGE

256 Units / 373,050 gsf  
Wood Frame / Concrete

**\$56,700,000**

**Notice to Proceed: 5/4/18**  
**Substantial Completion: 7/4/20**

THE APEX



ABC METRO WASHINGTON  
EXCELLENCE IN CONSTRUCTION  
Residential Multifamily Mid-Rise  
Category





## **ACCOTINK VILLAGE APARTMENTS**

**Ft. Belvoir, VA**

Accotink Village Apartments is a market rate, mixed-use revitalization project on a 6.6-acre parcel of historic Accotink Village. It is located along Richmond Highway between Fairfax County Parkway and Fort Belvoir's Tulley Gate. The wood frame apartment structure consists of 282 apartments, a fully wrapped parking deck, and an enclosed courtyard. The project also includes 11,500 sf of retail space and an 8,500 sf clubhouse.

The project included full site development such as deep foundations, ground improvement geo-piers, earthwork, and utilities, including a large underground SWM facility. The building site has a high clay content, requiring two to four feet of undercuts in the building footprint and the roadways. The undercuts will have to be managed carefully with the earthwork subcontractor throughout the grading process.

The building is adjacent to Route 1, so a HUSH analysis was performed to develop a plan for reducing traffic noise for the residents. As a result, higher-than-standard STC ratings on the windows and patio doors were required. STC ratings varied depending upon location along the building façade and proximity to Route 1, so careful management of the window and patio door installation was required.

### **CHESAPEAKE REALTY PARTNERS**

Contact: Michael Moore  
(410) 356-9900

[mmoore@chesapeakepartners.com](mailto:mmoore@chesapeakepartners.com)

### **JDAVIS ARCHITECTS**

Contact: Chad Atwater  
(919) 835-1500

[chada@jdavisarchitects.com](mailto:chada@jdavisarchitects.com)

### **NEW MIXED USE APARTMENT WITH PRECAST PARKING GARAGE**

282 Units / 348,625 gsf

Wood Frame / Conc. Podium

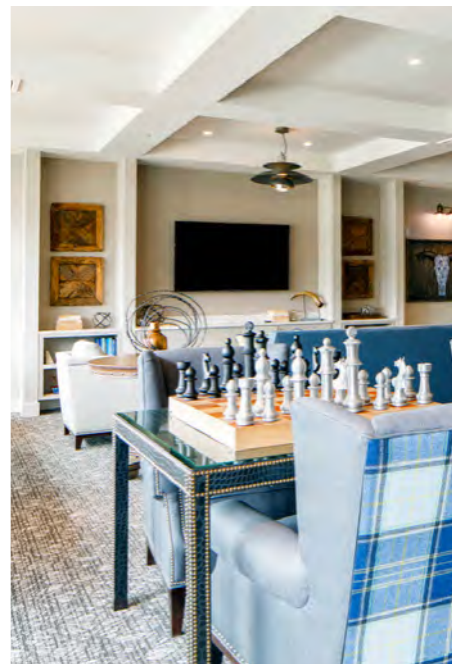
**\$41,798,173**

**Notice to Proceed: 8/24/15**

**Substantial Completion: 4/26/17**



**ACCOTINK VILLAGE  
APARTMENTS**





## 2201 PERSHING APARTMENTS

Arlington, VA

This mixed-use podium project comprises two buildings over one level of underground parking. There is 31,000 sf of retail space at street level, as well as retail parking, loading area, and trash rooms. Four stories of wood frame construction are built above, housing 188 market rate apartments and common areas. Amenities include semi-enclosed courtyards with decorative plantings, green space, outdoor grilling area, sunshading cabanas, outdoor theater area, and indoor exercise and community rooms. Bike racks, storage areas, and electric car charging stations are also provided to the residents.

More than half of the garage perimeter foundation wall is shored against Pershing Drive and Arlington Blvd. An existing storm water system ran through the proposed building area, so a detailed construction coordination and sequencing plan was put in place to keep this line operational during the excavation and sheet and shoring operations. New wet utility lines (storm, water, and sewer) were installed under Pershing Drive while keeping this street open. In addition, concrete encased underground duct banks were installed along Pershing Drive to relocate the overhead Verizon, Comcast, and Dominion Electric wires below grade.

### EQUITY RESIDENTIAL

Contact: Steve Schrenk  
(703) 714-1649  
sschrenk@eqrworld.com

### SK&I ARCHITECTURAL DESIGN GROUP

Contact: Brian Dayhoff  
(301) 654-9300  
bdayhoff@skiarch.com

### NEW MIXED USE APARTMENTS WITH RETAIL AND PARKING

188 Units / 405,029 gsf  
Wood Frame / Concrete

**\$35,000,000**

**Notice to Proceed: 12/13/10**  
**Substantial Completion: 9/28/12**





## THE WAYPOINT AT FAIRLINGTON

Alexandria, VA

In 2016, Fairlington Presbyterian Church (FPC) began considering proposals to redevelop their underutilized parking lot in a way that extends their social justice mission and provides operational and financial benefits. Wesley Housing provided a proposal to redevelop the lot into 81 units of high-quality, affordable rental housing. In May 2017, members of the FPC took a congregational vote to move forward with the sale and to commence the entitlement process as a key stakeholder and partner with Wesley.

Throughout the process, Wesley Housing collaborated with and solicited feedback from FPC's congregation and other community members. Wesley and FPC made numerous joint decisions regarding the site and building design, as well as the name: The Waypoint at Fairlington. The name is a reflection of FPC's and Wesley's mutual inclusive and supportive vision to support households on their journey towards prosperity.

The Waypoint at Fairlington will be a four-story wood frame structure consisting of 81 apartment units over a single level below grade concrete framed parking garage. The skin will be 100% brick.

Units will be a combination of one, two, and three bedroom units. Interior finishes will consist of vinyl plank flooring, ceramic tile, LED light fixtures, and an electric split mechanical system. The community will include a courtyard plaza above the exposed portion of the parking garage. It will also be built in compliance with NGBS Silver.

### WESLEY HOUSING

Contact: Alex Pereira  
(703) 642-3830  
apereira@whdc.org

### HEFFNER ARCHITECTS

Contact: Jim Heffner  
(703) 549-7766  
jheffner@heffnerarch.com

### NEW AFFORDABLE APARTMENTS

81 Units / 104,604 gsf  
Wood Frame

**\$24,082,089**

**Notice to Proceed: 12/21/20**  
**Estimated Completion: 6/22/22**



BONDING CAPACITY

# BONDING CAPACITY



**HARKINS**  
BUILDING EXCEPTIONAL

September 29, 2021

Alliant Insurance Services, Inc.  
9901 Business Parkway  
Suite B  
Lanham, MD 20706  
CA License No. 0C36861

Nick Bracco, Vice President & Regional Project Partner  
Lincoln Avenue Capital  
401 Wilshire Blvd., Suite 1070  
Santa Monica, CA 90401

[www.alliant.com](http://www.alliant.com)

Re: Harkins Builders, Inc.

Dear Mr. Bracco,

We have had the privilege of providing Harkins Builders, Inc. with their surety bonds for over 42 years. During this period we have seen Harkins grow in size and stature establishing itself as one of the largest, most respected construction firms in the country.

Harkins has a management team that is second to none and a supporting cast that is among the best in the business. Their relationship with financial institutions, architects, owners, subcontractors and suppliers is excellent and the envy of others in the industry.

Harkins' surety company is Federal Insurance Company, which provides Harkins with bonding capacity on single projects in excess of \$200,000,000 and in the aggregate in excess of \$600,000,000. Federal is Best's Guide rated at A++, XV and is Treasury listed with a limit of \$414,198,000.

The contract under consideration is certainly well within Harkins Builders, Inc.'s experience, capabilities and available bond capacity and we are prepared to provide Bid, Performance, and Payment Bonds if they are awarded this contract.

Harkins' ability to complete its projects on time, if not ahead of schedule and to the full satisfaction of owners has been its hallmark.

We are very pleased to share with you our favorable experience and high regard for Harkins Builders, Inc.

Sincerely,  
Federal Insurance Company



Brenda L. Patterson  
Attorney-In-Fact

# CHUBB®

## Power of Attorney

Federal Insurance Company | Vigilant Insurance Company | Pacific Indemnity Company

Westchester Fire Insurance Company | ACE American Insurance Company

Know All by These Presents, that **FEDERAL INSURANCE COMPANY**, an Indiana corporation, **VIGILANT INSURANCE COMPANY**, a New York corporation, **PACIFIC INDEMNITY COMPANY**, a Wisconsin corporation, **WESTCHESTER FIRE INSURANCE COMPANY** and **ACE AMERICAN INSURANCE COMPANY** corporations of the Commonwealth of Pennsylvania, do each hereby constitute and appoint **Brenda L. Patterson**

Surety Bond Number: Prequalification Letter  
Obligee: Lincoln Avenue Capital

each as their true and lawful Attorney-in-Fact to execute under such designation in their names and to affix their corporate seals to and deliver for and on their behalf as surety thereon or otherwise, bonds and undertakings and other writings obligatory in the nature thereof (other than bail bonds) given or executed in the course of business, and any instruments amending or altering the same, and consents to the modification or alteration of any instrument referred to in said bonds or obligations.

In Witness Whereof, said **FEDERAL INSURANCE COMPANY**, **VIGILANT INSURANCE COMPANY**, **PACIFIC INDEMNITY COMPANY**, **WESTCHESTER FIRE INSURANCE COMPANY** and **ACE AMERICAN INSURANCE COMPANY** have each executed and attested these presents and affixed their corporate seals on this 1<sup>st</sup> day of November, 2019.

*Dawn M. Chloros*

Dawn M. Chloros, Assistant Secretary

*Stephen M. Haney*

Stephen M. Haney, Vice President



STATE OF NEW JERSEY  
County of Hunterdon

SS.

On this 1<sup>st</sup> day of November, 2019, before me, a Notary Public of New Jersey, personally came Dawn M. Chloros and Stephen M. Haney, to me known to be Assistant Secretary and Vice President, respectively, of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, PACIFIC INDEMNITY COMPANY, WESTCHESTER FIRE INSURANCE COMPANY and ACE AMERICAN INSURANCE COMPANY, the companies which executed the foregoing Power of Attorney, and the said Dawn M. Chloros and Stephen M. Haney, being by me duly sworn, severally and each for herself and himself did depose and say that they are Assistant Secretary and Vice President, respectively, of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, PACIFIC INDEMNITY COMPANY, WESTCHESTER FIRE INSURANCE COMPANY and ACE AMERICAN INSURANCE COMPANY and know the corporate seals thereof, that the seals affixed to the foregoing Power of Attorney are such corporate seals and were thereto affixed by authority of said Companies; and that their signatures as such officers were duly affixed and subscribed by like authority.

Notarial Seal



KATHERINE J. ADELAAR  
NOTARY PUBLIC OF NEW JERSEY  
No. 2316885  
Commission Expires July 16, 2024

*Katherine J. Adelaar*  
Notary Public

### CERTIFICATION

Resolutions adopted by the Boards of Directors of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY on August 30, 2016; WESTCHESTER FIRE INSURANCE COMPANY on December 11, 2006; and ACE AMERICAN INSURANCE COMPANY on March 20, 2009:

"RESOLVED, that the following authorizations relate to the execution, for and on behalf of the Company, of bonds, undertakings, recognizances, contracts and other written commitments of the Company entered into in the ordinary course of business (each a "Written Commitment"):

- (1) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise.
- (2) Each duly appointed attorney-in-fact of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise, to the extent that such action is authorized by the grant of powers provided for in such person's written appointment as such attorney-in-fact.
- (3) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to appoint in writing any person the attorney-in-fact of the Company with full power and authority to execute, for and on behalf of the Company, under the seal of the Company or otherwise, such Written Commitments of the Company as may be specified in such written appointment, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (4) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to delegate in writing to any other officer of the Company the authority to execute, for and on behalf of the Company, under the Company's seal or otherwise, such Written Commitments of the Company as are specified in such written delegation, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (5) The signature of any officer or other person executing any Written Commitment or appointment or delegation pursuant to this Resolution, and the seal of the Company, may be affixed by facsimile on such Written Commitment or written appointment or delegation.

FURTHER RESOLVED, that the foregoing Resolution shall not be deemed to be an exclusive statement of the powers and authority of officers, employees and other persons to act for and on behalf of the Company, and such Resolution shall not limit or otherwise affect the exercise of any such power or authority otherwise validly granted or vested."

I, Dawn M. Chloros, Assistant Secretary of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, PACIFIC INDEMNITY COMPANY, WESTCHESTER FIRE INSURANCE COMPANY and ACE AMERICAN INSURANCE COMPANY (the "Companies") do hereby certify that

- (i) the foregoing Resolutions adopted by the Board of Directors of the Companies are true, correct and in full force and effect,
- (ii) the foregoing Power of Attorney is true, correct and in full force and effect.

Given under my hand and seals of said Companies at Whitehouse Station, NJ, this September 29, 2021



*Dawn M. Chloros*

Dawn M. Chloros, Assistant Secretary

IN THE EVENT YOU WISH TO VERIFY THE AUTHENTICITY OF THIS BOND OR NOTIFY US OF ANY OTHER MATTER, PLEASE CONTACT US AT:  
Telephone (908) 903- 3493 Fax (908) 903- 3656 e-mail: surety@chubb.com

CERTIFICATE OF INSURANCE



# CERTIFICATE OF INSURANCE



**HARKINS**  
BUILDING EXCEPTIONAL





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/4/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Arthur J. Gallagher Risk Management Services, Inc. 11311 McCormick Road, Ste 450 Hunt Valley MD 21031-8622	<b>CONTACT NAME:</b> PHONE (A/C. No. Ext): 443-798-7499		<b>FAX (A/C. No.):</b> 443-798-7290
	<b>E-MAIL ADDRESS:</b> BW2.BSD.Certs@ajg.com		
<b>INSURER(S) AFFORDING COVERAGE</b>			<b>NAIC #</b>
<b>INSURED</b> Harkins Builders, Inc. 10490 Little Patuxent Parkway Suite 400 Columbia, MD 21044	37778	<b>INSURER A:</b> Continental Insurance Company 35289	
		<b>INSURER B:</b> American Casualty Company of Reading, PA 20427	
		<b>INSURER C:</b> Continental Casualty Company 20443	
		<b>INSURER D:</b> Pacific Insurance Company, Limited 10046	
		<b>INSURER E:</b> <b>INSURER F:</b>	

**COVERAGES**

CERTIFICATE NUMBER: 1764375832

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
C	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Per Loc/Project <input checked="" type="checkbox"/> Contractual Liab GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			6056642426	12/1/2020	12/1/2021	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 \$
A	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			6056642412	12/1/2020	12/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			6056533058	12/1/2020	12/1/2021	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WC6056745412	12/1/2020	12/1/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	Contractor's Pollution			30CPIFN5568	12/1/2020	12/1/2021	Per Occurrence \$5,000,000 Policy Aggregate \$5,000,000 Mold Coverage \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Professional Liability - Pacific Insurance Company, Limited - Effective: 12/1/2020-12/1/2021 - Policy No. 30CPIFN5568 - Per Wrongful Act: \$5,000,000

**CERTIFICATE HOLDER****CANCELLATION**

Harkins Builders, Inc.  
 10490 Little Patuxent Parkway, Suite 400  
 Columbia MD 21044

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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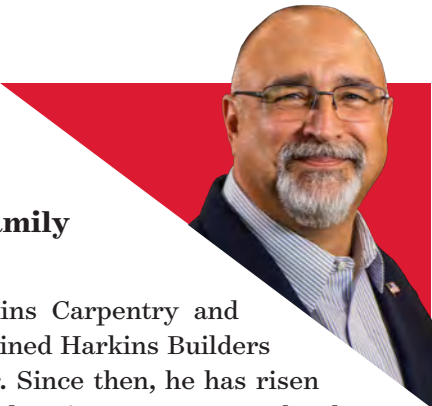


PROJECT TEAM

# PROJECT TEAM



**HARKINS**  
BUILDING EXCEPTIONAL



## Mike Mallow Senior Vice President, Multifamily

### EXPERIENCE

Harkins: 40 Years

### CERTIFICATIONS

OSHA 30

### TRAINING PROGRAMS

Harkins Executive Leadership Program

Mike started his career with Harkins Carpentry and Hardware as a laborer in 1981. He joined Harkins Builders in 1984 as an assistant site manager. Since then, he has risen through the ranks in both the field and project management level.

The list of projects that Mike has helped build in different capacities are numerous. In addition to commercial facilities and miscellaneous government buildings, Mike has been instrumental in construction of over 5,200 residential units in multifamily, townhouse and apartment units over his 39-year career. Mike was promoted to senior vice president in 2020.

As senior vice president of multifamily, Mike has executive oversight of the group’s Market Rate, Affordable, Senior Living, and Renovation divisions. Mike is a straight shooter who draws the best out of his team members and leads them to success. His dedication and leadership in cultivating relationships with our trade partners, clients and their consultants have been instrumental in securing and expanding our opportunities and market share in the Northern Virginia and DC area.

### REPRESENTATIVE PROJECTS

Accotink Village Apartments  
348,600 gsf / \$42M



Verde East at Howard Square  
458,525 gsf / \$60M



Woodbury Park Apartments  
349,300 gsf / \$31M



Jackson Crossing  
110,600 gsf / \$16M



# Omar Black

## Vice President of Preconstruction

### EXPERIENCE

Prior Industry: 10 Years / Harkins: 18 Years

### EDUCATION

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

### BOARDS/OTHER SERVICE

ACE Mentor Program of Baltimore  
Board member

### CERTIFICATIONS

LEED AP

Omar joined Harkins in 2003 and has held various positions in our preconstruction department until being promoted to vice president in 2020. His teams have produced significant results over the years and with Omar's level of detail, technical knowledge, and high quality of volume produced, he has set the standard for our preconstruction department. Omar has developed excellent client relations with many firms, and is well respected within our company and industry. He works closely with our commercial, government, and multi-family groups to be more collaborative and to bring consistency across the company, develop the estimating teams, and execute our goals.

As the vice president of preconstruction, Omar is responsible for overseeing all preconstruction activities for the company. Additionally, Omar is responsible for maintaining positive relationships with clients, architects, developers, engineers, local building officials for projects, and Harkins employees.

### REPRESENTATIVE PROJECTS

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



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



Reserve at Riverside  
592,905 gsf / \$48M



Wexford Manor Apartments  
70,002 gsf / \$8M



**EXPERIENCE**

Prior Industry: 15 Years / Harkins: 13 Years

**EDUCATION**

B.S. in Finance and Marketing  
University of Vermont, 1988

**BOARDS / OTHER SERVICE**

Urban Land Institute (ULI): Baltimore, Charlotte, and Washington chapters

Housing Association of Non-Profit Developers (HAND)

Maryland Affordable Housing Coalition (MAHC)

Maryland Building Industry Association (MBIA)

Home Builders Care Foundation (HBCF)

**AWARDS**

MBIA Volunteer of the Year, 2019  
MBIA Contractor of the Year, 2014

**REPRESENTATIVE PROJECTS**

Freedom Drive Apartments  
260,003 gsf / \$24M



Brightview Annapolis  
203,174 gsf / \$29M



Perry Point Veterans Village  
62,980 gsf / \$16M



The Winthrop  
369,880 gsf / \$40M

# Steve Rubin

**Project Development Executive**



Steve joined Harkins in 2008 as director of project development and was promoted to project development executive in 2020. He oversees business development and client relationships in various markets that Harkins serves, including the Mid-Atlantic, Southeast, and Northeast regions. Often working with clients during the early stages of project development, he provides invaluable assistance with planning recommendations, site analysis, market intelligence, and early cost projections. With his long career in development and vast experience in the construction industry, Steve always offers his clients a perspective from a developer’s point of view.

Steve has a wide range of experience, including affordable, senior living, mixed-use, multifamily, student housing, renovation and commercial projects. He has worked on approximately 10,000 units during his 27-year career. In addition, he is well versed on LIHTC and other HUD funding sources, including Maryland, Virginia, Pennsylvania, North Carolina and the District of Columbia’s tax credit agencies.

# Architect

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## FIRM PROFILE



Founded in 1991, **KTGY** is a leading full-service architecture, branding, interior and planning firm focused on residential, hospitality and mixed-use developments and neighborhood revitalization. We envision a future where residential and hospitality design inform one another to deliver spaces that merge design and desire. KTGy's architects, designers and planners combine big picture opportunities, leading-edge sustainable practices and impeccable design standards to create memorable destinations of enduring value. KTGy serves clients worldwide from offices located in Chicago, Denver, Irvine, Los Angeles, Oakland and Tysons.



OUR VISION

To Move the Discourse of Architecture  
Forward by Continuously Searching for Better.



# MISSION STATEMENT

## Mission Statement

KTGY designs innovative, market-driven, thoughtful solutions that produce lasting value for our clients, the community and our firm. We do this by empowering the strong talent of our teams and with an extraordinary spirit of collaboration.

## Commitments

### 1. Commitment to Clients:

#### Create Innovative Design Solutions for Client Success

Listen

Thoughtful design that aligns with client objectives

Assemble the appropriate team

Deliver buildable projects on time and on budget

### 2. Commitment to Community and the Environment:

#### Plan and Design Projects that Enhance the Community

Create pleasing spaces that elevate living, working and playing

Integrate sustainability into every design

Embrace our unique position by giving selflessly of our time and resources for a greater good

### 3. Commitment to KTGY Team Members:

#### Build the Firm Generation-to-Generation

Foster a spirit of collaboration within an entrepreneurial environment

Embrace experience, be open to new ideas, and enable talent to flourish

Opportunities for growth and opportunities for financial reward

### 4. Commitment to Embrace Change:

#### Never Settle for What's Always Been Done

Keep an open mind

Seek to learn new things

Explore and use new technologies

## SERVICES



As a full service architecture, branding, interiors and planning firm, KTGy has delivered a depth and breadth of successful design solutions for:

### **Residential**

- Single-Family Detached
- Small Lot
- Townhome | Flats
- Walk Up
- Wrap
- Podium
- High Rise
- Affordable
- Student Housing

### **55+ | Service Enriched**

- Active Adult Communities
- Independent Living
- Assisted Living
- Memory Support
- Skilled Nursing
- Life Plan Community (CCRC)

### **Planning**

- Master Planning
- Urban Design
- Site Planning
- Entitlement
- Government Relations

### **Mixed Use**

### **Retail**


### **International**

### **Hospitality**

### **Branding**

### **Interiors**

## AFFORDABLE



At KTGy we are passionate about helping to solve our urban housing affordability crisis. We have designed countless affordable developments at a variety of scales and densities. Our knowledge of funding sources and their design requirements, combined with our market-rate and community knowledge, makes us uniquely qualified to create developments for low-income residents. Our client base consists of both non-profit and for-profit developers, with each possessing the goal of more accessible housing.



RETAIL

## INTERIOR DESIGN

Approaching each project through a distinctly artistic lens, our designers create transformative and highly personalized journeys that shape the user experience. With a bold vision to redefine how people experience spaces, our multi-disciplinary team has a passion for creating boundary-pushing, unique environments that evoke emotion, forge connections and are as experiential as they are functional. From conceptual design and interior architecture to graphics and branding, our involvement goes well beyond design aesthetics to define what it means to truly be somewhere.

# BRANDING

With a focus on design as strategy, our branding specialists are committed to giving a unique voice to every brand. Our forte lies in our ability to position a project – determining where it sits in the world and how it will be perceived. Our team of interdisciplinary thinkers, artists and graphic designers place high importance on collaborating with our partners to understand their vision and pride themselves on their comprehensive approach. Using a variety of metrics, we uncover and establish each project's unique attributes to tell its distinctive story and determine its positioning within the marketplace, the brand space, and the world at large. From naming, logo and branding guidelines to collateral design, packaging, signage and web direction, our team develops the touch points that lead to an artfully distinctive and holistic brand design experience.



By the  
Numbers:

**29**

Years since we opened our  
doors for business

**10**

Clients who are in the Top 10  
U.S. Builders

**45**

States in which  
we have worked

**#43**

Ranking in the 2021  
Architecture Record Top 300  
Architecture Firms

**400**

Staff members in six  
offices located in growing  
metropolitan areas

**10**

Clients who are in the Top 10 U.S.  
Apartment Developers

**812**

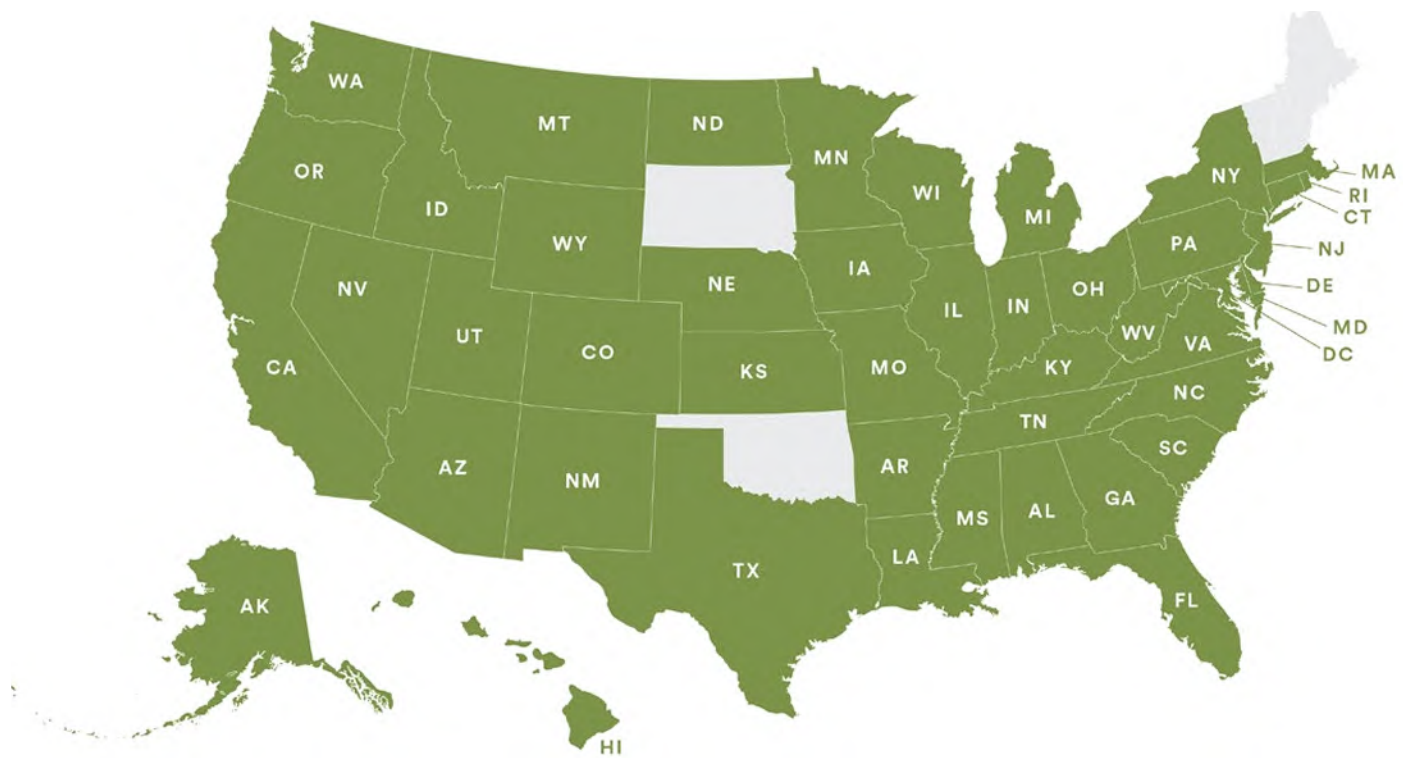
Awards won

# KTGY MAPS

## US Office locations



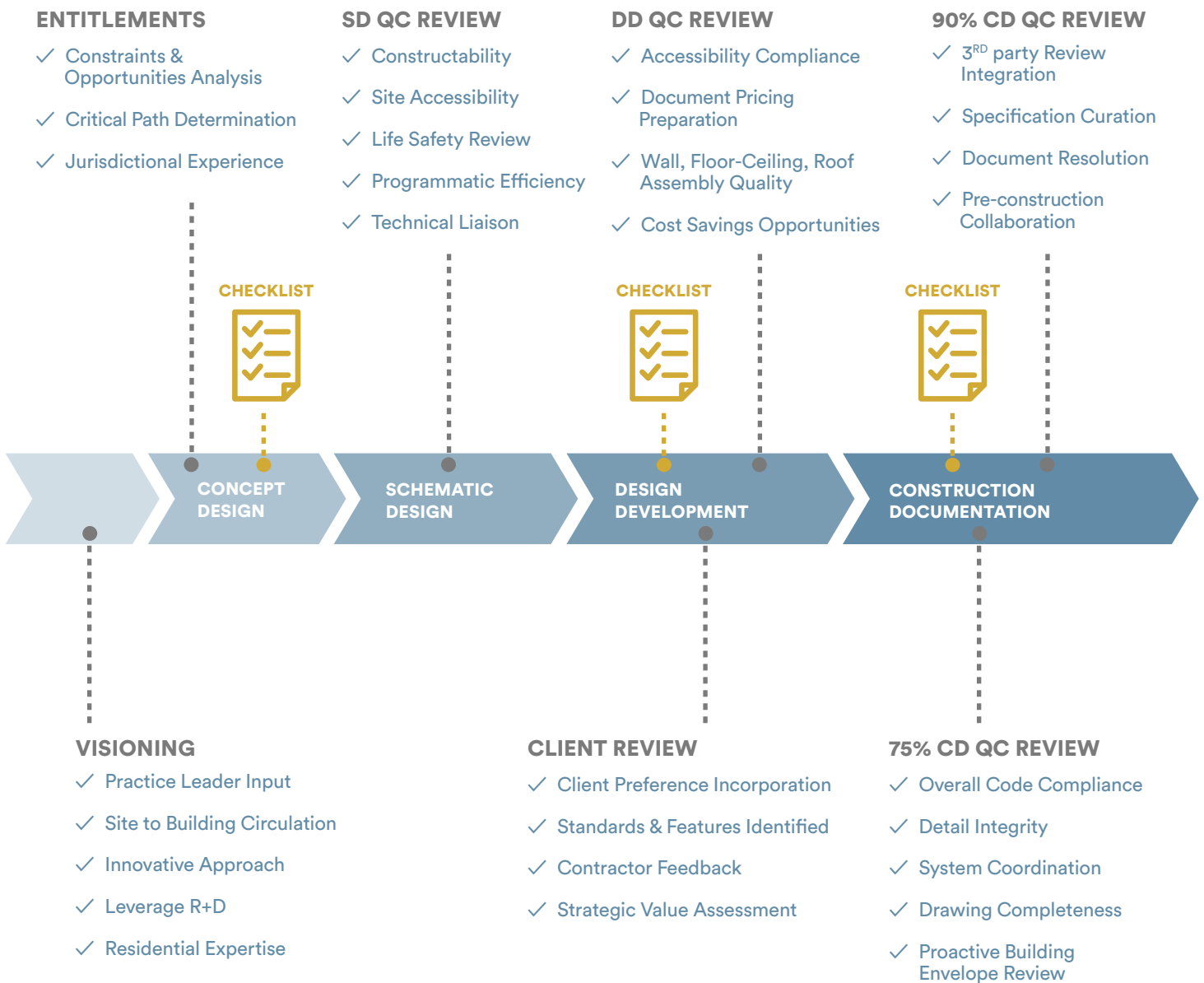
## States in which we have worked




# QUALITY ASSURANCE | QUALITY CONTROL

KTGY's proprietary Quality Assurance | Quality Control (QA|QC) program is an expression of the firm's commitment to superior design and technical excellence with a goal of delivering quality service throughout the life of each phase from concept to construction. The rigor and consistency of QA|QC at KTGY results in cohesion for complex design and construction projects, efficiency for our clients, and a commitment to continual improvement.

To ensure a comprehensive approach, our specialized checklists and quality control processes embody our residential expertise and empower our staff to provide the best services possible







As we further our commitment to thought leadership within the field of residential and retail architecture, our dedicated R+D Studio looks for opportunities to study and propose design solutions for the challenges facing today's market. Our firm's years of experience and expertise allow us to envision the future of residential design and contribute to the ongoing conversation about how we live.

The R+D Studio at KTG Architecture continues to explore new and emerging ideas related to building design and technology as we aim to further the vision of KTG: To Move The Discourse of Architecture Forward by Continuously Searching for Better

RESEARCH + DEVELOPMENT

# RE-HABIT

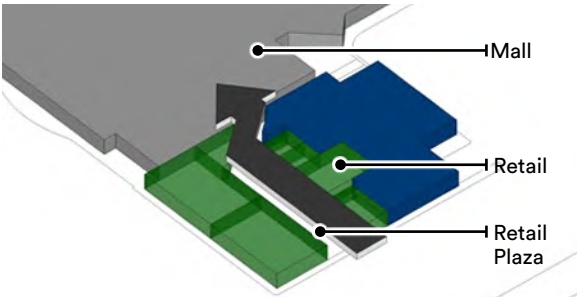
Self-Supporting Mixed-Use  
Transitional Housing

The Re-Habit concept envisions repurposing underutilized commercial space into programming and housing for formerly homeless individuals. With the primary goal of functioning as a self-supporting development, Re-Habit provides residents with on-site housing, support, training, and employment. Conceptualized in an 86,000 sq. ft. anchor retail store, shelter and care can be provided for up to 344 single men and women. Transitional housing with a variety of sleeping arrangements and program spaces for the residents are located in the east wing. A portion of the previous big box store is compartmentalized into seven smaller retail spaces in the west wing, ranging from 1,000 sq. ft. to 10,500 sq. ft. and totaling 32,800 sq. ft. The inclusion of retail spaces supports the existing retail and provides an opportunity for the residents of Re-Habit to receive meaningful training and employment, as they strive to improve their life situation.

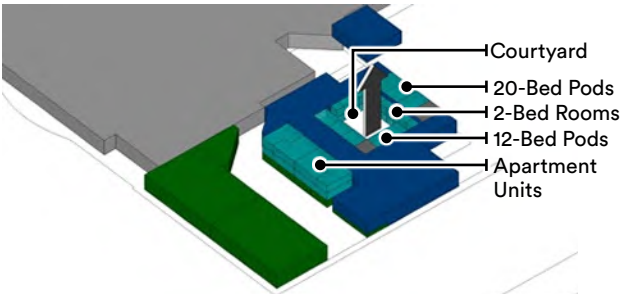


# RE-HABIT

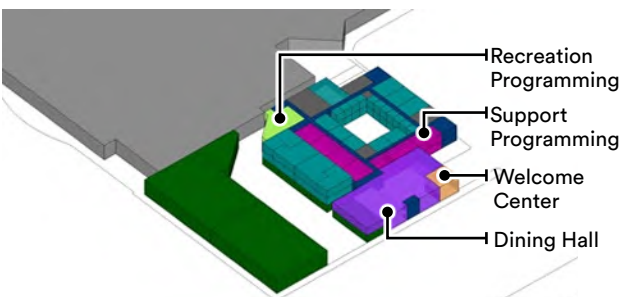
Self-Supporting Mixed-Use Transitional Housing



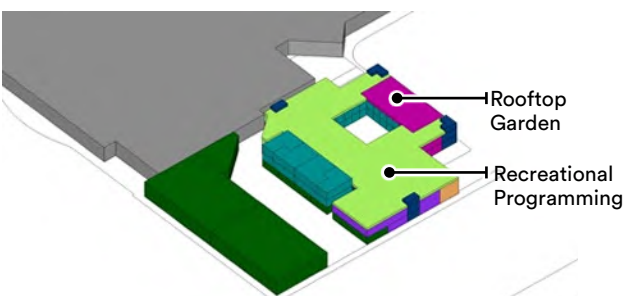
**ADAPTIVE REUSE** | An entry path is carved out and small retail spaces front the path along the connection to the mall.



**HOUSING** | Three sizes of sleeping rooms face a central courtyard: 20-bed pods, 12-bed pods, and 2-bed rooms. Eight apartment units sit above the retail.



**PROGRAMMING** | Self-improvement and recreational programming are included within the mixed-use program.



**ROOFTOP** | Roof space hosts recreational programming, such as a basketball court, media wall, and garden.



RETAIL PLAZA



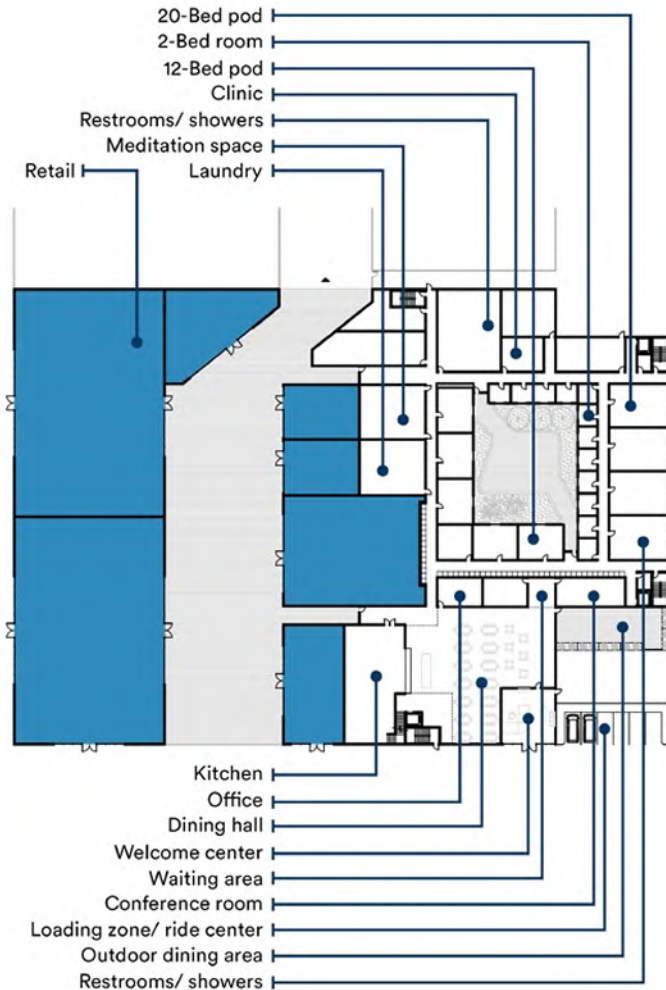
SMALL RETAIL SPACES



WELCOME CENTER

# RE-HABIT

Self-Supporting Mixed-Use Transitional Housing



## Big Ideas for Big Problems

There is a growing need for support and transitional housing for homeless individuals and there are many unused retail spaces currently sitting vacant. According to Forbes, big box stores, like Macy's, JCPenney, and Sears are closing in record numbers. Repurposing vacant, big box stores is a rising trend as retail developers look for innovative ideas for incorporating mixed-use components into underutilized retail spaces. While housing projects dedicated to addressing the homelessness crisis can be controversial, it is an ongoing issue that requires creative and radical solutions. The need for transitional housing and the availability of vacant, big box stores provides a unique opportunity to address both issues.

BUILDING PLAN



ROOF DECK + GARDEN

# RE-HABIT

Self-Supporting Mixed-Use Transitional Housing



## Beyond Shelter

To adequately address homelessness at an individual level, the causes and influences must be addressed in addition to the physical and financial needs of the individual. Through a holistic approach, resident enter into the Re-Habit program and are provided counseling, services, training, and education, all leading to opportunities for employment and service toward those entering the program. As an individual progresses through the program, they may receive increased privacy, responsibility, and opportunity.



BED PODS



DINING HALL



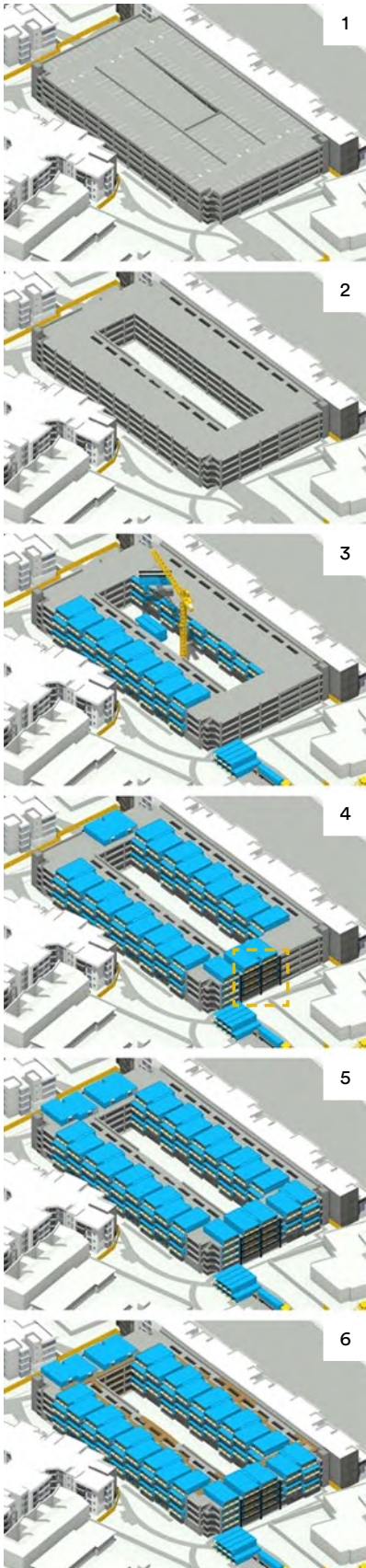
RESEARCH + DEVELOPMENT  
**PARK HOUSE**  
A Housing Solution for  
Repurposed Parking Structures

Park House is a possible solution for what will certainly be a paradigm shift in car culture in the United States. The 1950s brought about a car-dominated culture that dictated the fabric of cities in the United States. Eisenhower's Federal-Aid Highway Act of 1956 authorized the construction of 41,000 miles of national highways, connecting cities across the United States. Clearing the path for these highways wasn't the only physical impact on cities: with so many ways to drive into and around the city, parking lots and structures became a necessity. Looking ahead to when autonomous vehicles, ride sharing, and mass transit reduce the need for individually owned vehicles, it is expected that the widespread construction of large parking lots and structures will someday cause thousands of acres of parking to become obsolete. The Park House concept proposes repurposing underutilized parking structures as residential buildings, using shipping containers as modular residential units.



# PARK HOUSE

A Housing Solution for Repurposed Parking Structures



1

2

3

4

5

6

CONSTRUCTION PHASING

- 1 | Parking structure as it exists.
- 2 | Parking ramps are removed and the slabs are punched for additional light and air circulation to the lower floors.
- 3 | The original driveway is utilized as the staging area. Phase I and Phase II containers are installed.
- 4 | A supplemental structural moment frame is installed at the edge of the structure.
- 5 | The existing shear wall is removed, providing access for installation of eight additional units
- 6 | The raised floor system of ramps and stairs are installed. Lastly, shade structures, guardrails, and courtyard landscaping are added.

## Parking Structures as Residential Buildings

The Park House concept proposes a system for repurposing unused parking structures into much-needed housing by infilling the parking levels with modular residential units, created from shipping containers, to maximize efficiency and minimize the disruption to the existing context. Using a “donut” shaped parking structure with a central ramp, the flat surface area is infilled with modular units while the internal ramp is removed to create a residential courtyard. The units are raised up on a plenum to accommodate utilities and a raised walkway provides an accessible path of travel to all units.



EXTERIOR FACADE



COURTYARD VIEW

# PARK HOUSE

A Housing Solution for Repurposed Parking Structures



**SINGLE-LOADED CORRIDOR** | Raised walkways, open guardrails, and punched openings with vertical gardens



**UPPER LEVEL** | Metal shade structure



**BUILDING SECTION** | Utility plenum



# PARK HOUSE

A Housing Solution for Repurposed Parking Structures



UNIT INTERIOR | 1-Bedroom Plan

## Shipping Containers as Residential Units

The Park House design is primarily aimed toward serving a demographic of young professionals, with a mix of one- and two-bedroom units, a open and efficient living and kitchen area, and oversized balconies. The units are staggered to create movement in the building facade and break up the long residential corridor.



UNIT INTERIOR | 2-Bedroom Plan

- 1 | 1 Bedroom + 1 Bath Unit | 788 sq. ft.
- 2 | 2 Bedroom + 2 Bath Unit | 931 sq. ft.
- 3 | Private Patio
- 4 | Prefab Extension
- 5 | Raised Deck Corridor
- 6 | Existing Column
- 7 | Punched Openings in the Slab



PARTIAL BUILDING PLAN

# THE LODGE AT AUTUMN WILLOW

Fairfax County, VA  
Michaels Development



20200044

## Typology

55+ Affordable Apartments

## Facts

Density: 6.9 du/ac

Unit Plan Sizes: 696 - 1,163 sq. ft.

Number of Units:

Independent Living Units: 150 du

Site Area: 20.53 ac

Number of Stories: 2 + basement

Parking: 164 spaces

The Lodge at Autumn Willow is an affordable age-targeted community in Fairfax County. The modern design features clean lines and a cool color palette. Residents and guests are welcomed into the lobby by an expansive three-story glass wall. This warm and inviting space allows for a visual connection to the outdoors and invites an abundance of light, flooding the indoor space. Conscious of the surrounding single-family neighborhood, the buildings step back from the street and are oriented for privacy.

# 218 VINE

Washington, D.C.  
Jair Lynch



20170155

## Typology

Affordable Apartments

## Facts

Unit Plan Sizes: 437 - 864 sq. ft.

Number of Units: 122 du

Number of Stories: 5

Parking: 24 spaces

218 Vine developed for Jair Lynch and designed by KTG Architecture + Planning delivers 122 thoughtfully-designed affordable for-rent units for those 55 or better. This new five-story wood-framed building will replace a 27,875 square-foot surface parking lot in Takoma's D.C.'s historic district. The location within the historic district influenced the design, seen mainly in the prominent use of brick. The material choice is made modern utilizing a cool grey over the red brick seen in the older homes in the area. Smooth cement panels relate to the historic districts industrial buildings and provides a textural contrast to the brick. Copper tone detailing brings a pop of color and emphasizes the contemporary design. To respond to the site and program the community is laid out as a North-South oriented "T" shape building. The short side of the "T" creates an urban edge along Vine street. The long side sets back to the middle of the site creating two courtyards: to the east an urban courtyard separates the building from Maple Street, to the west a private courtyard provides recreation space for residents and air and light for units. A quarter mile from the Metro Takoma Station the new development is well connected to the greater community.

# LINEAGE AT NORTH PATRICK STREET

Alexandria, VA  
Alexandria Redevelopment and Housing Authority



20140643 - Photography © HomeVisit

## Typology

Affordable Apartments

## Facts

Density: 74.7 du/ac

Unit Plan Sizes: 534 - 1,204 sq. ft.

Number of Units: 52 du

Site Area: 0.71 ac

Number of Stories: 4

Parking: 32 spaces (0.62 sp./unit)

Construction Type: 5A over 1A

Located in the historic Parker-Gray District of Old Town Alexandria, Lineage at North Patrick Street involves the redevelopment of an underutilized and obsolete public housing site into a vibrant, affordable multifamily rental community. The thoughtfully-designed development located on North Patrick Street, between Wythe and Pendleton streets, consists of two three-story wood-frame buildings that sit atop one level of below grade parking. Both buildings have entry doors to the ground-floor units, which help bring a human and pedestrian scale to the building. The new residential community provides 53 apartment homes and includes one-, two- and three-bedroom units. There is an approximately 40' wide landscaped courtyard between the two buildings that provides a safe area for children and families to gather and play. The vocabulary is urban and transitional in style, with clean lines and simple geometry.

# LINEAGE AT NORTH PATRICK STREET

Alexandria, VA  
Alexandria Redevelopment and Housing Authority



# FENTON APARTMENTS

Silver Spring, MD  
Housing Opportunities Commission



20160484

## Typology

Affordable  
Mixed-Use Wrap

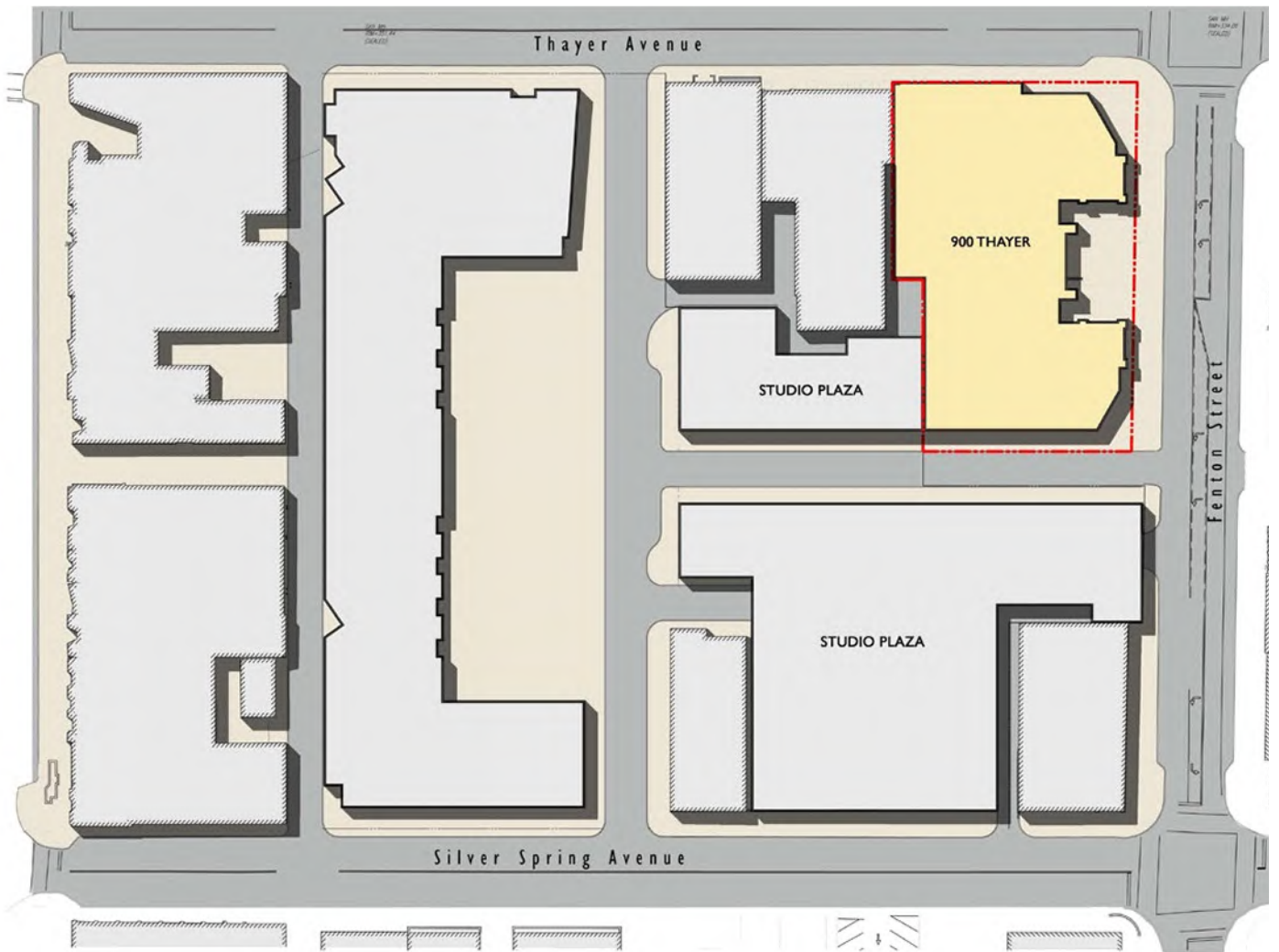
## Facts

Density: 124 du/ac  
Unit Plan Sizes: 550 - 1,150 sq. ft.  
Number of Units: 124 du  
Site Area: 1 ac  
Retail: 5,098 sq. ft.  
Number of Stories: 6  
Construction Type: I, III  
Certification: LEED Gold

This mixed-use community provides activation of the city core with affordable housing and retail. Located near downtown Silver Spring, Fenton Apartments promises to provide a higher density option for those who want walkable retail and transportation nearby. Two different brick colors were chosen as elements to ground the building and provide contrast around the lower portion of the structure. On the front, the brick is tiered and becomes the main focal point for the entryway. The units provide living areas and bedrooms that maximize the best views and lighting possible for the residents. This community is made up of both market rate and affordable units with a specific target of attracting seniors. Amenities include outdoor courtyard, great room and rooftop terrace. Fenton Apartments will produce an energy-efficient and stylish addition to the living options in Silver Spring.

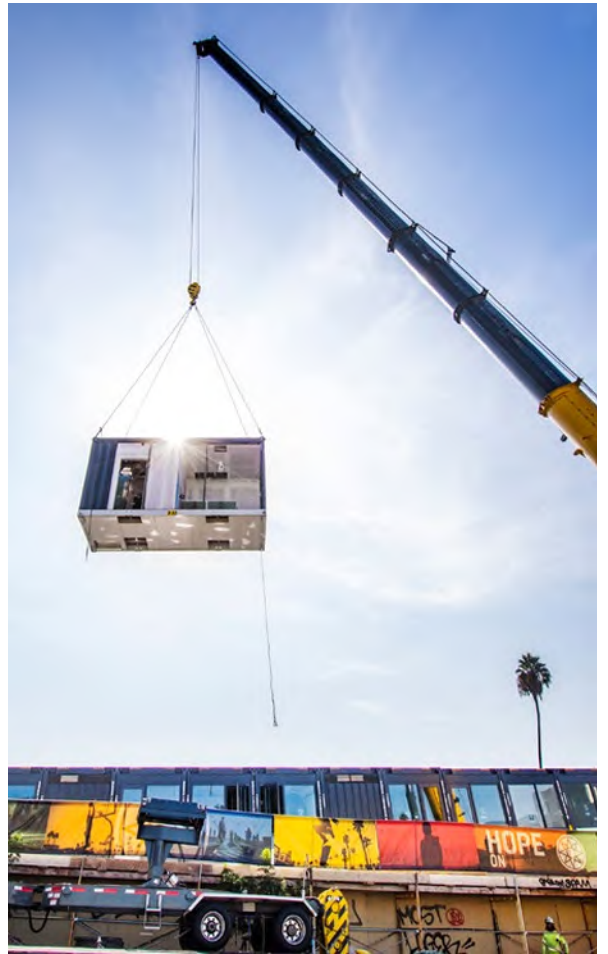
# FENTON APARTMENTS

Silver Spring, MD  
Housing Opportunities Commission



# HOPE ON ALVARADO

Los Angeles, CA  
166 Alvarado LLC



20160877 - Photography © John Bare

## Typology

Supportive  
Affordable Apartments  
Modular

## Facts

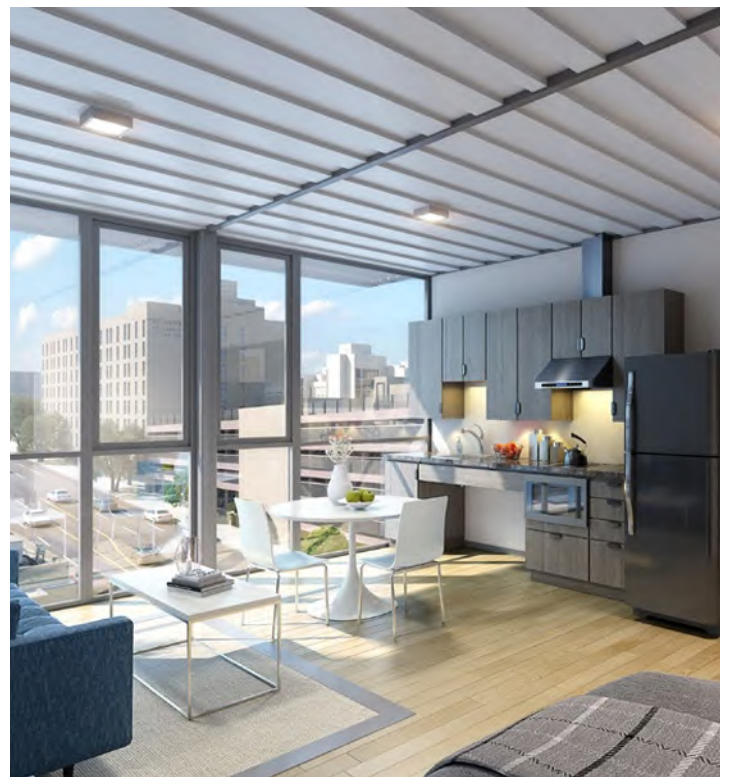
Density: 190 du/ac  
Unit Plan Sizes: 400 - 480 sq. ft.  
Number of Units: 84 du  
Site Area: 0.44 ac  
Number of Stories: 5  
Parking: 10 spaces  
Construction Type: IIB

Hope on Alvarado creatively utilizes purpose-built steel modules into a modern and affordable transitional housing community for the Los Angeles homeless population. While the site is cleared, foundations are poured and the podium is being constructed onsite, the modular units are being constructed offsite speeding up the construction process. Once the units arrive onsite it takes around a month for the units to be lifted into place providing for a completed community in just 14 months. The building is constructed around a central courtyard, providing privacy, safety and a deepened sense of community. A partially sub-grade parking garage uniquely navigates the slope of the site allowing the garage to be hidden. Parking spaces are provided for social services staff while each resident has a bike-storage space. The five-story Hope on Alvarado offers studios and one-bedroom apartments on a 0.44-acre site at 166 Alvarado Street. Floor to ceiling glazing along the amenity space engages the community and brings movement to the street.



# HOPE ON ALVARADO

Los Angeles, CA  
166 Alvarado LLC



# CORSAIR FLATS AT ALAMEDA POINT

Alameda, CA  
Eden Housing + Alameda Point Partners



20150867 - Photography © Vantage Point Photography | Toolbox Video

## Typology

55+ Affordable Apartments  
Affordable Family Apartments

## Facts

Density: 74.7 du/ac

Unit Plan Sizes: 662 - 1,148 sq. ft.

Number of Units: 130 du  
(60 Senior units + 70 Family units)

Site Area: 1.74 ac

Number of Stories: 4

Senior Parking: 27 spaces  
(0.47 sp/unit)

Family Parking: 70 spaces  
(1.0 sp/unit)

Construction Type: V over I

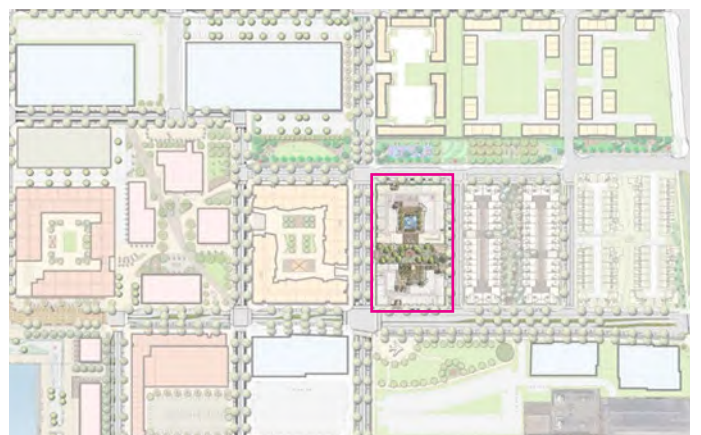
## Awards

2021 BIA Bay Area MAME Award

Situated nearly in the center of the Alameda Point Master Plan, Corsair Flats serves as a transitional area between three-story and six-story massing and features two separate residential buildings, a 70-unit apartment community targeting low-income families and a 60-unit apartment community for low-income seniors. The two buildings are separated by a landscaped mid-block parklet. The ground floor for both buildings includes amenity spaces (manager office, service coordinator office, computer labs, fitness centers, and bike storage), apartment units, and structured on-grade garage accessed off of B-Street. The upper floors (2nd-4th) wrap around an open courtyard located on the podium level. The family building podium level consists of the community room and landscaped active courtyard. The senior building podium level also has an active landscaped courtyard. Both of these courtyard spaces have a visual connection with each other. As an affordable development, the team had to be very selective about certain design elements and materials to maintain the same level of architecture as the market-rate apartments around Corsair Flats. The architecture for both the senior and family buildings is inspired by the existing naval base buildings. The architecture between the family and senior buildings relate to the site and to each other, without looking exactly alike.

# CORSAIR FLATS AT ALAMEDA POINT

Alameda, CA  
Eden Housing + Alameda Point Partners



# SORRENTO

Reston, VA  
Woodfield Development



20160577

## Typology

Apartments  
Podium

## Facts

Density: 46.6 du/ac

Unit Plan Sizes: 515 - 1,297 sq. ft.

Number of Units: 306 du

Site Area: 6.56 ac

Number of Stories: 8

Parking:

Vehicle Parking: 424 spaces

Bike Parking: 111 spaces

Construction Type: IA, IIIA

Certification: NGBS Silver

Nestled among lush landscaping, Sorrento provides young professionals with access to all of the nightlife, shopping and dining options Reston has to offer while also providing a respite from the hustle and bustle of the city. This multifamily residential community with 306 luxury apartments is an eight-story building consisting of a five-story IIIA building above a three-story IA podium with one basement level wrapped around a 424-space precast parking garage. The amenity space on the main level includes business stations and a conference room for residents working from home. The elevated pool deck atop the podium receives constant southern sunlight and provides excellent views. Other community amenities include a fireplace lounge, a Wi-Fi café and lounge, a fitness and yoga center, an indoor and outdoor sky lounge, game room, a private dining and warming kitchen, two landscaped courtyards, and a dog spa. This community provides additional public open space. A linear plaza with fountains and a splash park are featured along the front façade. A pocket park containing a bocce ball court and walking trails provides better pedestrian connection through the neighborhood. The site connects to other landscaped areas to the west, including the Reston National Golf Course and is less than eight miles from Tysons Corner Mall. This community is conveniently located between the Wiehle-Reston East and Reston Town Center metro stations for transit-oriented residents and visitors.



Kamran Charmsaz has more than 20 years of architectural experience and practice, both in the U.S. and internationally, encompassing a broad range of building types including residential, institutional, commercial and retail.

As a Principal in KTGY’s Tysons office, Mr. Charmsaz leads his team through the comprehensive use of Building Information Modeling (BIM) in his projects. He provides careful management and control of defined scopes, schedules and budgets, document handling procedures, prioritization and implementation of LEED design criteria.

**Selected Project Experience**

**Education**

Master of Architecture  
Iran University of Science and Technology  
  
Bachelor of Architecture  
Iran University of Science and Technology

**Registration**

Licensed Architect: MD  
  
LEED Accredited Professional  
  
Certified Construction Contract  
Administration

**Affiliations**

American Institute of Architect, AIA  
Construction Specification Institute  
Canadian Green Building Council  
U.S. Green Building Council

**Contact**

703.389.9935  
kcharmsaz@ktgy.com

**Mixed Use | Multifamily**

Fenton Apartments  
Silver Spring, MD  
Redbrick Development Group/  
Chesapeake Realty Partners

113 Potomac Ave SW  
Washington, D.C.  
Toll Brothers

AVA H Street  
Washington, D.C.  
AvalonBay Communities

AVA Noma  
Washington, D.C.  
AvalonBay Communities

218 Vine Street  
Washington D.C.  
Jair Lynch Real Estate Partners

Monroe Street Market  
Washington, D.C.  
Bozzuto Development; Abdo  
Development; Pritzker Realty

8787 Georgia Ave  
Silver Spring, MD  
Bozzuto

The Bexley  
McLean, VA  
NVR

Gables Pointe 14  
Arlington, VA  
Gables Residential

Village at Valley Forge  
King of Prussia, PA  
Northwestern Mutual, Realen  
Properties & The Bozzuto Group

Washingtonian North  
Gaithersburg, MD  
Camden

The Reserve At Maybrook  
Philadelphia, PA  
Jefferson Apartment Group

Thornton  
Alexandria, VA  
Foulger-Pratt Development

The Reserve at Tinnors Hill  
Falls Church, VA  
Lincoln Property Company

Shady Grove Station  
Rockville, MD  
EYA

Anthem House  
Baltimore, MD  
Bozzuto Development Company  
Liberty Warehouse  
Durham, NC  
East West Partners

Square 767 (Canal Park)  
Washington, D.C.  
EYA

Takoma Metro  
Washington, D.C.  
EYA

**55+**

3825 South Capitol Street  
Washington, D.C.  
Michaels Development

Autumn Willow  
Fairfax County, VA  
Michaels Development

Canvas Valley Forge  
King of Prussia, PA  
The Bozzuto Group

# BENJAMIN KASDAN AIA, LEED AP, NCARB

Principal



Benjamin Kasdan, AIA, LEED AP, NCARB, is a principal at KTGy. He has been involved in the design and planning of a wide variety of real estate projects located throughout California, the East Coast and internationally for more than a decade. Mr. Kasdan's primary focus is the sustainable design of multifamily, mixed-use and urban-infill housing developments. His experience includes affordable housing, market-rate apartments and condominiums, townhomes, student housing and commercial buildings.

He is a frequent speaker and contributor of articles and blog posts on topics related to sustainable architecture, student housing, and multifamily housing to periodicals such as Professional Builder Magazine, Green Home Builder Magazine, and Builder & Developer Magazine. He has also been a guest architectural design critic at Cal Poly San Luis Obispo and Orange Coast College.

Mr. Kasdan has held leadership positions with the American Institute of Architecture Students (AIAS) at Cal Poly San Luis Obispo, AIA Orange County, AIA California Council and AIA National. He was the recipient of the 2017 AIA National Young Architects Award and is a member of Building Design + Construction's 40 Under 40 Class of 2015.

## Education

Bachelor of Architecture, with Honors  
California Polytechnic State University  
San Luis Obispo, CA

California State University International  
Programs  
Florence, Italy

## Registration

Licensed Architect - DC, VA, MD, CA, OR  
LEED Accredited Professional  
National Council of Architectural  
Registration Boards, NCARB, Certification

## Affiliations

American Institute of Architects, AIA  
Urban Land Institute, Member  
2019 AIA California, President  
2016-2017 AIA California Council, VP of the  
Academy for Emerging Professionals  
2014-2015 AIA California Council, Young  
Architect Forum Director, South  
2014-2015 AIA National Young Architect  
Forum, Regional Director  
2014-2017 NCARB Licensing Advisor  
2007-2008 AIA OC, Board Member

## Contact

949.232.8631  
bkasdan@ktgy.com

## Selected Project Experience

### Affordable

Fenton Apts  
Silver Spring, MD  
HOC

Diamond Apartments  
Anaheim, CA  
Jamboree Housing

Bonterra Apartments  
Brea, CA  
Jamboree Housing

Birch Hills Family Apartments  
Brea, CA  
Jamboree Housing

Doria Apartments  
Irvine, CA  
Jamboree Housing

Woodbury Walk Apartments  
Irvine, CA  
Jamboree Housing

Woodbury Arbor Apartments  
Irvine, CA  
Bridge Housing

### 55+

Autumn Willow  
Fairfax County, VA  
Michaels Development

### Mixed Use & Multifamily

Halcyon House  
Costa Mesa, CA  
LMC

2125 Franklin  
Eugene, OR  
American Campus Communities

Fourth Street East  
Oakland, CA  
Carmel Partners

113 Potomac Ave SW  
Washington, DC  
Toll Brothers

Maxwell  
Arlington, VA  
Crimson Partners

8787 Georgia  
Silver Spring, MD  
Bozzuto

AVA H Street  
Washington, DC  
AvalonBay Communities

AVA Noma  
Washington, DC  
AvalonBay Communities

# PATRICIA MAO BOOKER

Director, Production



Patricia Booker has over 17 years of experience in multifamily design and construction. She has been responsible for all phases of the construction process including design development, code analysis, multi-discipline coordination as well as field and office construction administration. Her range of projects include multifamily, child care facilities and military housing developments. Ms. Booker's clients include many of the nation's top multifamily residential developers and owners including EYA, The Bozzuto Group, Foulger Pratt, Alexandria Redevelopment Housing Authority, Jair Lynch, HOC, Camden and AvalonBay. With a thorough attention to detail, she currently manages the development and delivery of comprehensive construction documents.

## Education

Bachelor of Arts in Architecture  
University of California Berkeley  
Berkeley, CA

## Affiliations

American Institute of Architects, AIA  
Associate Member

## Contact

703.245.1088

pbooker@ktgy.com

## Selected Project Experience

### 55+

Autumn Willow  
Fairfax County, VA  
Michaels Development

### Multifamily

8787 Georgia Ave  
Silver Spring, MD  
Bozzuto

The Rae  
Bethesda, MD  
Foulger Pratt

The Bexley  
McLean, VA  
NVR

218 Vine St  
Washington, DC  
Jair Lynch

Edge on Hudson  
Sleepy Hollow, NY  
Toll Brothers

The Frasier  
Alexandria, VA  
Bozzuto Development Company &  
MGL Partners

Camden Washingtonian  
City of Gaithersburg, MD  
Camden

Westside Shady Grove  
Rockville, MD  
Bozzuto/EYA

Teaneck  
Teaneck, NJ  
Avalon

The Lineage  
Alexandria, VA  
ARHA

Camden Hillcrest  
San Diego, CA  
Camden Development

Maybrook  
Lower Merion Township, PA  
Jefferson Apartment Group

Pitney Road  
East Lampeter Township, PA  
HIGH Associates

Camp Lejeune  
Camp Lejeune, NC  
Lincoln Military Housing

Discovery Square  
Fairfax County, VA  
Lincoln Property Company

Old Town Commons  
Alexandria, VA  
EYA

Signal Hill  
Woodbridge, VA  
UDR

### Daycare | Early Learning

Compass School  
Manassas, VA  
Ashburn, VA  
Compass School

Hopkins House  
Alexandria, VA  
Hopkins House

# DOUG MARTIN AIA

Director, Technical



Doug Martin brings over 30+ years of architectural experience to KTGY. He is a technically proficient Architect with knowledge in many building and construction types including but not limited to commercial, mixed-use and multi-family projects in concrete, steel and wood construction. Mr. Martin is well versed in building codes and has produced thoroughly coordinated document packages, which have met or exceeded client expectations while maintaining long term relationships. His experience includes managing projects from zoning entitlement through substantial completion, establishing and tracking project budgets, schedules, preparing and coordinating design through construction documents, interacting with clients and consultants regularly to refine budget, program, desires, and project approach.

## Education

Master of Architecture  
The Catholic University of America  
Washington, D.C.

Bachelor of Architecture  
The Catholic University of America  
Washington, D.C.

## Registration

Licensed Architect: DC, MD

## Affiliations

American Institute of Architects, AIA

Formerly on Board of Directors,  
Potomac Valley - MD Chapter AIA

## Contact

202.423.6601

dmartin@ktgy.com

## Selected Project Experience

### Multifamily

Gables Point 14  
Arlington, VA  
Gables Residential

The Clarendon\*  
Arlington, VA

Hudson Pointe\*  
Jersey City, NJ

909 at Capitol Yards\*\*  
Washington, DC

### Mixed Use

Maxwell  
Arlington, VA  
Crimson Partners  
  
Anthem House  
Baltimore, MD  
Bozzuto Development Company

Alexan Dunn Loring\*\*  
Falls Church, VA

Arlington East\*  
Bethesda, MD

### Renovation

Willow Manor Properties  
Montgomery County, MD  
Housing Opportunities Commission  
of Montgomery County

1151 / 1162 Blagensburgh Road NE  
Washington, DC  
Douglas Development Corporation

Crystal Plaza Apartments\*\*\*  
Lee Highway, Arlington, VA

1920 N Street, NW\*\*\*  
Washington, DC

Ring Building\*\*\*  
Washington, DC

Social Security Operations Bldg.\*\*\*  
Woodlawn, MD

1709 New York Ave., NW\*\*\*  
Washington, DC

1441 L Street, NW\*\*\*  
Washington, DC

### Campus

8 ½ Canal Street\*\*\*\*  
Richmond, VA

### 55+

The Garlands of Barrington\*  
Barrington, IL

\*Project completed by Torti Gallas and Partners | CHK, Inc. for its client while Doug Martin was a Senior Associate/Project Manager

\*\*Project completed by The Preston Partnership for its client while Doug Martin was an Associate Principal/Studio Director

\*\*\*Project completed by WDG Architecture for its client while Doug Martin was an Associate/Project Manager

\*\*\*\*Project completed by Grant Architects, PC for its client while Doug Martin was a Project Manager



# Civil Engineer

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## FIRM OVERVIEW

### YEARS IN BUSINESS

45

### OFFICE LOCATION

Chantilly, VA  
4501 Daly Drive, Suite 200  
Chantilly, VA 20151

### WEBSITE

[WWW.GORDON.US.COM](http://WWW.GORDON.US.COM)

### CAGE CODE

1DQ52

### DUNS NUMBER

086276908

### SMALL BUSINESS NAICS

541330 (Civil Primary)

541370 (Survey)

541690 (Security  
Consulting)

### OTHER NAICS (As Prime)

541320 (Landscape  
Architect)

541340 (Drafting)

### SWAM Certification



Innovation Station Parking Garage  
Fairfax County, VA  
*2021 James M. Scott Exceptional Design Awards  
Program: Honorable Mention*



The Lodge at Autumn Willow  
Fairfax County, VA

With over 70 professionals located in our Mid-Atlantic Headquarters, GORDON is recognized as a leading provider of land planning and site design services nationwide. We offer the diverse expertise of civil engineers, land planners, surveyors, landscape architects, and physical security professionals, who provide progressive and sustainable solutions for some of the most complex developments and iconic projects in the country. GORDON is very familiar with the property and is uniquely qualified to support your multi-family residential, mixed-income, affordable housing project as the original design engineer and surveyor for the County Government Center complex dating back to 1988. Gordon has remained steadily involved with the development of the Government Center having completed the County Public Safety Building in 2015 and the Monument Drive Commuter Parking Garage and Transit Center which received zoning approval in 2020, and final site plan approval in August 2021.

### GORDON MARKETS

- Local/State/Federal Governments
- Multi-family Housing
- Healthcare
- Education
- Sports + Recreation
- Transportation
- Land Development

### GORDON SERVICES

- Civil Engineering
- Survey and Mapping
- Landscape Architecture
- Physical Security
- Programming and Planning



Monument Drive Commuter Parking  
Garage and Transit Center  
Fairfax County, VA



Fairfax County Public Safety Center  
Fairfax County, VA

## RESUMES

### ROBERT WALKER, PE, PLA, LEED AP

Principle in Charge of Civil &  
Zoning



Mr. Walker holds a unique set of credentials by being both a professional engineer and professional landscape architect, providing a multi-faceted design approach where his solutions have as much appreciation for aesthetics as they do function. Throughout his career, he has personally managed some of the firm's largest residential projects and has overseen projects with total construction budgets as large as \$500 million. His design expertise includes site planning, entitlement, master planning, site layout and grading, low impact design (LID), LEED, and stormwater management (SWM) and regulatory compliance.

**Total Years Experience:** 36 • **With Current Firm:** 36 • **Registration:** Professional Engineer: VA, DC; Professional Landscape Architect: VA • **Education:** BLA, Landscape Architecture, The Pennsylvania State University

### STEVE GLEASON, PLA, AICP Director of Land Planning



Mr. Gleason is a skilled practitioner with over 35 years of community planning, military master planning, landscape architecture, and urban design experience. He is an expert in federal, state and local regulatory approvals, public outreach, and consensus-building. Mr. Gleason has extensive Fairfax County zoning experience, with a proven ability to work closely with County staff, elected officials and residents to address community concerns by developing creative planning solutions. Mr. Gleason served as the lead zoning expert for the Special Exception approvals on the Lodge at Autumn Willow project in Fairfax County, VA for Fairfax County Housing Redevelopment Authority and the Monument Drive Commuter Parking Garage / Transit Facility.

**Total Years Experience:** 36 • **With Current Firm:** 8 • **Registration:** Professional Landscape Architect: VA, NY; Certified Planner • **Education:** BS. Environmental Science; BLA, Landscape Architecture

### BRIAN CIPRIANO, PLA Senior Landscape Architect



Mr. Cipriano's working experience work includes site design of various hardscape, signage and theming, water features, and auxiliary structures. Brian is a recognized design professional in the metropolitan Washington area who has designed multiple award winning facilities. His related experience also includes site analysis studies, master planning, concept development, landscape architecture, and client presentations.

**Total Years Experience:** 20 • **With Current Firm:** 20 • **Registration:** Professional Landscape Architect: VA • **Education:** BLA, Landscape Architecture, Pennsylvania State University

**ANTHONY OWENS, PE**  
Civil Engineer



Mr. Owens has over 25 years of professional civil engineering experience in the Northern Virginia area with a focus on Fairfax County. His experience and skills includes land development and site engineering design on a wide variety of office, retail, residential, and mixed-use projects. He is registered as a Designated Plans Examiner in Fairfax County. Mr. Owens is serving as the Special Exception Project Management/Engineer on the Lodge at Autumn Willow project in Fairfax County, VA current in design.

**Total Years Experience:** 27 • **With Current Firm:** 6 • **Registration:** Professional Engineer: VA; Fairfax County DPE • **Education:** BS, Urban Systems Engineering, George Mason University

**SCOTT PETERSON, PE, LEED AP**  
Civil Engineer



Mr. Peterson has extensive experience in Fairfax County with the design of Multifamily dwellings, site infrastructure, parking lot layout, road improvements, trail design, stormwater management, and Best Management Practices. Scott's technical expertise and background enable him to analyze the project site and identify site constraints and areas that require additional investigation to minimize construction cost while maintaining a quality design standard. Mr. Peterson has served as the Civil Project Manager on several Fairfax County led projects and has permitted numerous projects in Fairfax County.

**Total Years Experience:** 28 • **With Current Firm:** 20 • **Registration:** Professional Engineer, VA, DC; LEED Accredited Professional • **Education:** BS. Civil Engineering

**KELSEY RYAN, PE**  
Water Resources Engineer



Ms. Ryan is knowledgeable in the field of stormwater management (SWM) for water quality and water quantity projects. Her areas of expertise include hydrology modeling, stormwater management, best management practices (BMPs), runoff reduction method, VSMP regulations, and operation, maintenance, and monitoring for groundwater and wastewater treatment systems. Ms. Ryan leading GORDON's stormwater management design for the Special Exception Site Plan approval process on the Lodge at Autumn Willow project in Fairfax County, VA.

**Total Years Experience:** 6 • **With Current Firm:** 6 • **Registration:** Professional Engineering, VA • **Education:** MS Civil Engineering; BS Civil Engineering, George Mason University

## PAST PERFORMANCE

Examples of multifamily/affordable residential development projects Gordon has completed in the Mid-Atlantic Region in the past 10 years.

Gordon has been providing civil engineering, survey, and landscape architecture services in Fairfax County on residential re-development/development project for over 40 years. The scope of these services has included site assessment reviews, boundary and topographic surveys, assessment of development potential, entitlement process, preparation of site plans, renovation to existing facilities, improvements to athletic fields, and construction administration assistance. Gordon's relevant project experience includes:

### Woodland Park - Herndon, Virginia

GORDON provided civil/site engineering and surveying services for this 170-acre, mixed-use development paralleling the Dulles Access Toll Road in Herndon, Va. Woodland Park consists of 22 multi-story office buildings with associated surface parking or parking garages, comprising four million SF of office space; over 1,500 multi-family units; and a retail shopping center anchored by Harris Teeter.

GORDON has been responsible for feasibility studies, site plan preparation, value engineering, roadway and utility infrastructure design, zoning applications, acquisition of permits from county and local jurisdictions, FAA building height permitting, surveying, coordination with all utilities' agencies, and working with a multitude of architects, contractors, and subcontractors.

A key element in obtaining support for Woodland Park East was recognizing the importance of aligning the proposed master plan with the stated vision in the County's Comprehensive Plan for redevelopment in the Reston-Herndon Transit Station. The GORDON team of planners, engineers, and landscape architects working with the developer's architects and attorneys to meet several development criteria which included the following:

- A grid of complete streets to support multimodal users
- The integration of public and private park land
- Exemplary building and streetscape design standards
- A walkable community with access to neighborhood stores and the future metro station

GORDON also lead the effort to obtain approvals from the adjacent property owner and County Stakeholders to construct an offsite commuter trail that connects Woodland Park to the future Herndon -Monroe Transit Station Platform.



**Murraygate Village Apartments - Alexandria, Virginia**

Murraygate Village Apartments is located on approximately 12 acres in the City of Alexandria, Virginia. The complex includes 204 units with a central utilities plant. The purpose of this project was to develop alternatives/ options for the renovations and upgrades to the affordable housing units, as well as the utilities plant and to identify site deficiencies.

Gordon performed a topographic survey and civil engineering analysis of the site's features. Based on our analysis of the site, Gordon provided multiple recommendations for handicap accessibility to one or more of the existing buildings. This will require new or improved concrete sidewalks with associated curb ramps and vehicular handicap parking. The existing handicap parking will require asphalt milling and overlay and removal and replacement of sidewalk, curb, and gutter.

Recommendations for drainage, stormwater management, and water quality were also identified to bring Murraygate into compliance with Fairfax County requirements. This project may also require utility trenching for updated utility connections if mechanical upgrades are proposed.



**Wedgewood Apartments - Annandale, Virginia**

Wedgewood Apartments is located on approximately 35 acres in the Annandale, Virginia. The complex includes 57 affordable multi-family apartment buildings along with over a dozen townhouse units. The purpose of this project was to address drainage issues related to where previous water damage/ penetration had occurred through the basement walls and to identify site deficiencies.

GORDON performed a topographic survey and civil engineering analysis of the site's features. Based on our analysis of the site, a design was provided that addressed the site drainage by adding storm sewers and grading.

## The Lodge at Autumn Willow, Fairfax, VA

Gordon's Planning and Landscape Architecture studio worked in close collaboration with the Michaels Development Company and KTG Architects to develop the winning concept that was selected by the Fairfax County Redevelopment and Housing Authority (FCRHA) for development. Inspired by the site's natural beauty, the design team proposed a "natural park lodge" theme. A key criteria in the award of the project was FCHRA's desire to develop the heavily wooded 20.53 acre site in a manner that is environmentally sensitive to the land and its natural resources. The design for the 150 independent affordable housing units consists of two building wings that open up to views of Willow Pond Park creating a wide open space natural amenity area for the residents and visitors to the facility. Nestled within the existing trees that will be preserved will be recreational amenities to support small group settings and a plaza area for larger community gatherings and social events. All the outdoor amenities will reinforce the park-like setting and will include features such as a yoga room, outdoor campfire pit, trails, and a woodland garden. In addition to the mature trees, all planting enhancements will be native to the region and all hardscape and furnishing materials will be natural to further provide a sense of place for this innovative project.



PARCEL 10C  
 MAP 10C-1-10C  
 26, 11807, 26, 1043  
 USE: VACANT LAND  
 ZONE: PDM-2



**LEGEND**

- CATEGORY 1+2 DECIDUOUS TREE
- CATEGORY 3+4 DECIDUOUS TREE
- INTERIOR LOT CATEGORY 3+4 DECIDUOUS TREE
- CATEGORY 1+2 EVERGREEN TREE
- EVERGREEN SHRUBS
- SUPPLEMENTAL PLANTING
- EXISTING TREES TO REMAIN

**AMENITY AREAS**

- 1 ARRIVAL PLAZA**  
 POTENTIAL AMENITIES INCLUDE:
  - BENCHES
  - PLANTINGS / LANDSCAPING
- 2 THE CENTRE**  
 POTENTIAL AMENITIES INCLUDE:
  - GRILLING STATIONS
  - PERGOLA
  - VARIETY OF SEATING OPTIONS (TABLES / COUCHES / CHAIRS)
- 3 SERENITY STUDIO**  
 POTENTIAL AMENITIES INCLUDE:
  - LARGE AREA FOR GROUP YOGA AND OTHER WORKOUT CLASSES
  - SYNTHETIC TURF SURFACING
  - SHADE PERGOLA ENCLOSING SPACE
- 4 READING COVE**  
 POTENTIAL AMENITIES INCLUDE:
  - SEATING
  - INTIMATE, PRIVATE SPACE FOR INDIVIDUALS OR SMALL GROUPS
  - SPACES TUCKED IN AMONG EXISTING VEGETATION
- 5 THE FLAME**  
 POTENTIAL AMENITIES INCLUDE:
  - FIREPIT WITH SEATING FOR GROUP GATHERINGS
  - CHAIR SEATING SURROUNDING FIREPIT
- 6 RECREATION ZONE**  
 POTENTIAL AMENITIES INCLUDE:
  - GAME TABLES
  - BOWCE COURT
  - SHUFFLEBOARD

**NOTES**

1. THE AMENITIES SHOWN AND DESCRIBED ON THIS SHEET ARE CONCEPTUAL AND SHOWN FOR THE PURPOSES OF GENERAL INTENT AND NATURE OF DESIGN. THE LOCATION, SIZE, LAYOUT, AND PROGRAM ELEMENTS ARE SUBJECT TO CHANGE AT TIME OF FINAL SET PLAN.
2. THE APPLICANT RESERVES THE RIGHT TO ADD OR REMOVE FEATURES SHOWN ON THESE DOCUMENTS AS LONG AS THE OVERALL QUALITY AND CHARACTER OF THE SPACES AGREE WITH WHAT IS SHOWN IN THE SPECIAL EXCEPTION APPLICATION. POTENTIAL AMENITIES COULD INCLUDE A GARDEN OR SENSORY WATER FEATURE.

FAIRFAX COUNTY  
 PARK AUTHORITY



# Traffic Engineer

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## WHO WE ARE

**Gorove Slade** is a professional engineering and planning firm providing clients with a complete suite of transportation planning and traffic engineering services. The firm's work advances some of the most significant real estate and transportation infrastructure projects in the region. Our company's comprehensive menu of service offerings includes the following:

- Multimodal Transportation Studies
- Campus and Neighborhood Mobility Planning
- Site Access and Circulation Evaluations
- Multi-modal Streetscape Planning and Design
- Transportation Modeling
- Traffic Signal Design and Maintenance of Traffic (MOT) Plans
- Pavement Marking and Signage Plans
- Traffic, Parking, and Pedestrian Counts and Surveys
- Transportation Demand Management (TDM)
- Parking Studies

Gorove Slade is SWaM certified as a small business in Virginia.

### History

The firm was founded in 1979 by Fred Gorove and Lou Slade — two traffic engineers trained at a multi-disciplinary engineering firm with a vision to create a firm specialized in transportation planning and traffic engineering. Today, the firm's employees operate from four locations in the Washington DC area who along with seven Principals have strengthened Gorove Slade's reputation as a premier transportation firm in the Washington, DC area.

### Client Services Approach

Our clients include landowners and real estate developers, public agencies, universities, schools, institutions, and other engineering and architectural firms. Gorove Slade's experience is brought to bear through a full-service and cost-effective team selected specifically for each project that has unique knowledge of our client needs, technical project skills required and a thorough understanding of the state or local staff and the jurisdictions requirements.

Our engineers and planners take a multi-modal approach to projects and the need to move people and services into, out of and through the built environment. We are experts in the functionality and interdependence of facilities that serve all modes of travel.

## GOROVE SLADE

Transportation Planners and Engineers

### Offices

**3914 Centreville Road  
Suite 330  
Chantilly, VA 20151  
703.787.9595**

**1140 Connecticut Ave NW  
Suite 600  
Washington, DC 20036  
202.296.8625**

**225 Reinekers Lane  
Suite 750  
Alexandria, VA 22314  
703.721.3044**

**15125 Washington Street  
Suite 212  
Haymarket, VA 20169  
571.248.0992**

### Firm Principals

Christopher Tacinelli, PE  
Chad Baird  
Daniel VanPelt, PE, PTOE  
Erwin Andres, PE  
Tushar Awar, PE, PTOE  
Kevin Sitzman, PE  
Rob Schiesel, PE

## Maria C. Lashinger, PE, PTOE

*Project Manager*

Ms. Lashinger manages project work for Gorove Slade from its Chantilly, VA office location and her work is concentrated in Fairfax County. Maria is proficient in traffic engineering and transportation planning concepts, is skilled with analysis software such as Synchro and SimTraffic, and her work experience includes traffic impact studies, transportation modeling, parking studies, site access and circulation evaluations, traffic counts, and computerized traffic modeling.

*Maria's project experience covers the full spectrum of land-use and includes:*

### Recent Northern Virginia Projects

Westfields Parcel 23 and 15C, Fairfax County, VA  
MITRE Campus Rezoning, Fairfax County, VA  
Capital One Headquarters Redevelopment, Fairfax County, VA  
Crystal City, Arlington County, VA to include Crystal Square, Crystal Plaza 6, Crystal Gateway, and Crystal Plaza Parking Study  
Reston Commerce Metro Center, Fairfax County, VA  
5600 Columbia Pike, Fairfax County VA  
1831 Michael Faraday Drive, Fairfax County, VA  
1825 Michael Faraday Drive, Fairfax County, VA  
Reston Crescent, Fairfax County, VA  
Robinson Terminal North, City of Alexandria, VA  
AHC - St. James, City of Alexandria, VA  
Reston Station Blvd Construction Phasing Analysis, Fairfax Co, VA  
Gateway - King & Beauregard, City of Alexandria, VA  
St. John's Wood, Fairfax County, VA  
Reston Westin Parking Study, Fairfax County, VA  
555 Herndon Parkway, Fairfax County, VA  
Geico Site - Tysons, Fairfax County, VA  
Ashby Apartments, Fairfax County, VA  
Fellowship Square, Fairfax County, VA  
Tall Oaks Redevelopment, Fairfax County, VA  
Isaac Newton Square, Fairfax County, VA  
Lewinsville Center, Fairfax County, VA  
515 N. Washington Street, City of Alexandria VA  
Reston Station, Fairfax County, VA  
Mount Vernon Village Center, City of Alexandria, VA  
Triangle Park, Fairfax County, VA  
Charter Oak, Fairfax County, VA  
Plaza America Shop Center and Office Park, Fairfax County, VA  
Parkview at Herndon Metro Station, Fairfax County, VA



#### Education

Master of Arts, Sports Management, University of San Francisco

Bachelor of Science, Civil Engineering, Penn State University

#### Professional Registrations

Professional Engineer (Civil)  
Virginia  
Maryland  
District of Columbia  
Professional Traffic Operations Engineer

#### Professional Associations

Institute of Transportation Engineers (ITE)

#### Experience

18 years total  
7 years with Gorove Slade

#### Office

Chantilly, VA

# Land Use Attorney

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# Land Use, Development and Government Relations

The DLA Piper Land Use, Development and Government Relations practice possesses broad experience representing real estate owners, corporations and other institutional users, investors, lenders, borrowers, homebuilders, and developers in land use, zoning, public and public/private financing, condemnation, and related real estate and transactional matters.

## Our Northern Virginia Team

Land use and zoning entitlement in Northern Virginia is fraught with complex issues. Our Land Use team has cultivated decades-long relationships with key staff members, elected and appointed officials and members of the community. This allows our group to work with key decision makers to develop and implement

intelligent and creative solutions for our DLA Piper clients. Each of the deals listed below encountered obstacles that required innovative solutions—they all speak to the group's problem-solving abilities and deep resources.

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## REPRESENTATIVE CASES



SB Architects and LandDesign, Inc.

**DWC Holdings, LLC**, the owner and developer of a proposed 100-acre mixed-use, transit-oriented development called Rivana at Innovation Station, in compiling and submitting land use applications to Loudoun and Fairfax Counties. The proposed development comprises 10 million square feet of residential, office, hotel and retail that is expected to cost over US\$4 billion. DLA Piper is also negotiating a public financing proposal with Loudoun County to fund US\$350 million in infrastructure improvements through creation of a Community Development Authority and associated Tax Increment Financing.



Gensler

**Tysons Development, LLC** in securing unanimous approval the Fairfax County Board of Supervisors for the redevelopment of 8.35 acres strategically located at the landing to the Spring Hill Metro Station on the Washington, DC Metro's Silver Line—a transit-oriented, mixed-use development of more than 3 million square feet that will include 1.4 million square feet of office space, 800+ high-end apartments, 100,000+ square feet of retail space, a 250-key 5-star hotel, a 199-seat black-box theater and a 14,000 square foot observation deck atop an office tower. This is a US\$1.5 billion investment in Tysons. One of the two office buildings was approved for up to 600 feet; once constructed, it will be the tallest building in the Washington, DC region.



Taubman Centers

**Taubman Centers & Fair Oaks Mall** is re-envisioning the 1.2 million square foot 1980s-style regional shopping mall in Fairfax County, Virginia as a larger transit-oriented mixed-use development, with added residential, commercial office, hotel and retail space. We secured a county-wide zoning text amendment to reduce the huge surplus of unused parking spaces at the mall and successfully engaged with numerous Fairfax County agencies and the Fair Oaks Team (including in-house counsel, business leaders, the PR department, architects, engineers, and transportation consultants) in revising the Fairfax County Comprehensive/Master Plan to transform this outdated mall into a vibrant Town Center of 4.5 million square feet of office and residential towers, hotels, movie theaters, upscale restaurants and retail.



Corgan

**QTS Realty Services** in the development of 1.1 million square feet of data centers throughout Northern Virginia. Work included amending the previously approved plans and proffers, as well as a special exception, to permit a FAR increase from 0.6 to 1.0 as well as negotiations with the approving jurisdiction to facilitate a cash contribution towards adjacent road improvements in lieu of constructing the improvements on Loudoun County's behalf.

## About us

DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific, positioning us to help clients with their legal needs around the world.

## For more information

To learn more about DLA Piper, visit [dlapiper.com](http://dlapiper.com) or contact:

### Antonio J. Calabrese

Partner

Location Head, Northern Virginia Real Estate Practice

T +1 703 773 4184

[antonio.calabrese@dlapiper.com](mailto:antonio.calabrese@dlapiper.com)

### Brian Winterhalter

Of Counsel

T +1 703 773 4016

[brian.winterhalter@dlapiper.com](mailto:brian.winterhalter@dlapiper.com)

### Brian J. Clifford

Sr Land Use Planner

T +1 703 773 4044

[brian.clifford@dlapiper.com](mailto:brian.clifford@dlapiper.com)

### Jennifer Lai Garcia

Sr Land Use Planner

T +1 704 773 4042

[jennifer.garcia@dlapiper.com](mailto:jennifer.garcia@dlapiper.com)



[Antonio J. Calabrese](#)

**Partner**

**LOCATION HEAD, NORTHERN VIRGINIA REAL ESTATE PRACTICE**

[antonio.calabrese@dlapiper.com](mailto:antonio.calabrese@dlapiper.com)

**Northern Virginia**

T: +1 703 773 4184

F: +1 703 773 5033

M: +1 703 405 2998

Antonio Calabrese focuses his practice on land use, zoning and complex development projects. He represents major corporate users, developers and national, regional and local operators in all aspects of land use.

Tony has obtained zoning and entitlements for some of Northern Virginia's most prominent projects. His clients include owners and operators of office projects and corporate headquarters; data centers and web hosting facilities; retail projects, including super regional malls; industrial facilities; single family and multi-family residential and townhouses; entertainment projects; telecommunications facilities; hotels and resorts; and large-scale residential and planned communities.

• Real Estate

• Real Estate

His experience includes:

- Securing numerous rezoning, development plan and special exception approvals within and around the 450-acre, seven million square-foot, mixed-use Reston Town Center. Reston Town Center has received national acclaim for smart planning and the application of the most cutting edge land use principles
- Obtaining approvals for a 3.2-million square-foot mixed-use multi-phased expansion of Tysons Corner Center, including office towers, high-density residential development, additional retailers and a boutique hotel
- Handling numerous data center approvals (millions of square feet) in and around Ashburn (Loudoun County), Virginia
- Securing approval of a 3+ million square foot, multi-year, multi-phased mixed use town center of office, residential, retail, hotel and industrial land for the Waterside project (a precedent-setting stone quarry conversion), located at Route 28 and the Dulles Toll Road
- Oversaw the rezoning of a 4.9-million square-foot, mixed-use, transit-oriented development for Capital One's prominent Tysons headquarters
- Has advised MITRE on numerous development and strategic real estate matters, including a recently approved, major rezoning for its office campus
- Securing approval for a 360-acre, 3.7 million square-foot, mixed-use community employment center, including 2.8 million square feet of office development and 600,000 square feet of retail, a luxury hotel, a movie theater, restaurants and residences for One Loudoun.

This project received the Washington Smart Growth Alliance award and was the first project to receive such recognition in Loudoun County

- Overseeing zoning approvals for America Online's 2.2-million square-foot Dulles headquarters and computer/technology center
- Securing a series of rezoning approvals for the planned community of Brambleton, including more than 3,000 new homes and a large active adult/elderly housing community
- Obtaining approval for 3,500 homes and 3.8 million square feet of commercial and retail development on 1,600 acres along the Dulles Greenway for the Broadlands and Broadlands South Communities
- Assisting Raytheon in securing significant state and local incentives in connection with its 700,000-square foot lease of the AOL Campus, enabling Raytheon to house more than 1,500 employees
- Participating in major development projects adjacent to the Tysons-to-Dulles Metro Rail Line's 11 planned stations and the US\$5 billion Silver Line Metrorail extension

Tony has also secured service approvals for restaurants, including a "restaurant park," hotels, retirement communities and automobile dealerships. Tony has represented more than a dozen different regional and national automobile dealers in Northern Virginia. He has also secured approvals for churches, daycare facilities and other specialized users.

## CREDENTIALS

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### Admissions

- Virginia

### Recognitions

*Chambers USA* and *The Legal 500 United States* have repeatedly recognized Tony for his Real Estate/Zoning and Land Use practice. A source told *The Legal 500* that Tony has "added value to our projects with [his] expertise, thoughtful insights and dedication to our success." During *Chambers* research, one source said, "[w]hen I speak with him, I always feel like I am talking to the smartest person in the room... He is a long-term strategist who thinks before he speaks." The guide has previously honored Tony as a "Star Individual," having been described by peers "as one of the leading land use professionals in Northern Virginia." Clients have affirmed that Tony's "experience and professionalism in real estate transactions have been invaluable." He "has a well-earned reputation for excellence and results." He has also been repeatedly recognized by *Best Lawyers*. Among other accolades, Tony has received the following:

- *Chambers USA* - #1 Band Ranking 2005 - 2021, with a "Star Individual" Recognition
- *Washingtonian* Washington, DC's Best Lawyers: Real Estate – 2018
- *The Best Lawyers in America* Land Use and Zoning Law and Real Estate Law – 2006—2019
- *Washingtonian* magazine Top Lawyer – 2015, 2014, 2013
- AV Preeminent Top Rated Lawyers – 2017
- *Northern Virginia* magazine Top Lawyers – 2016
- *Bisnow* DC Top Real Estate Lawyers – 2014
- *Virginia Business* Legal Elite – 2014
- *SmartCEO* Power Player – 2013
- *Washington Business Journal* Top Washington Land Use/Zoning Lawyer
- *Richmond Magazine* Virginia Super Lawyer
- *Legal Times* Leading Lawyer
- National Association of Industrial and Office Properties Northern Virginia Chapter - Member of the Year 2000

### Education

- J.D., University of Richmond School of Law 1986  
Managing Editor, *University of Richmond Law Review*



- B.A., Psychology, University of Virginia 1983

## Memberships

- National Association of Industrial and Office Properties, Northern Virginia chapter

## INSIGHTS

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### Events

### PODCAST

- "Episode 23: Planning for the Future," *LandDesign*, October 2021

## NEWS

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### MEDIA MENTIONS

- "Multi-building residential complex planned to transform Tysons office site," *Tysons Reporter*, June 25, 2021
- "Dormant Dulles World Center Site Gets a Major Makeover as Rivana at Innovation Station," *The Loudoun Newsletter*, April 14, 2021
- "Pulte Files Plans for Midrise Residential on Tysons Site," *The Fairfax Newsletter*, March 31, 2021
- "Vienna Metro development could get a daycare and other updates," *Tysons Reporter*, February 2, 2021
- "Developers look to jump-start work on nearly 1,000 units near Vienna Metro after lengthy delays," *Washington Business Journal*, January 21, 2021
- "US Fitness nixes plans for a new gym in Ashburn, opting for a residential project instead," *Washington Business Journal*, January 11, 2021
- "Pulte Seeks Amendment to MetroWest Proffers to Allow Multifamily Development to Move Forward," *The Fairfax Newsletter*, December 31, 2020
- "Board Approves Fair Oaks Mall Plan Amendment," *The Fairfax Newsletter*, November 27, 2020
- "Board Approves Nearly 900 housing Units Across Three Residential Rezoning," *The Fairfax Newsletter*, Volume 65, Number 18, October 6, 2020
- "Planning Commission Greenlights New Fair Oaks Mall Plan; More Residential, Less Retail Proposed," *The Fairfax Newsletter*, Volume 65, Number 14, September 18, 2020
- "Northern Virginia's 'next great place'? Fairfax leaders are working to reimagine Fair Oaks," *Washington Business Journal*, September 14, 2020
- "Kingstowne Retail to Residential," *The Fairfax Newsletter*, Volume 65, Number 14, July 31, 2020
- "Amazon's latest Loudoun data center proposal is a doozy," *Washington Business Journal*, July 10, 2020
- "Northern Virginia developers look to Northam for help managing the coronavirus fallout," *Washington Business Journal*, March 31, 2020
- "Land deals close for the View at Tysons, clearing way for construction of region's tallest tower," *Washington Business Journal*, March 5, 2020
- "Commission OKs Density Reduction at Kingstowne Multi-Family Site," *The Fairfax Newsletter*, Volume 65, Number 1, January 17, 2020
- "Fair Oaks Mall could someday replace parking lots with development," *Washington Business Journal*, December 4, 2019
- "Do Fairfax Co.'s biggest malls have too many parking spaces? Mall owners say yes," *Fairfax County Times*, November 17, 2019
- "Planning Commissioners, County Staff Clash Over Parking Proposal," *Tysons Reporter*, November 14, 2019
- "A little glass here, some color there, and data centers aren't so blah anymore," *The Washington Business Journal*, October 25, 2019
- "Board of Supervisors Approves View at Tysons Mixed-Use Proposals," *The Fairfax Newsletter*, Volume 64, Number 18, October 17,

2019

- "Fairfax County approves Tysons project featuring what would be region's tallest building," *Washington Business Journal*, October 16, 2019
- "The fate of what would be the region's tallest building will be decided next month," *Washington Business Journal*, September 24, 2019
- "Kingstowne Towne Center development gets a downsizing," *Fairfax County Times*, September 6, 2019
- "Aldi taking over part of a shuttered N. Va. Toys R Us. And one day, residential will follow," *Washington Business Journal*, July 31, 2019
- "Change of plans for Kingstowne Towne Center's first residential," *Washington Business Journal*, May 15, 2018
- "One more try for The View at Tysons, a massive project featuring what would be the region's tallest building," *Washington Business Journal*, March 5, 2019
- "What could be the region's tallest building now features a 'SkyGarden' — and more changes for The View at Tysons" *Washington Business Journal*, August 20, 2018
- "DLA Piper Adds Ex-Head of Cooley Real Estate Practice," *Law360*, May 25, 2018
- "One of N. Va.'s most prolific real estate attorneys is jumping firms," *Washington Business Journal*, May 24, 2018



**Brian Winterhalter**

**Of Counsel**

brian.winterhalter@dlapiper.com

**Northern Virginia**

T: +1 703 773 4016

F: +1 703 773 5016

M: +1 703 867 0708

Brian Winterhalter is an experienced commercial real estate attorney with a particular focus on and history of success in land use & zoning matters throughout Northern Virginia. He represents major developers and national, regional and local companies in all facets of land use, including noteworthy transit-oriented, mixed-use projects - office, hotel, residential and integrated retail, urban infill residential projects, as well as major data center projects and related fiber optic conduit facilities throughout the Ashburn area of Loudoun County.

• Real Estate

• Real Estate

Brian counsels clients in all aspects of the land use, planning, zoning and development processes. He is well known for succinctly and persuasively presenting complicated developments to state and local governing authorities throughout Northern Virginia, including Fairfax, Loudoun and Prince William Counties and the cities and towns within this region, along with the local planning, transportation, and environmental staffs, planning commissions, elected officials and interested citizens organizations.

In addition, Brian has emerged as a regional, sought-after expert in crafting the complex ownership and governance regimes for horizontal and vertically-integrated mixed-use developments, including the creation of condominium and subdivision structures, commercial and mixed-use property owners' associations and reciprocal easement agreements. Brian successfully navigates the complicated endorsements needed from owners, developers, tenants and lenders - as well as the necessary governmental approvals - to ensure an approvable, financeable and implementable legal structure.

- TF Cornerstone, Campus Commons – Rezoning approval to develop a high-rise residential tower with 515 units, a mid-rise residential building with 140 units, an office building of over 290,000 square feet, and ground-floor retail near the Wiehle-Reston East Metro Station
- JBG Smith and EYA, Midline – Rezoning approval for the development of 1,100 residential units, a 260,000 square foot office building, an independent/assisted living facility, and ground-floor retail totaling over 1.8 million square feet of development near the Wiehle-Reston East Metro Station
- JBG Smith, Reston Town Center West – Rezoning approval for three additional office buildings with 675,000 square feet of office, two high-rise residential buildings with 576 units, and additional retail totaling over 1.8 million square feet of development near the Reston

#### Town Center Metro Station

- Boston Properties, Reston Town Center, Signature Site – Development approvals for a high-rise multi-family residential building with 549 units and ground-floor retail and the redevelopment of a low-rise office block with a 17-story office building containing over 275,000 square feet
- Boston Properties, Reston Town Center, The Avant – Conversion of prior approvals for Block 16 of the Reston Town Center to permit the development of a 359 unit, high-rise multi-family building with ground-floor retail
- Bozzuto Development Company, Aperture – Rezoning approval for the redevelopment of an office and light industrial site near the Wiehle-Reston East Metro Station with over 420 multi-family units with ground-floor retail
- JBG Smith, 6862 Elm Street – Rezoning approval for a mixed-use project with 240 multi-family residential units and additional retail uses with an existing office building in downtown McLean
- Renaissance Centro, LLC, The Harrison – Redevelopment of a portion of an existing, low-rise multi-family apartment complex with a 360 unit, high-rise multi-family building near Reston Town Center
- Pulte Homes, Lofts at Reston Station – Rezoning approval for 44 multi-family residential units near the Wiehle-Reston East Metro Station
- Stanley Martin Companies, Park Place - Rezoning approval for the development of 141 townhouse and stacked townhouse units in the Town of Herndon
- Life Time Fitness – Special permit approval for a premier, full-service health club of over 115,000 square feet in Reston

## CREDENTIALS

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### Admissions

- Virginia

### Education

- J.D., University of Virginia School of Law
- B.A., Urban and Environmental Planning, University of Virginia  
High Honors

### Memberships

- Urban Land Institute
- National Association of Industrial and Office Properties
- Northern Virginia Building Industry Association
- Fairfax County Economic Advisory Commission
- University of Virginia Real Estate Development Advisory Council
- Community Residences Board of Directors

## NEWS

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### **Brian Winterhalter and Jennifer Garcia join DLA Piper's Real Estate practice in Northern Virginia**

29 June 2021

DLA Piper announced today that Brian Winterhalter and Jennifer Garcia, AICP, have joined the firm's Real Estate practice in Northern Virginia. Winterhalter joins as of counsel, and Garcia joins as a senior land use planner.

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# Legal Counsel

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## Introduction to Klein Hornig LLP

Klein Hornig has a single mission – to provide uncompromising service and unparalleled legal expertise to the affordable housing community. The firm’s 40+ lawyers focus exclusively on structuring, managing, closing and advising affordable housing and community development projects across the nation. The attorneys at Klein Hornig work extensively with a wide variety of HUD programs and activities, including the Rental Assistance Demonstration (“RAD”) program, the Section 18 demolition/disposition program with PBV replacement units, Choice Neighborhoods Initiative (“CNI”) grant program, the public housing mixed-finance process, HOME and CDBG funding, HUD Section 202/811 developments (both traditional and mixed finance, with RAD-for-PRAC), FHA-insured loans, Mark to Market restructurings, and Section 236 IRP decouplings, as well as the broader affordable housing spectrum of Low-Income Housing Tax Credits (“LIHTC”), financing provided by Government Sponsored Entities such as Fannie Mae or Freddie Mac, tax-exempt mortgage revenue bonds, state programs, and Federal Home Loan Bank AHP loans. In addition to affordable housing, we are active in other community development activities, including commercial and mixed-use development using creative financing vehicles such as the New Markets Tax Credit program, historic tax credits, and renewable energy credits. We supplement our housing and community development practice with expertise in partnership and business associations, condominiums and cooperatives, nonprofit organizations and real estate law. More information about Klein Hornig is available on our website, [www.kleinhornig.com](http://www.kleinhornig.com).

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

## Virginia Experience

Each year, Klein Hornig is engaged to assist with approximately 8-15 tax credit applications in Virginia, and we annually close 10-20 transactions in Virginia that are financed with 9% credits or with tax exempt bonds and 4% credits. That experience yields legal counsel that is both efficient and knowledgeable of the Virginia process, QAP and Manual (both the written and unwritten rules), and the application and exhibits. We often assist with structuring the project to maximize the opportunities for funding—for

example, recommending ownership structures to access distinct credit pools or proposing phased redevelopments to access multiple years of allocations – as well as with scrubbing applications to eliminate technical flaws and errors and to maximize scoring. For one major point category and financing structure - 9/4 “twinning” of projects—Klein Hornig has pioneered many of the structures used throughout the region and has closed or is engaged in closing scores of projects in Virginia.

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

## Senior Housing Experience

Klein Hornig represents many developers and owners whose mission focuses on housing America’s low income, elderly population. A substantial portion of the firm’s work involves the representation of clients in the rehabilitation, preservation and new construction of affordable housing for seniors. The firm regularly handles transactional and regulatory matters for seniors’ housing clients that involve the Section 202 Direct Loan/Capital Advance programs; the Flexible Subsidy (Flex Sub) loan program; the Section 232, 223f and 221(d)(4) loan programs; rental assistance provided pursuant to Project Rental Assistance Contracts (PRAC), Rent Supplement Contracts and Rental Assistance Payments (RAP) Contracts; and related Fair Housing issues.

**ERIK T. HOFFMAN**

✉ ehoffman@kleinhornig.com

☎ 202.926.3404



**PRACTICE AREAS**

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

**EDUCATION**

Georgetown University Law Center, JD, 1998

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

**EXPERIENCE**

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

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

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



#### **BAR ADMISSIONS**

- District of Columbia
- Virginia

#### **TRANSACTIONS**

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

#### **PUBLICATIONS**

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

#### **ACTIVITIES**

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

- Housing Association of Nonprofit Developers (HAND), *Treasurer, Executive Committee and Member of Board of Directors* (2009-present) and *Executive Committee Member* (2019).
- New Hope Housing, *Chair and Member of Board of Directors* (2009)
- Federal Reserve Bank of Richmond, Advisory Committee on the Future of Community Development in the Commonwealth of Virginia, *Committee Member* (2009)
- Wesley Housing Development Corporation, a nonprofit housing developer in Northern Virginia, *former Chairman of the Board of Directors*
- Falls Church Housing Commission, *former Chair*

#### EVENTS

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

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

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

**KATHRYN GALBRAITH DAY**

✉ kday@kleinhornig.com

☎ 617.224.0627



**PRACTICE AREAS**

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

**EDUCATION**

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

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

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

**EXPERIENCE**

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

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

**BAR ADMISSIONS**

- Massachusetts

**TRANSACTIONS**

- Currently represents investor in syndicated funds in the acquisition of low-income housing tax credit properties nationwide.

- Currently represents national low-income housing tax credit syndicator in 80-20 deals.
- Represented individual investors in multiple projects utilizing Federal and state historic tax credits.
- Represented multiple developers in connection with the development of boutique luxury hotels in Massachusetts, Georgia and Florida.
- Represented national non-profit developer in connection with the redevelopment and expansion of a town center, including a NMTC component and a LIHTC component.
- Tax credit counsel for the historic rehabilitation of The Waltham Watch Factory in Waltham, MA.
- Represented the City of Boston in the new markets tax credit financing of the former Ferdinand building in Dudley Square.
- Served as special tax counsel to the Worcester Business Development Corporation and affiliates in connection with the rehabilitation of the former Worcester Telegram & Gazette complex, utilizing new markets and rehabilitation tax credits.

#### **PUBLICATIONS**

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

#### **ACTIVITIES**

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

#### **EVENTS**

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

**DANIEL O. FOJAS**

✉ dfojas@kleinhornig.com

☎ 202.926.3412

**PRACTICE AREAS**

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

**EDUCATION**

American University, Washington College of Law, JD,  
2010

Columbia University, Columbia College, BA, 2004

**EXPERIENCE**

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

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

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

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



#### **BAR ADMISSIONS**

- New York
- District of Columbia
- Maryland

#### **TRANSACTIONS**

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

#### **ACTIVITIES**

- Asian Pacific American Bar Association of Washington DC, *Member*
- American Bar Association, *Member*



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- D.C. Bar Real Estate, Housing and Land Use Community, *Member*
- Maryland State Bar Association, *Member*

# Project Workload

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## **Current and Projected Project Workload**




The project team will be led by Lincoln Avenue Capital as the Developer. Project management and day-to-day development activities will be overseen by Nick Bracco, Vice President and Regional Project Partner. Nick Bracco is based out of Alexandria, Virginia. Mr. Bracco has worked on successful 9% LIHTC deals, 4% bond deals, and twinned 9%/4% deals with Virginia Housing. Advisement on higher level matters will be given from Russell Condas, Senior Vice President of Development.

If selected as the developer, it is expected Mr. Bracco will spend 75% of his time on this project, and Mr. Condas' time will range from 5-10%. Lincoln Avenue Capital's staff has the capacity to manage current and future workloads.

If the workload of Mr. Bracco increases, we are ready to hire additional staff and/or consultants to ensure all development milestones are met.

# Past Performance

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Name	<u>Malibu Bay</u>	<u>Whittell</u>	<u>Sutton Place</u>
			
<b>Address</b>	750 Malibu Bay Dr	1855 Selmi Dr	113 Travers Blvd
<b>Location</b>	West Palm Beach, FL	Reno, NV	Amherst, NY
<b>Development Team Members</b>	Developer: Lincoln Avenue Capital General Contractor: Langerman Construction Architect: e+a Architecture Management: HTG	Developer: Lincoln Avenue Capital General Contractor: Renu Architect: e+a Architecture Management: Cushman & Wakefield	Developer: Lincoln Avenue Capital General Contractor: Legacy Construction Architect: e+a Architecture Management: Winn
<b>References</b>	Mike Hemmens Director, West Regional Market Citi Community Capital 325 E Hillcrest Dr., Suite 160, Thousand Oaks, CA 91360 mike.hemmens@citi.com (805) 557-0933	Tim Leonhard Senior Managing Director Berkadia 5960 Berkshire Ln., Suite 1000 Dallas, TX 75225 tim.leonhard@berkadia.com (214) 260-3849	Wendy Farmer Deputy Chief Underwriter Harper Capital Partners, LLC 3 Columbus Circle, 15 <sup>th</sup> Floor New York, NY 10019 wendyf@harpercap.com (347) 472-5370
<b>Sustainable Features</b>	LED Lighting, high efficiency HVACs, solar, low flow plumbing fixtures throughout	LED Lighting, high efficiency HVACs, solar, low flow plumbing fixtures throughout	LED lighting, low flow faucets and toilets, subscription to a community solar program
<b>Land Acreage/SF</b>	13.397ac / 583,582 SF	10.266ac / 447,186 SF	21.70 acres/945,252 sq feet
<b>SF of Buildings</b>	268,650 SF	239,125 SF	242,231 sq feet
<b>Resident Unit Mix</b>	<b>264 units</b> 100% of units are 60% AMI	<b>228 units</b> 100% of units are 60% AMI	<b>246 units</b> 40% of units are 60% AMI 246 units set aside at 60% AMI
<b>Parking Spaces</b>	414	426	526
<b>Construction Type</b>	Residential Planned Development	MF-30 / MF-21 Multifamily	MFR-5; Multifamily Residential District Five
<b>Total Project Cost</b>	Acquisition Cost: \$38,000,000	Acquisition Cost: \$23,625,000	Acquisition Cost: \$15,925,000
<b>Hard Cost</b>	\$8.2M	\$8.8M	\$20.1M
<b>Soft Cost</b>	\$2.5M	\$3.5M	\$3.5M
<b>Development Fees</b>	\$8.0M	\$6.8M	\$7.1M
<b>Sources/Project Funding</b>	Citi Back-to-Back \$40mm loan perm; Soft debt from South Florida Regional Planning Council (\$1,055,709); West Palm Beach HOME (\$150,000); Palm Beach County SHIP (\$262,000) \$14.0mm LIHTC Equity	HUD 223f (\$33.6mm); \$22k Nevada Housing HOME Loan; \$14.2mm LIHTC Equity	Assumed FHA loan (\$19.1M); Supplemental FHA loan (\$14.2M); Seller Note (\$14M); Tax Credit Equity (\$23.6M)
<b>Development Structure</b>	Acquisition/ Rehab	Acquisition/ Rehab	Acquisition/Rehabilitation

Project	Location	State	Type of Property	Units	Acq Date	Acquisition Price	Lender	Prop. Mgmt. Firm	Affordability Restrictions	Public Sector Partners?
Allapattah	Miami	FL	Multifamily	128	11/22/17	\$ 11,845,810	Wells Fargo	McCormack Baron	100% of units set aside at 60% AMI, expires Nov. 2029, 7 units set aside at 35% AMI, epires May, 2053	
Ashton of Richmond Hill	Richmond Hill	GA	Multifamily	232	4/24/19	\$ 19,500,000	National Equity Fund	McCormack Baron	100% of units at 60% AMI through 2025	
Brownsville Transit I	Miami	FL	Multifamily	96	10/17/19	\$ 7,929,000	National Equity Fund	McCormack Baron	80% of units at 60% AMI, 20% of units at 33% AMI through 2061	BTV I&II was a project authorized and initiated by the by the Miami Dade Transit Authority, who owns the land and leases it out to a nonprofit. LAC is in active discussions with the transit authority to flatten the ground lease structure . LAC also assumed an FHFC Supplemental Loan and FHFC TCEP loan upon acquisition.
Brownsville Transit II	Miami	FL	Senior	100	10/17/19	\$ 9,821,000	National Equity Fund	McCormack Baron	90% of units at 60% AMI, 10% of units at 33% AMI	
Cabana Club	Cutler Bay	FL	Senior	332	7/13/17	\$ 32,800,000	SunTrust/Truist Bank	Winn	8% of units at 50% AMI, 92% of units at 60% AMI through 2050	Miami Dade Housing Finance Authority issued tax-exempt bonds (2020). LAC also worked with the City of Miami to work through several design and accessibility issues.
Cameron Creek	Florida City	FL	Multifamily	148	8/17/17	\$ 9,125,463	JLL	McCormack Baron	16% at 33% AMI and 83% at 60% AMI through 2050	Miami-Dade Housing Finance Authority issued tax-exempt bonds (2017)
Caroline Arms	Jacksonville	FL	Multifamily	204	7/3/18	\$ 11,750,000	SunTrust/Truist Bank	Royal American	100% of units at 80% AMI through 2032	Jacksonville Housing Finance Authority issued tax-exempt bonds (2018). Secured project-based vouchers to increase housing affordability.
Crestbury	Camden	NJ	Multifamily	392	9/26/17	\$ 35,000,000	JLL	Winn	20% of units at 50% AMI (duration TBD)	Working closely with HUD to administer Project Based Rental Assistance.
Crossings	Cape Coral	FL	Multifamily	168	2/9/18	\$ 13,400,000	SunTrust/Truist Bank	McCormack Baron	100% of units set aside at 60% AMI through 2050, 50% units rented to 50% AMI through 2050	Currently applying for tax-exempt bonds with Lee County Housing Finance Authority (as of Dec. 2020).
Cypress Oaks	Leesburg	FL	Multifamily	140	11/30/18	\$ 7,600,000	JLL	McCormack Baron	44% of units at 60% AMI, 56% of units at 50% AMI through 2055	
Douglas Pointe	Miami Gardens	FL	Multifamily	176	8/8/17	\$ 16,350,000	JLL	McCormack Baron	10% of units at 33%, 90% at 60% through 2033	Miami-Dade Housing Finance Authority issued tax-exempt bonds (2017)
Dunwoodie	Orlando	FL	Multifamily	172	10/27/17	\$ 9,780,786	Greystone Funding Corporation	McCormack Baron	100% of units at 60% AMI through 2051	Currently applying for tax-exempt bonds with Orange County HFA (as of Dec. 2020).
Fort Vancouver Terrace	Vancouver	WA	Multifamily	131	5/31/19	\$ 24,500,000	Citibank, N.A.	Guardian	70% of units at 60% AMI, 30% of units at 50% AMI, 20% of units set aside for large households	WSFHC issued tax-exempt bonds in 2020 as part of a competitive process. Worked with the Vancouver HA to institute a new S8 contract, and donated \$27,000 to the Clark County Food Bank.
Fox Hollow	Orlando	FL	Multifamily	155	5/23/18	\$ 10,700,000	Dwight Capital	TPI	100% of units at 60% AMI through 2056	
Gateway at Lake Jackson	Lake Jackson	TX	Multifamily	160	3/13/19	\$ 15,510,000	National Equity Fund	McCormack Baron	50% of the units at 60% AMI through 2031, 50% of units at Market, 73 Units at 30% per PBS8 HAP Contract	Partnered with Southeast Texas Housing Finance Corporation. SETH is the ground lessor and participates materially in the deal economics.
Hampton	Port Charlotte	FL	Multifamily	284	7/30/20	\$ 19,000,000	National Equity Fund	McCormack Baron	100% of units at 60% AMI, 34 units at 35% AMI, 15 units at 40% AMI	Assumed FHFC SAIL EII soft debt.
Huntington Reserve	Sanford	FL	Multifamily	168	5/23/18	\$ 10,700,000	Dwight Capital	TPI	100% of units at 60% AMI through 2056	
Jubilee	Homestead	FL	Multifamily	98	6/29/18	\$ 12,250,000	KeyBank	McCormack Baron	100% of units at 60% AMI, through 2034	Miami-Dade Housing Finance Authority issued tax-exempt bonds (2019).
Lakeside	West Palm Beach	FL	Multifamily	99	7/24/18	\$ 9,000,000	National Equity Fund	McCormack Baron	15% of units at 30% AMI, 85% of units at 60% AMI, 25 HAP units at 30%	Assumed soft debt with Palm Beach County (SHIP Loan) as part of acquisition.
Lakestone	Ann Arbor	MI	Multifamily	144	4/18/19	\$ 16,000,000	Walker & Dunlop LLC	McCormack Baron	50% of units at 60% AMI, 50% of units at 50% AMI through 2111	Worked with Township of Scio on PILOT agreement.
Lanvale	Baltimore	MD	Multifamily	321	10/24/18	\$ 14,085,511	National Equity Fund	Winn	100% of units set aside at 60% AMI	
Lexington Club	Clearwater	FL	Senior	240	7/26/18	\$ 21,700,000	CBRE	McCormack Baron	100% of units at 60% AMI through 2031	Pinellas County HFA issued tax-exempt bonds (2020). Assumed exisisting soft debt from local sources
Logan Heights	Sanford	FL	Multifamily	360	2/7/17	\$ 31,200,000	SunTrust/Truist Bank	McCormack Baron	100% of units at 60% AMI through 2053	Florida Housing Finance Corporation issued tax-exempt bonds (2018).
Malibu Bay	West Palm Beach	FL	Multifamily	264	8/28/20	\$ 38,000,000	Citibank, N.A.	HTG	100% of units at 60% AMI through 2052	Housing Finance Corporation of Palm Beach issued tax-exempt bonds (2020). Assumed soft debt with South Florida Regional Planning Council, City of West Palm Beach and Palm Beach County.
Maplewood Park	Union City	GA	Multifamily	108	8/13/19	\$ 1,700,000	JLL	McCormack Baron	85% of units at 60% AMI, 15% of units at 50% AMI, through 2042 per EUA	
Mariposa	Federal Way	WA	Multifamily	194	4/11/19	\$ 27,125,000	National Equity Fund	Guardian	70% of units at 60% AMI, 30% of units at 50% AMI through 2042	

Project	Location	State	Type of Property	Units	Acq Date	Acquisition Price	Lender	Prop. Mgmt. Firm	Affordability Restrictions	Public Sector Partners?
<b>Monaco Arms</b>	Jacksonville	FL	Multifamily	156	5/31/19	\$ 9,810,000	Citi Community Capital	McCormack Baron	100% of units at 60% AMI through 2069, plus 125 unit Project Based Section 8 HAP Contract	Jacksonville Housing Finance Authority issued tax-exempt bonds (2019).
<b>Orchard Place</b>	Rochester	NY	Multifamily	550	6/26/19	\$ 34,000,000	National Equity Fund	Winn	550 units set aside at 60% AMI through 2037, 50 PBV units at 30%	Collaborating with New York State Housing and Community Revitalization to administer in-place Mitchell Lama Contract.
<b>Paddock at Park Row</b>	Arlington	TX	Multifamily	350	11/27/18	\$ 23,350,000	Citi Community Capital	McCormack Baron	350 units at 60% AMI through 2023	Partnered with Arlington Housing Finance Corporation. AHFC is a GP in the deal with material economics and long-term ownership of the land.
<b>Park City Apartments</b>	Miami	FL	Multifamily	180	10/15/20	\$ 14,350,000	Capital One	Hallkeen	60% of units at 60% AMI, 20% of units at 50% AMI, 20% of units at 40% AMI through 2059	Miami-Dade Housing Finance Authority issued tax-exempt bonds (2020)
<b>Pine View Apartments</b>	Fallbrook	CA	Multifamily	101	7/1/19	\$ 16,000,000	National Equity Fund	McCormack Baron	21 units at 50% AMI, 6 units at 35% AMI, 74 units at 80% AMI through 2034; 25 units S8 PBV	Worked with San Diego County Housing Authority to assume and improve project-based vouchers at the property.
<b>Prospect Park</b>	Ft. Lauderdale	FL	Multifamily	125	10/24/19	\$ 17,250,000	SunTrust/Truist Bank	McCormack Baron	100% of units at 60% AMI through 2050	Broward County Housing Finance Authority issued tax-exempt bonds (2019). Assumed Broward County subordinate HOME Loan.
<b>Quail Run</b>	Vancouver	WA	Multifamily	129	3/29/19	\$ 15,725,000	SunTrust/Truist Bank	Guardian	70% of units at 60% AMI, 30% of units at 50% AMI, 20% of units for large households through 2036	
<b>Rica Vista</b>	Alameda	CA	Multifamily	186	7/2/20	\$ 58,250,000	National Equity Fund	Pinnacle	In progress, expected 55-year restriction up to 136 units at 80% AMI or below	Working with Alameda Housing Authority to implement a new regulatory agreement at the property creating the first deal preserving long-term workforce housing in the city (Dec. 2020).
<b>Riverwalk II</b>	Homestead	FL	Multifamily	112	4/10/19	\$ 14,700,000	JLL	McCormack Baron	100% of units at 60% AMI, through 2050	Miami-Dade Housing Finance Authority issued tax-exempt bonds (2020).
<b>San Jose Apartments</b>	Winter Park	FL	Multifamily	121	11/12/18	\$ 6,060,000	SunTrust/Truist Bank	TPI	100 % of units must be rented at 60% AMI, 25 units must be rented at 50% AMI per the HOME LURA.	
<b>Santa Clara I</b>	Miami	FL	Multifamily	208	12/5/18	\$ 18,200,000	National Equity Fund	McCormack Baron	84.62% of units at 60% AMI, 15.38% of units at 33% AMI through 2054	Collaborated with the Miami Transit Authority, the ground lessor for the property. Assumed Miami HOME funds and two other local subordinate soft debt as part of acquisition.
<b>Santa Clara II</b>	Miami	FL	Multifamily	204	11/15/17	\$ 12,692,354	National Equity Fund	McCormack Baron	13% of units at 30%, 87% of units at 60% set aside through 2055. 45 HAP units income target at 40%	Collaborated with the Miami Transit Authority, the ground lessor for the property. Assumed Miami HOME funds and two other local subordinate soft debt as part of acquisition.
<b>Silver Hills</b>	Orlando	FL	Multifamily	272	7/1/20	\$ 22,100,000	National Equity Fund	Leland	85% of units set aside at 60% AMI, 15% of units set aside at 30% AMI through 2035	
<b>Southern Highlands</b>	National City	CA	Multifamily	151	1/9/20	\$ 22,100,000	National Equity Fund	McCormack Baron	Currently market-rate, new move-ins must qualify at 80% AMI under a self imposed criteria	
<b>Southwest Village</b>	Reno	NV	Multifamily	332	1/15/19	\$ 35,350,000	National Equity Fund	McCormack Baron	3 units at 40% AMI, 329 units at 60% AMI through 2038	Nevada Housing has induced the project for tax-exempt bonds (2021) and is providing a HOME loan.
<b>Stratford</b>	Sanford	FL	Multifamily	384	8/6/20	\$ 34,750,000	National Equity Fund	McCormack Baron	100% of units at 60% AMI, 20% of units at 33% AMI	Assumed two Florida Housing Finance Corporation SAIL ELI loans as part of the acquisition.
<b>Sutton Place</b>	Amherst	NY	Multifamily	246	3/1/19	\$ 15,925,000	Dwight Capital	Winn	40% of units at 60% AMI, 246 units set aside at 60% AMI	Belmont Housing Authority is acting as contract administrator on new Tenant Protection Vouchers going to Former Section 236 units at the Property.
<b>Timber Sound</b>	Orlando	FL	Multifamily	240	10/6/17	\$ 18,500,000	SunTrust/Truist Bank	Winn	85% of units at 60% AMI, 15% of units at 40% AMI through 2064 per Extended Use agreement	Florida Housing Finance Corporation issued tax-exempt bonds (2017).
<b>Tuscany Lakes</b>	Ellenton	FL	Multifamily	348	10/13/17	\$ 26,000,000	SunTrust/Truist Bank	McCormack Baron	100% of units at 60% AMI through 2028	
<b>Valencia Park</b>	Orlando	FL	Multifamily	208	7/10/19	\$ 24,000,000	National Equity Fund	McCormack Baron	100% of units at 60% AMI through 2024	Florida Housing Finance Corporation issued tax-exempt bonds (2020).
<b>Villas at Lake Smart</b>	Winter Haven	FL	Multifamily	220	6/27/19	\$ 14,000,000	JLL	McCormack Baron	100% of units at 60% through 2042, 25% of units at 40% through 2027, 6 units at 50% AMI through 2042	Assumed local soft debt loans from City of Winter Haven and Florida Housing Finance Corporation SAIL ELI Loan.
<b>Westview</b>	Miami	FL	Senior	160	11/3/17	\$ 14,480,000	JLL	McCormack Baron	At least 100% of units shall be at 60% and 40% of AMI, 15% at 35% AMI and 85% at 60% AMI	Miami-Dade Housing Finance Authority issued tax-exempt bonds (2018)
<b>Whisperwood</b>	Seattle	WA	Multifamily	126	4/15/19	\$ 17,225,000	National Equity Fund	Guardian	70% of units at 60% AMI, 30% of units at 50% AMI through 2034	
<b>Whittell</b>	Reno	NV	Multifamily	228	10/31/16	\$ 23,625,000	JLL	McCormack Baron	100% of units at 60% AMI through 2056	Nevada Housing issued tax-exempt bonds (2020) and is providing a HOME loan.
<b>Windstone</b>	Everett	WA	Multifamily	133	3/28/19	\$ 21,750,000	National Equity Fund	Guardian	70% of units at 60% AMI, 30% of units at 50% AMI through 2045	
<b>Zephyr</b>	Reno	NV	Multifamily	216	10/31/16	\$ 23,375,000	Wells Fargo	McCormack Baron	100% of units at 60% AMI, 1 unit at 40% AMI, 7 units at 50% AMI through 2035	Assumed HOME loan with Nevada Housing.



November 10, 2021

Mike Hemmens  
Director, West Regional Market  
Citi Community Capital  
325 East Hillcrest Drive, Suite 160  
Thousand Oaks, CA 91360

Dear Mr. Hemmens:

I authorize you to serve as a reference on behalf of Lincoln Avenue Capital for the purposes of the Residences at Government Center II RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavecap.com  
(703) 554-5772







November 10, 2021

Tim Leonhard  
Senior Managing Director  
Berkadia  
5960 Berkshire Lane, Suite 1000  
Dallas, TX 75225

Dear Mr. Leonhard:

I authorize you to serve as a reference on behalf of Lincoln Avenue Capital for the purposes of the Residences at Government Center II RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavecap.com  
(703) 554-5772





November 10, 2021

Wendy Farmer  
Deputy Chief Underwriter  
Harper Capital Partners, LLC  
3 Columbus Circle, 15<sup>th</sup> Floor  
New York, NY 10019

Dear Ms. Farmer:

I authorize you to serve as a reference on behalf of Lincoln Avenue Capital for the purposes of the Residences at Government Center II RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

A handwritten signature in blue ink, appearing to read "Nick Bracco", is written over a faint circular stamp.

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavecap.com  
(703) 554-5772



# Development Overview

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## Development Overview

Sometimes a blank canvas is the hardest starting point.

*“Extraordinary, Spectacular, A Model, New Standard, Inclusive, Community, One Fairfax”*

The above words were used in our team’s kick-off conversation around this proposal. How do we create a community for all on a parking lot amongst a sea of parking lots? How do we build connection?

The challenge was not how to incorporate 275 units onto the site but how to use the development to create a community. The interest in building connection and community in a spectacular fashion at the foot of the Government Center for everyone to see directed our thinking to the Service Hall concept. We dubbed it Fairfax One, to further highlight the importance of community together as one and to keep the County’s commitment to the One Fairfax policy front and center. The Service Hall is scalable but has been planned to show a 15,000 square foot building designed to be a flexible, transformative space that could operate seven (7) days a week, perhaps as a daycare with some shared office space for working parents during the day, and studio spaces for workforce development and job skill training in the evening. Those studios could then be used on the weekends as a maker space, or to hold community meetings. All of that activity will likely require a coffee shop or café on the corner to keep folks energized and to allow employees of the Government Center complex a meeting place halfway between the Pennino and Herrity Buildings, and the Government Center building. Perhaps the coffee shop could be run by a first-time entrepreneur. The connections and magic of that building became real to us.



The Service Hall Plaza with café tables and benches grew out of it. The residential buildings naturally fell around the Service Hall – Fairfax One, and a larger vision came together. Obviously, as you can see in the

subsequent pages, a vision that is beyond the requirements of this solicitation, but one that is certainly in the spirit of a more connected and inclusive county.

The larger vision imagined this development as a first phase of a future transit-oriented neighborhood with its center of gravity around the Fairfax Government Center. As more surface parking lots turn into urban blocks and buildings, the project imagines an open block solution with strong urban character. The future denser growth will enhance vehicular and pedestrian connections. These connections will be strengthened by new buildings and more defined in between urban spaces. This study proved helpful to ensure that whatever the future holds for the balance of the Government Center, our development can serve as an important first step into a larger holistic vision.

The existing site presents clearly defined street and tree edges with a north-south 14' sloped grade and SWM easement on the NW corner of the property. These constraints were integrated in the proposal. The RFP program was divided in a subterranean garage floor and two residential buildings and one Commercial and Community building separated by private and public open spaces. The Commercial Building (Fairfax One) sits prominently at the top of the site slope, rotated as a hinge to highlight a public plaza and an opening towards a series of private and open spaces down the block and the slope. Fairfax One is a multipurpose commercial building with service areas, a daycare, and an open plan commercial floor. Like the traditional market buildings, it will contain diverse "stalls," or flexible spaces to accommodate a variety of uses with a free span space easily integrated into the exterior terraces through roll up doors.

Fairfax One's architecture is defined by its geometric intersection with the east residential building, asymmetrical sloped green roofs, regular openings, and linear metal canopy will create an iconic front door to the project and its urban plaza.

The east and west residential wings totaling 275 units, present a simple and contemporary architecture of syncopated windows and scales. The buildings are complementary but not identical. Each wing has a distinct color palette. The west building has a higher percentage of exterior masonry to comply with tax credit regulations. Both residential buildings will meet Earthcraft standards. A minimum of 15% of the units will be ADA accessible and universal design will be incorporated as much as possible.

### **Existing Conditions (Zoning, Infrastructure, Utilities, Access, Topography)**

The subject property is identified as Parking Lot G and Parking Lot H of Tax Map 056-1-15- 0014 consisting of +/- 4.53 acres. The property is located east of Government Center Parkway with one vehicular access at the "North Entrance Drive" and two entrances at the North Mall Drive (south entrance drive). The two drives intersect Government Center Parkway and provide a connection to the main entrance at 12000 Government Center. 12000 Government Center is the meeting place of the Fairfax County Board of Supervisors. The building also includes the offices of the Fairfax County Executive. The 5-story building is the focal point of the larger government center campus and contains an underground parking garage. It was built between 1989-1990.

The property contains a paved surface parking lot consisting of approximately 514 regular and compact spaces with landscape islands. The property is located across the street from the 10-story Pennino Building that was built in 1992 and houses the County Human Services Center.

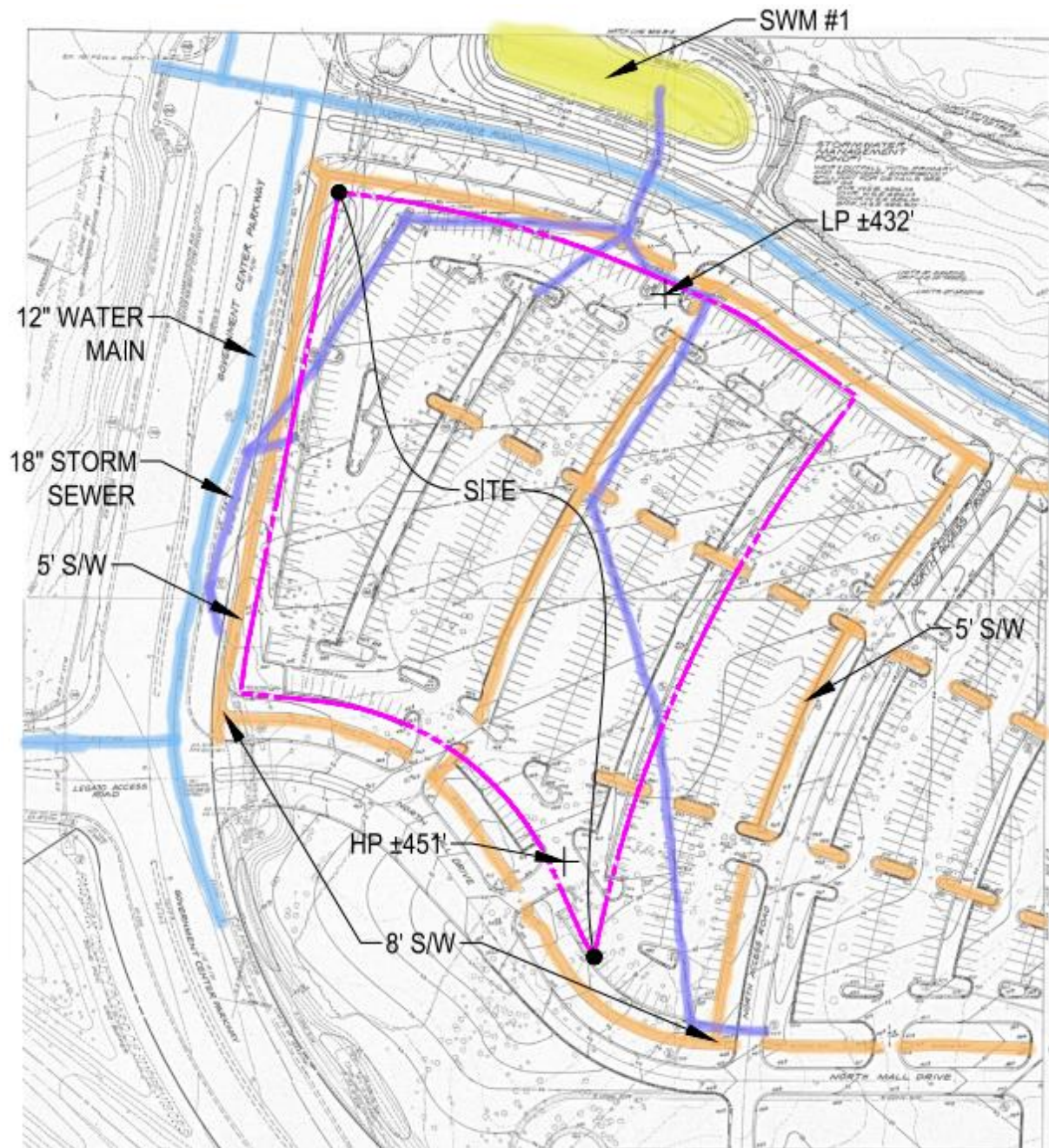
The site is located within the Difficult Run Watershed and the Middle Potomac Catoctin watershed (HUC 0207-0008) and ultimately drains to Difficult Run (VAN-A11R\_DIF04A02). Drainage flows across the site from south to north. The site contains Fairfax County floodplain and FEMA Zone A floodplain along the north side of the property but outside the project area. There is an existing stormwater management facility (extended detention pond) located on the north side of the project area.

The property is zoned PDC and will require a Proffer Condition Amendment (PCA), Conceptual Development Plan Amendment (CDPA), and Final Development Plan Amendment (FDPA). In addition to a PCA/CDPA/FDPA, the applicant will request that the Board of Supervisors (BOS) process a Comprehensive Plan Amendment concurrent with a Zoning Application to amend the governing proffers and development plan.

Parcel G/H is largely developable. There is an existing 18-inch storm sewer located in the northwestern corner of the property that conveys off-site drainage from Government Center Parkway and the southern portion of Government Center campus. The storm sewer and storm drainage easement are proposed to remain in place to minimize disturbance of existing trees. The property drains to a facility described as "SWM BMP Pond #1" (see **Figure 1**) in the approved site plan, SWM #1 outfalls to an unnamed tributary to Difficult Run. The tributary is part of a protected Resource Protected Area (RPA) that is planned for stream restoration improvements.

Government Center Parkway is a four-lane collector road maintained by VDOT. There is 5-foot-wide sidewalk on County land that is located outside of the VDOT right-of-way and is likely maintained by the County. The north entrance drive consists of 12-foot wide median and two 24-foot-wide travel lanes. The median terminates at the entrance to parcel G/H and transitions to a 4-lane undivided section. There is a 5-foot concrete sidewalk along the north drive. The south entrance drive consists of 12-foot wide median and two 24-foot-wide travel lanes, the median terminates at western entrance to the property. There is an 8-foot-wide concrete sidewalk along south entry drive.

Based on a preliminary engineering study, there are adequate public utilities to serve the proposed 275 affordable units with up to 15,000 SF of non-residential space. The site has access to a 12-inch water main along Government Center Parkway and an 8-inch sanitary sewer located adjacent to SWM pond #1. The topography has approximately 19 feet of grade change from the high point at the existing eastern corner of the south drive entrance to a low point at the north drive entrance for an average grade of 3.5% along the parking lot. There are no steep slopes greater than 15%, 100-floodplain, Resource Protection Area (RPA) or Environmental Quality Corridor (ECQ) on the property.



**Figure 1:** Existing Conditions (Source 1988 Site Plan by Gordon Associates)

**Impact on Public Facilities, Improvements, and Surrounding Properties**

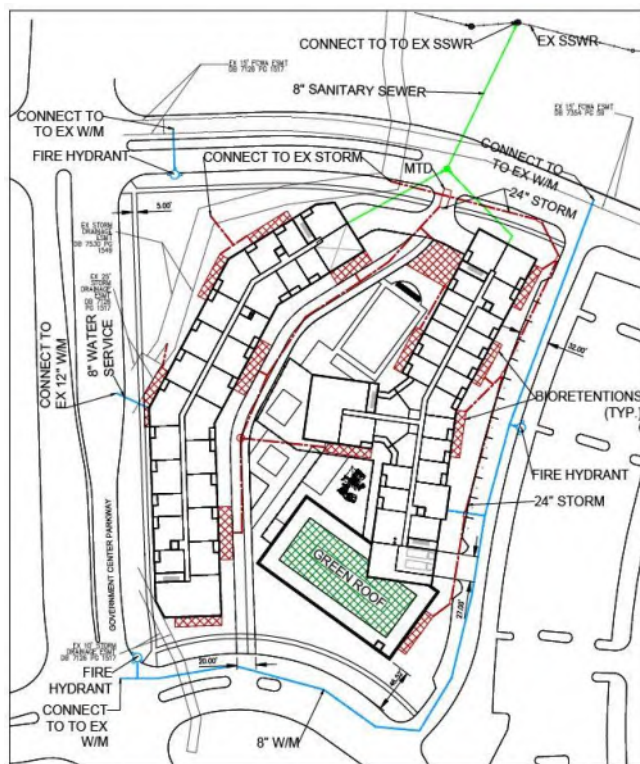
Transforming the existing surface parking lot to affordable housing is expected to have minimal impacts to the public infrastructure or the surrounding neighborhoods. The development will require public improvements and enhancements to align with the County Comprehensive Plan guidance, in addition to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

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

Public Utilities: Utilities that will need to be extended to serve the new residential include:

- Approximately 1,100 foot 8-inch DIP water line that will connect to an existing 12-inch water main located on Government Center Parkway and 3 fire hydrants.
- Approximately 400 foot 8-inch PVC sanitary sewer that will connect to an existing 8-inch sanitary sewer located along the eastern edge of SWM pond #1.
- Approximately 1200 foot 24-inch RCP storm sewer that will convey water from the site to SWM Pond.

Emergency Access: In accordance with County PFM requirements, buildings that are more than 5 stories or 50 feet in height will require fire lanes, the lanes must be no closer than 15 feet to the building and not further than 30 feet. Fire lanes will be provided along the entire main front entrance side and a second continuous side of the building as generally shown in **Figure 2**. The fire lane will be 20 feet wide and designed with combination of porous grass pave and concrete/specialty pavers that will be designed to create visually inviting pedestrian walkway through the courtyard. The existing raised median will be modified to accommodate fire/emergency access to the proposed fire lane into the courtyard.



**Figure 2:** Proposed Site Plan Concept

Storm Water Management: Several existing storm water management facilities are in place at the Government Center providing both water quality and quantity control for the existing conditions. This existing system was developed in the 1980's and consists of BMP extended detention ponds and wet ponds. Since the 1980's, the stormwater management requirements have increased. Therefore, the



proposed project will provide onsite water quality to meet the current requirements. The water quality facilities will be integrated into the design, based on final engineering design and County approval, and may include:

- Bioretention facilities
- Service Hall green roof
- Underground manufactured treatment devices
- Dry swales
- Other

The project intends to utilize the existing stormwater management facility for water quantity control. A few key design criteria are required to be met so that the existing pond can be utilized. This includes:

- Post development condition match or decrease the impervious area from the pre-development condition
- Submission of a stormwater management ordinance determination (SWOD) to Fairfax County
- Project is under construction by June 30, 2024, prior to the change in the SWM regulations which may preclude the use of the existing pond
- Pond as-built shows pond was constructed in conformance with the approved plans

If any of these above conditions cannot be met, the site is not eligible to utilize the existing pond, and additional underground detention will be required in the site design.

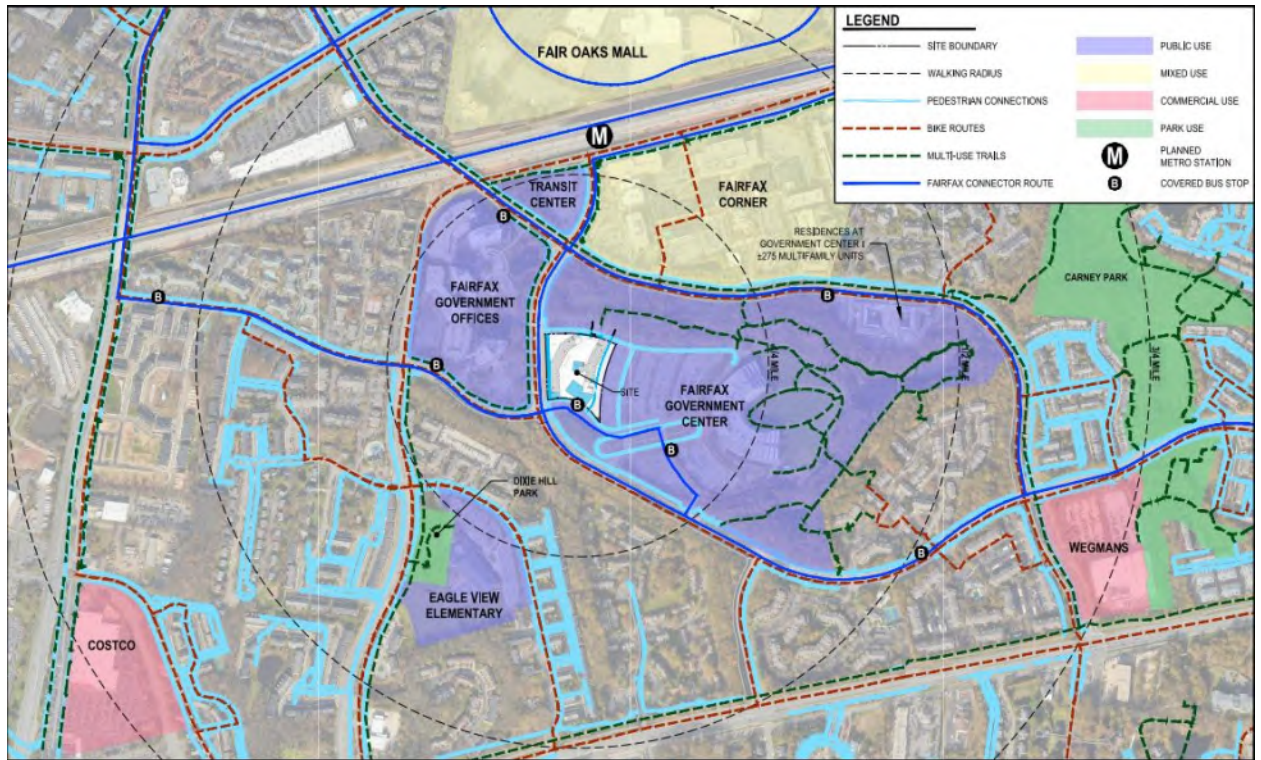
### **Pedestrian and Vehicular Connectivity**

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

The proposed site is served by both the Fairfax Connector and Metrobus bus services, with four covered bus stops within a quarter mile. Six bus routes utilize these stations, providing access to much of Fairfax County and even downtown Washington, D.C. In addition to these localized transit options, there is a County planned Monument Drive Commuter Parking Garage and Transit Center being designed north of the site, which is anticipated to provide greater and more frequent access to buses for commuters. Finally, there is a planned Orange-line Metro station that will span Route 66 located between Fairfax Corner and Fair Oaks Mall.

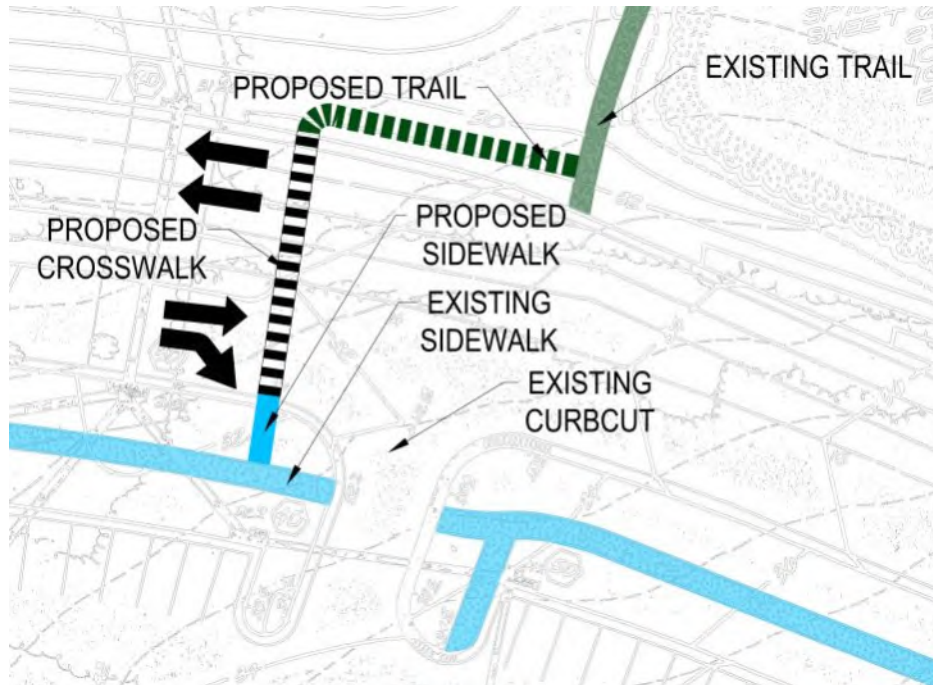
There are many pedestrian and bicycle facilities connecting the site to the immediate community, ranging from sidewalks, 10-foot shared use trails, smaller multipurpose trails, and on-street bike facilities, providing easy access to adjacent employment centers. The existing pedestrian network will allow residents of the proposed development to walk, bike or ride the bus to access grocery stores, such as Costco and Wegmans, the mixed-use retail of Fairfax Corner and the future redevelopment of Fair Oaks Mall, as well as public services and amenities at the government offices and nearby Dixie Hill and

Carney Parks. All of these opportunities are less than a mile from the proposed development with least two modal options for future residents to use as indicated on **Figure 3**.



**Figure 3:** Community Connectivity Map

To further improve pedestrian connectivity, the applicant is offering to install an offsite trail and a high visibility crosswalk at the north entrance that will connect to the existing trail adjacent to SWM pond #1, as shown in **Figure 4**. This will allow a safer and more direct connection from the residences to the major employment center at Fairfax Corner. To encourage bicycle usage, the applicant is committed to providing short term bike storage (e.g., bike racks) located adjacent to the Service Hall and a long-term bike storage facility for the residents in the parking garage. Additionally, the outdoor Service Hall Plaza is sufficiently sized to accommodate a potential docking station for City Bike and other bikeshare programs that would be compatible with the bike share program at the future Monument Drive Transit Center.



*Figure 4: Proposed Pedestrian Improvements Along North Entrance Drive*

### **Innovative Outdoor Spaces and Design Features**

The proposed amenities for the project are provided via public, semi-public, and private spaces. The intent is to offer a 'complete' site that will include opportunities for a diverse demographic of users using a variety of high-quality facilities, materials and landscape plantings and other features that will be sustainable and low impact.

The service hall plaza zone (public) facing the south entrance drive will function as the ceremonial front door to the service hall building and the community. Here the public can interact with each other, residents, visitors, staff, and vendors. This area is intended to have an urban feel and provide places to sit, eat, work, entertain and socialize. The semi-public zone (between the service hall and pool) will provide a confluence area of active amenities such as a play area, adult fitness, that will serve both the visitors at the service hall and child daycare, as well as the full-time residents.

Finally, the courtyard zone (private) will offer individual experiences for the residents to support active and passive recreational activities. The outdoor space will serve dual functions that will integrate stormwater management, emergency access, garden spaces that include native plantings, lawns, site furnishings and structures into an aesthetically pleasing environment. As shown in **Figure 5**.

## AMENITIES + SITE FEATURES LEGEND

### 1. STORM WATER PARK

- Native/aquatic plantings
- Shade structure/ pergola
- Viewing platform w/seating areas
- Public art

### 2. PEDESTRIAN PROMENADE

- 20 ft wide fire access lane
- Patterned-scored concrete
- Grass pave
- Adjacent seating areas

### 3. BIO-RETENTION AREAS

- naturalistic drainage swales or runnels

### 4. LAWN PANEL

- Community Events
- Informal play
- Passive Rec

### 5. GRILL STATION

- Grills
- Tables and chairs

### 6. POOL

- Indoor showers and bath
- Tables, lounge chairs
- Gated with emergency access
- Shade Sails(s)

### 7. ENHANCED LANDSCAPE BUFFERS

- Native and low maintenance plants
- Seasonal colors
- Screening



Figure 5: Amenities Plan

### 8. ADULT EXERCISE STATION

- Fitness Equipment
- Stretching Area

### 9. CHILDRENS PLAY STATION

- Age-appropriate playground
- Outdoor classrooms
- Fenced/gated
- Direct access to Service Hall

### 10. SERVICE HALL PLAZA ZONE

- Active Streetscape with Site Furnishings
- Signage/Kiosk
- Table/Chairs/Benches
- Wi-Fi Hub
- Bike rack + Bike Docking Station
- Green Roof (Estimated at 40% of Roof Surface)

**The Residences at Government Center II**  
**Proffered Condition Amendment**  
**Conceptual/Final Development Plan Amendment**  
**Statement of Justification**

November 4, 2021

**I. Introduction**

The Fairfax County Redevelopment and Housing Authority (“FCRHA”) and the Department of Housing and Community Development (“HCD”) have issued a Request for Proposals (the “RFP”) for developers to develop, own and operate The Residences at Government Center II on land located at the Fairfax County Government Center property.

Lincoln Avenue Capital (the “Applicant”) is pleased to present a development proposal that achieves the goals of the Fairfax County Comprehensive Plan and meets the requirements of the Fairfax County Zoning Ordinance (the “Zoning Ordinance”), as further described below.

**II. Property Description**

Fairfax County owns the approximately 86.4-acre parcel of land located immediately east of Government Center Parkway and south of Monument Drive, which is further identified on the Fairfax County Tax Map as 56-1 ((15)) 14 (the “Property”). The Property is home to the Fairfax County Government Center as well as The Residences at Government Center I.

The RFP issued by FCRHA and HCD is for a 4.3-acre area at the northwestern portion of the Property along Government Center Parkway. This portion of the Property currently is occupied by parking lots G and H. The Property is zoned PDC (Planned Development Commercial) which offers a wide range of commercial and office uses with residential as a secondary use.

**III. Current Zoning Approvals**

In 1986, the Fairfax County Board of Supervisors approved rezoning application RZ 86-W-001 to rezone an area of 216.5 acres, including the Property, to the PDC zoning district. The rezoning permitted a mixed-use development at a 0.33 FAR, which allowed up to 3,157,292 square feet of development. Since this original rezoning application, the Property has been the subject of numerous amendments to the approved development plan and proffers. The Property is in Land Bay C under the approved development plan, which permits up to 799,014 square feet of office space.

It appears that approximately 675,000 square feet of office space has been constructed within Land Bay C. This office development is in addition to the approximately 240,000 square feet of residential use comprising the existing Residences at Government Center. Under the existing approvals, it appears there is approximately 125,000 square feet of undeveloped office space remaining available in Land Bay C.

#### **IV. Proposed Development**

The Applicant proposes a Proffered Condition Amendment (“PCA”), Conceptual Development Plan Amendment (“CDPA”), and Final Development Plan Amendment (“FDPA”) (collectively, the “Application”) to develop an affordable housing project consisting of 275 multi-family residential units and approximately 15,000 square feet of supportive commercial/service uses, to be known as The Residences at Government Center II (the “Project”). The Project will be comprised of two five-story building wings containing 317,910 square feet of gross floor area. The two building wings will sit separate atop a podium over one consolidated below-grade parking garage. Over the 4.3-acre site, the Project will have a density of approximately 60.7 dwelling units per acre. The Project will be comprised entirely of Affordable Dwelling Units (“ADUs”) to provide an important opportunity for residents to affordably live in the community.

The Project is intentionally oriented toward Government Center Parkway, with the building wings situated parallel to the street. The design at the northwest corner of the site provides an open space area with a cluster of trees and the buildings framing the arrival from the north. At the main entrance to the Government Center, the Project will include an open, welcoming plaza flanked by each wing of the building. This plaza area will frame the street and provide an entryway to an amenity space/building. The Applicant envisions this building of approximately 15,000 square feet as a “service hall” that will provide a mix of commercial and supportive service uses for the residents of the Project and the public.

The proposed design includes a robust mix of public and private open space areas and amenities for residents and retail users. These open spaces areas will create both passive and active recreational opportunities that offer a change of pace from the bustle of the neighboring Fairfax County office buildings. In addition to the main public plaza, the Project also will include outdoor amenity space in a semi-private courtyard beyond the service hall and a more private courtyard oriented toward use by residents.

#### **V. Conformance with the Comprehensive Plan**

The Fairfax County Comprehensive Plan (the “Plan”) includes area-specific recommendations and additional policy guidance for new development. The Plan’s recommendations applicable to the Property and the Project are summarized below.

##### **A. Fairfax Center Area Recommendations**

The Comprehensive Plan designates the Property in as part of Land Bay B-2 of the Fairfax Center Area. The Plan’s baseline recommendation is for the development of office use up to 0.25 FAR, with the overlay recommendation for office mixed-use up to 0.35 FAR. The Guiding Planning Principles for the Fairfax Center Area call for infill development to support the creation of additional activity nodes that include residential and retail uses. The Project will directly support this need articulated in the Plan while maintaining conformance with the land use and density provisions of the Comprehensive Plan.

More specific to the Project, the Comprehensive Plan states that building architecture, signage, trail connectivity, open space design, and landscaping should be used to ensure unity and continuity in site design to create an “area theme.” The Project’s orientation around Government Center Parkway and the

entrance to the Government Center creates a welcoming complementary use to an immediate area that is predominantly office use with relatively minimal green space.

In sum, the Applicant's proposal enhances this natural setting with the Project's outdoor amenities, landscaping improvements, and stormwater management measures. As described above, the Project will replace two large parking lots consisting of limited landscaping and an abundance of impermeable surface. The Project will add a distinct, complementary mix of residential units and supportive commercial/service uses to the current area while also addressing the increasing demand for additional affordable housing in the area.

## **B. Guidelines for Multi-Family Residential Development**

Appendix 1 of the Land Use Policy Plan includes specific guidelines for multi-family residential development for suburban neighborhoods. Although the Property is located within the Suburban Center (non-Core) of the Fairfax Center Area, the Project's conformance with the Multi-Family Residential Guidelines for Suburban Neighborhoods is summarized below.

1. *Multifamily sites in designated Suburban Neighborhood areas should be in close proximity to community-serving retail. In addition, multifamily sites should be centrally located with respect to community services such as libraries, houses of worship, park/recreational facilities, and schools.*

The Residences at Government Center II will provide a mixed-use development consisting of both residential units as well as supportive commercial/service uses. In addition to the service uses within the Project, there are a number of large-scale retail uses in close proximity to the Property, such as Fairfax Corner and the Fair Oaks Mall.

In addition to the nearby retail uses, there are a number of schools, houses of worship, park/recreational facilities and libraries within close proximity. All these uses are accessible by the existing Fairfax County Government Center Park and Ride facility. This facility has access to four bus routes (Routes 605, 621, 623 and 699) as well as Metrobus Route 1C.

2. *To accommodate traffic flow, the site should have adequate access to an arterial or to a collector street. An appropriate transportation analysis should be performed in conjunction with proposed multifamily development, with approval made contingent on the satisfactory resolution of identified transportation issues.*

The Property will have convenient access to Government Center Parkway. In addition, the Application will include a traffic impact analysis, as applicable, to determine the transportation impacts and corresponding mitigation measures associated with the Project.

3. *Sites for multifamily residential development should be located where it is county policy to provide public water and sewer service.*

The Project is located in an area with public water and sewer service.

4. *The required site size for multifamily development in Suburban Neighborhoods is dependent upon density, setback requirements, open space, parking, social and recreational amenities to*

*be provided, and building height. These factors will tend to determine minimum site size. Generally, in areas of the county which have a reasonable supply of vacant or underutilized land, sites should be above the size necessary to meet Zoning Ordinance requirements (a minimum of 200 units). This enhances the ability to support a package of private amenities such as swimming pools, tennis courts, a clubhouse, etc. If proposed multifamily projects contain more than 600 units, diversity in architectural style, layout and transition should be encouraged.*

The Project will have 275 affordable dwelling units located within the two buildings. The buildings will offer a variety of both indoor and outdoor amenities to meet the needs of the residents.

5. *Environmental concerns should be considered in site selection. Multifamily development is not appropriate in areas designated as Low-Density Residential Areas. Environmental Quality Corridors and areas subject to airport noise greater than DNL 60 dBA generally should be avoided.*

The Project is not located within an area designated as low density residential or within an airport noise area greater than DNL 60 dBA.

### **C. Residential Development Criteria**

Appendix 9 of the Land Use Policy Plan includes general guidelines for residential development to ensure that it enhances a community by: fitting into the fabric of the neighborhood, respecting the environment, addressing transportation impacts, addressing impacts on other public facilities, being responsive to historic heritage, contributing to the provision of affordable housing and, being responsive to the unique site specific considerations of the property. The Project's compliance with these criteria is summarized below.

1. **Site Design.** *All rezoning applications for residential development should be characterized by high quality site design. Rezoning proposals for residential development, regardless of the proposed density, will be evaluated based upon the following principles, although not all of the principles may be applicable for all developments.*
  - a. **Consolidation:** *Developments should provide parcel consolidation in conformance with any site specific text and applicable policy recommendations of the Comprehensive Plan. Should the Plan text not specifically address consolidation, the nature and extent of any proposed parcel consolidation should further the integration of the development with adjacent parcels. In any event, the proposed consolidation should not preclude nearby properties from developing as recommended by the Plan.*

The Project includes two under-utilized parking lots within the Government Center property. The redevelopment of these two parking lots will provide much needed affordable housing and will not preclude nearby properties from developing as recommended in the Plan.

- b. **Layout:** *The layout should:*



- i. *provide logical, functional and appropriate relationships among the various parts (e. g. dwelling units, yards, streets, open space, stormwater management facilities, existing vegetation, noise mitigation measures, sidewalks and fences);*

The Project is designed as a single building intentionally situated along Government Center Parkway, with building wings that frame the open space on the central part of the Property. In addition, the serve hall and adjacent plaza will frame the building and create an inviting gathering area, entryway, and connection between the proposed development and the nearby office buildings. This layout allows for meaningful relationships between the proposed residential development and the surrounding areas.

- ii. *provide dwelling units that are oriented appropriately to adjacent streets and homes;*

The Project will be five stories in height above the podium parking, with two building wings facing parallel to Government Center Parkway. About half of the units will face the courtyard between the two wings of the building while the other half will have street views. There are no other residential uses in the surrounding area.

- iii. *include usable yard areas within the individual lots that accommodate the future construction of decks, sunrooms, porches, and/or accessory structures in the layout of the lots, and that provide space for landscaping to thrive and for maintenance activities;*

The Project will be comprised of one residential building with two wings, which will all be on one lot. The proposed layout allows for direct sunlight into the Project's recreational open space between the building wings. This outdoor amenity space will contain a multitude of active and passive recreational opportunities, including a pedestrian promenade, lawn areas for community events and informal play, tables and seating areas, grills, a swimming pool, exercise/fitness stations, a community courtyard, and a playground for the residents' families.

- iv. *provide logical and appropriate relationships among the proposed lots including the relationships of yards, the orientation of the dwelling units, and the use of pipestem lots;*

The Project will be comprised of one facility on one lot, so this standard is not directly applicable. However, the Project's layout provides a logical relationship between the proposed development and adjacent uses and recreational areas.

- v. *provide convenient access to transit facilities;*

The Fairfax Connector operates the Fairfax County Government Center Park & Ride is located close to the Project and offers connections to four bus routes that pass through this area (Routes 605, 621, 623 and 699) as well as Metrobus 1C.

- vi. *Identify all existing utilities and make every effort to identify all proposed utilities and stormwater management outfall areas; encourage utility collocation where feasible.*

The Applicant will ensure that all utilities and stormwater management facilities will be properly integrated into the Project. The Project will connect to an existing public water line in Government Center Parkway. These connections into existing lines will minimize land disturbance by the Project.

- c. **Open Space:** *Developments should provide usable, accessible, and well-integrated open space. This principle is applicable to all projects where open space is required by the Zoning Ordinance and should be considered, where appropriate, in other circumstances.*

As mentioned above, the Project includes recreational open space between the buildings wings. This outdoor amenity space will be highly accessible to the Project's residents, as well as a portion for the retail and public users. The planned amenity space for residents will contain a multitude of active and passive recreational opportunities, including a pedestrian promenade, lawn areas for community events and informal play, tables and seating areas, grills, a swimming pool, exercise/fitness stations, a community courtyard, and a playground for the residents' families.

- d. **Landscaping:** *Developments should provide appropriate landscaping: for example, in parking lots, in open space areas, along streets, in and around stormwater management facilities, and on individual lots.*

The Project will include appropriate landscaping in conformance with all applicable Zoning Ordinance standards.

- e. **Amenities:** *Developments should provide amenities such as benches, gazebos, recreational amenities, play areas for children, walls and fences, special paving treatments, street furniture, and lighting.*

The Project includes a large recreational outdoor amenity between the buildings wings. This amenity will be supplemented with lighting, tables and seating, play areas for children, and additional amenities for the residents as described above.

- 2. **Neighborhood Context.** *All rezoning applications for residential development, regardless of the proposed density, should be designed to fit into the community within which the development is to be located. Developments should fit into the fabric of their adjacent neighborhoods, as evidenced by an evaluation of:*

- i. *transitions to abutting and adjacent uses;*

The Project is currently surrounded by all office uses. To the east and a part of the same parcel is the Fairfax County Government Center. To the west, across Government Center Parkway is the Herrity Building, the Pennino Building, and the Public Safety Headquarters. The Project will be compatible in size and scale to the nearby office uses.

*ii. lot sizes, particularly along the periphery;*

The Project will contain one facility on a single lot.

*iii. bulk/mass of the proposed dwelling units;*

The Project is a five-story building with two wings oriented parallel to Government Center Parkway. This will provide an architectural frontage complementary to the nearby office use along Government Center Parkway and will frame the streetscape along both Government Center Parkway and the main entrance to the Government Center.

*iv. setbacks (front, side and rear);*

The Project includes appropriate setbacks as necessary for the site.

*v. orientation of the proposed dwelling units to adjacent streets and homes;*

The Project's frontage along Government Center Drive is appropriately scaled and oriented for an architectural design complementary to the surrounding area.

*vi. architectural elevations and materials;*

The Applicant's RFP submission includes a site analysis, floor plans, building massing studies, architectural design studies, and a preliminary rendering. Throughout the application process, the Applicant will provide additional architectural elevations and materials to ensure the compatibility of the proposed Project within the surrounding neighborhood.

*vii. pedestrian, bicycle and vehicular connections to off-site trails, roadways, transit facilities and land uses;*

The Project will have access to the existing Fairfax County Government Center Park and Ride facility. This facility has access to four bus routes (Routes 605, 621, 623 and 699) as well as Metrobus Route 1C. The site will also be connected with adjacent sidewalks and off-site trails.

*viii. existing topography and vegetative cover and proposed changes to them as a result of clearing and grading.*

The Project involves the redevelopment of surfaced parking lots and will not result in any meaningful changes to the vegetative cover on the Property.

**3. Environment.** *All rezoning applications for residential development should respect the environment. Rezoning proposals for residential development, regardless of the proposed*

*density, should be consistent with the policies and objectives of the environmental element of the Policy Plan, and will also be evaluated on the following principles, where applicable.*

- i. **Preservation:** Developments should conserve natural environmental resources by protecting, enhancing, and/or restoring the habitat value and pollution reduction potential of floodplains, stream valleys, EQCs, RPAs, woodlands, wetlands and other environmentally sensitive areas.*

The Project does not affect any environmentally sensitive areas.

- ii. **Slopes and Soils:** The design of developments should take existing topographic conditions and soil characteristics into consideration.*

The Project will work with existing topographic and soil conditions.

- iii. **Water Quality:** Developments should minimize off-site impacts on water quality by commitments to state of the art best management practices for stormwater management and better site design and low impact development (LID) techniques.*

The Project will include best practices for stormwater management and low-impact development (“LID”) techniques as articulated in the Comprehensive Plan.

- iv. **Drainage:** The volume and velocity of stormwater runoff from new development should be managed in order to avoid impacts on downstream properties. Where drainage is a particular concern, the applicant should demonstrate that off-site drainage impacts will be mitigated and that stormwater management facilities are designed and sized appropriately. Adequate drainage outfall should be verified, and the location of drainage outfall (onsite or offsite) should be shown on development plans.*

The Project will include adequate stormwater management facilities to control both the volume and rate of runoff from the Property. More detailed information will be provided throughout the application process. The Project also will include a vegetative roof component that may include stormwater management benefits as well.

- v. **Noise:** Developments should protect future and current residents and others from the adverse impacts of transportation generated noise.*

The Project is set back from the adjacent roadways to minimize potential impacts from transportation generated noise.

- vi. **Lighting:** Developments should commit to exterior lighting fixtures that minimize neighborhood glare and impacts to the night sky.*

The Project will include exterior lighting that abides to the Zoning Ordinance requirements for outdoor lighting, including the use of full cut-off light fixtures and other features that minimize glare and impacts to the night sky.

- vii. **Energy:** *Developments should use site design techniques such as solar orientation and landscaping to achieve energy savings, and should be designed to encourage and facilitate walking and bicycling. Energy efficiency measures should be incorporated into building design and construction.*

The Project is intentionally oriented to allow sunlight not only into the central recreational amenity, but also onto each of the two building wings. Furthermore, the two wings of the building are slightly angled apart to maximum sunlight exposure for its units.

As for energy efficiency measures within the building design and construction, the Applicant is a leader in sustainable design and will implement its expertise with the Project to create an environmentally friendly, sustainable development. The Applicant has established four main priorities for sustainable development: minimize utility consumption, minimize impact on the stormwater system, improve indoor air quality, and introduce financially responsible innovative technologies. The Applicant will use these priorities as guiding principles for the implementation and development of the Project.

- 4. **Tree Preservation and Tree Cover Requirements.** *All rezoning applications for residential development, regardless of the proposed density, should be designed to take advantage of the existing quality tree cover. If quality tree cover exists on site as determined by the county, it is highly desirable that developments meet most or all of their tree cover requirement by preserving and, where feasible and appropriate, transplanting existing trees. Tree cover in excess of ordinance requirements is highly desirable. Proposed utilities, including stormwater management and outfall facilities and sanitary sewer lines, should be located to avoid conflicts with tree preservation and planting areas. Air quality-sensitive tree preservation and planting efforts (see Objective 1, Policy c in the Environment section of this document) are also encouraged.*

The Project involves the redevelopment of existing surface parking lots that currently have minimal landscaping and little tree cover. The Applicant's design will preserve a cluster of significant trees at in the northwestern portion of the site.

- 5. **Transportation.** *All rezoning applications for residential development should implement measures to address planned transportation improvements. Applicants should offset their impacts to the transportation network. Accepted techniques should be utilized for analysis of the development's impact on the network. Residential development considered under these criteria will range widely in density and, therefore, will result in differing impacts to the transportation network. Some criteria will have universal applicability while others will apply only under specific circumstances. Regardless of the proposed density, applications will be evaluated based upon the following principles, although not all of the principles may be applicable.*
  - a. **Transportation Improvements:** *Residential development should provide safe and adequate access to the road network, maintain the ability of local streets to safely accommodate traffic, and offset the impact of additional traffic through commitments to the following:*
    - i. *Capacity enhancements to nearby arterial and collector streets;*

The Project will include a traffic impact analysis to determine the transportation impacts and any appropriate mitigation measures for the Project.

- ii. *Street design features that improve safety and mobility for non-motorized forms of transportation;*

The Project will include pedestrian facilities to ensure the safety of residents, employees and visitors alike.

- iii. *Signals and other traffic control measures;*

As mentioned above, the Applicant will provide any mitigation measures necessitated by the Project's anticipated transportation impact.

- iv. *Development phasing to coincide with identified transportation improvements;*

The Project includes a single building to be provided in one phase.

- v. *Right-of-way dedication;*

The Fairfax County Board of Supervisors will continue to own the Property. The Applicant does not anticipate the need for any right-of-way dedication.

- vi. *Construction of other improvements beyond ordinance requirements;*

As mentioned above, the Applicant will provide mitigation measures to offset anticipated transportation impacts from the Project.

- vii. *Monetary contributions for improvements in the vicinity of the development.*

If required under the County's Road Fund Guidelines, the Applicant will contribute to the Fairfax Center Area Road Fund accordingly.

- b. ***Transit/Transportation Management: Mass transit usage and other transportation measures to reduce vehicular trips should be encouraged by:***

- i. *Provision of bus shelters;*

The Project location provides convenient access to bus service without the need for a bus shelter within the site.

- ii. *Implementation and/or participation in a shuttle bus service;*

The proposed Project will have access to the Fairfax Connector bus routes from the Fairfax County Government Center Park and Ride (Routes 605, 621, 623 and 699), providing an opportunity for public transportation proximate to the Project.

- iii. *Participation in programs designed to reduce vehicular trips;*

The Project will include a Transportation Demand Management plan to ensure the reduction of vehicular trips as deemed necessary.

- iv. *Incorporation of transit facilities within the development and integration of transit with adjacent areas;*

Fairfax Connector operates four bus routes from the Fairfax County Government Center Park and Ride (Routes 605, 621, 623 and 699), providing an opportunity for public transportation proximate to the Project.

- v. *Provision of trails and facilities that increase safety and mobility for non-motorized travel.*

The Project will be incorporated into the nearby trail network in the vicinity of the Property with appropriate connections to existing trails.

- c. ***Interconnection of the Street Network:*** *Vehicular connections between neighborhoods should be provided, as follows:*

- i. *Local streets within the development should be connected with adjacent local streets to improve neighborhood circulation;*

The Project contains a single building, and it does not have any interior local streets.

- ii. *When appropriate, existing stub streets should be connected to adjoining parcels. If street connections are dedicated but not constructed with development, they should be identified with signage that indicates the street is to be extended;*

The Project is not located along, nor does it contain, any street stubs. With regard to coordination among adjoining parcels and uses, the Project's entrance is purposefully located within the existing Government Center and provide easy access to nearby uses.

- iii. *Streets should be designed and constructed to accommodate safe and convenient usage by buses and non-motorized forms of transportation;*

The Project will not include any new streets.

- iv. *Traffic calming measures should be implemented where needed to discourage cut-through traffic, increase safety and reduce vehicular speed;*

The Project will not include any new streets.

- v. *The number and length of long, single-ended roadways should be minimized;*

The Project will not include any new streets.

- vi. *Sufficient access for public safety vehicles should be ensured;*

The Project will include parking lanes that wrap around the side of the building, thereby providing sufficient access for public safety and emergency vehicles.

- d. **Streets:** *Public streets are preferred. If private streets are proposed in single-family detached developments, the applicant shall demonstrate the benefits for such streets. Applicants should make appropriate design and construction commitments for all private streets so as to minimize maintenance costs which may accrue to future property owners. Furthermore, convenience and safety issues such as parking on private streets should be considered during the review process.*

The Project will not include any new streets.

- e. **Non-motorized Facilities:** *Non-motorized facilities, such as those listed below, should be provided:*

- i. *Connections to transit facilities;*

Fairfax Connector operates four bus routes that from the Fairfax County Government Center Park and Ride (Routes 605, 621, 623 and 699), providing an opportunity for public transportation proximate to the Project..

- ii. *Connections between adjoining neighborhoods;*

The Project is an appropriate infill development within the existing Government Center.

- iii. *Connections to existing non-motorized facilities;*

The Project includes access to existing pedestrian trails in the vicinity of the Property.

- iv. *Connections to off-site retail/commercial uses, public/community facilities, and natural and recreational areas;*

The Project is located within close proximity to a large number of commercial uses. Notably within ¼ of a mile are Fairfax Corner and Fair Oaks Mall, which are in addition to other mixed-use areas.

Located slightly further away from the Project is the Fair Lake Shopping Center, which provides large retail stores. All these sites are accessible by the Fairfax Connector that operates four bus routes that from the Fairfax County Government Center Park and Ride (Routes 605, 621, 623 and 699), which provides an opportunity for public transportation proximate to the Project to the nearby commercial uses.

- v. *An internal non-motorized facility network with pedestrian and natural amenities, particularly those included in the Comprehensive Plan;*



As noted above, the Project will include pedestrian facilities to connect to sidewalks and trails around the Property.

- vi. *Offsite non-motorized facilities, particularly those included in the Comprehensive Plan;*

As noted above, the Project will include pedestrian facilities to connect to sidewalks and trails around the Property.

- vii. *Driveways to residences should be of adequate length to accommodate passenger vehicles without blocking walkways;*

The Project does not include residential driveways.

- viii. *Construction of non-motorized facilities on both sides of the street is preferred. If construction on a single side of the street is proposed, the applicant shall demonstrate the public benefit of a limited facility.*

There will be sidewalks on all four sides of the Property.

- f. **Alternative Street Designs:** *Under specific design conditions for individual sites or where existing features such as trees, topography, etc. are important elements, modifications to the public street standards may be considered.*

The Project will not include any new streets.

6. **Public Facilities:** *Residential development impacts public facility systems (i.e., schools, parks, libraries, police, fire and rescue, stormwater management and other publicly owned community facilities). These impacts will be identified and evaluated during the development review process. For schools, a methodology approved by the Board of Supervisors, after input and recommendation by the School Board, will be used as a guideline for determining the impact of additional students generated by the new development.*

*Given the variety of public facility needs throughout the county, on a case-by-case basis, public facility needs will be evaluated so that local concerns may be addressed.*

*All rezoning applications for residential development are expected to offset their public facility impact and to first address public facility needs in the vicinity of the proposed development. Impact offset may be accomplished through the dedication of land suitable for the construction of an identified public facility need, the construction of public facilities, the contribution of specified in-kind goods, services or cash earmarked for those uses, and/or monetary contributions to be used toward funding capital improvement projects. Selection of the appropriate offset mechanism should maximize the public benefit of the contribution.*

*Furthermore, phasing of development may be required to ensure mitigation of impacts.*

The Applicant recognizes that the Project may have an impact on public facility systems, such as parks, libraries, police, fire and rescue, stormwater management and other publicly-owned

community facilities. The Applicant looks forward to identifying and evaluating any potential public facilities impacts in coordination with the County during the development review process.

7. **Affordable Housing:** *Ensuring an adequate supply of housing for low and moderate income families, those with special accessibility requirements, and those with other special needs is a goal of the county. Part 8 of Article 2 of the Zoning Ordinance requires the provision of Affordable Dwelling Units (ADUs) in certain circumstances. Criterion #7 is applicable to all rezoning applications and/or portions thereof that are not required to provide any Affordable Dwelling Units, regardless of the planned density range for the site.*
  - a. **Dedication of Units or Land:** *If the applicant elects to fulfill this criterion by providing affordable units that are not otherwise required by the ADU Ordinance: a maximum density of 20% above the upper limit of the Plan range could be achieved if 12.5% of the total number of single-family detached and attached units are provided pursuant to the Affordable Dwelling Unit Program; and, a maximum density of 10% or 20% above the upper limit of the Plan range could be achieved if 6.25% or 12.5%, respectively of the total number of multifamily units are provided to the Affordable Dwelling Unit Program. As an alternative, land, adequate and ready to be developed for an equal number of units may be provided to the Fairfax County Redevelopment and Housing Authority or to such other entity as may be approved by the Board.*
  - b. **Housing Trust Fund Contributions:** *Satisfaction of this criterion may also be achieved by a contribution to the Housing Trust Fund or, as may be approved by the Board, a monetary and/or in-kind contribution to another entity whose mission is to provide affordable housing in Fairfax County, equal to 0.5% of the value of all of the units approved on the property except those that result in the provision of ADUs. This contribution shall be payable prior to the issuance of the first building permit. For for-sale projects, the percentage set forth above is based upon the aggregate sales price of all of the units subject to the contribution, as if all of those units were sold at the time of the issuance of the first building permit, and is estimated through comparable sales of similar type units. For rental projects, the amount of the contribution is based upon the total development cost of the portion of the project subject to the contribution for all elements necessary to bring the project to market, including land, financing, soft costs and construction. The sales price or development cost will be determined by the Department of Housing and Community Development, in consultation with the Applicant and the Department of Public Works and Environmental Services. If this criterion is fulfilled by a contribution as set forth in this paragraph, the density bonus permitted in a) above does not apply.*

The Residences at Government Center II is a unique opportunity to provide affordable housing within the Braddock District. All units within the Project will be provided as ADUs, far exceeding the Zoning Ordinance requirements and Comprehensive Plan recommendations for affordable housing. The Applicant is excited by the opportunity to respond to the County's RFP for this project and looks forward to this opportunity to provide a much-needed housing opportunity for the community.

8. **Heritage Resources:** *Heritage resources are those sites or structures, including their landscape settings, that exemplify the cultural, architectural, economic, social, political, or historic heritage of the county or its communities. Some of these sites and structures have been 1) listed in, or determined eligible for listing in, the National Register of Historic Places or the Virginia Landmarks Register; 2) determined to be a contributing structure or site within a district so listed or eligible for listing; 3) located within and considered as a contributing structure within a Fairfax County Historic Overlay District; or 4) listed in, or having a reasonable potential as determined by the county, for meeting the criteria for listing in, the Fairfax County Inventory of Historic Sites.*

*In reviewing rezoning applications for properties on which known or potential heritage resources are located, some or all of the following shall apply*

- a. Protect heritage resources from deterioration or destruction until they can be documented, evaluated, and/or preserved;*
- b. Conduct archaeological, architectural, and/or historical research to determine the presence, extent, and significance of heritage resources;*
- c. Submit proposals for archaeological work to the county for review and approval and, unless otherwise agreed, conduct such work in accordance with state standards;*
- d. Preserve and rehabilitate heritage resources for continued or adaptive use where feasible;*
- e. Submit proposals to change the exterior appearance of, relocate, or demolish historic structures to the Fairfax County Architectural Review Board for review and approval;*
- f. Document heritage resources to be demolished or relocated;*
- g. Design new structures and site improvements, including clearing and grading, to enhance rather than harm heritage resources;*
- h. Establish easements that will assure continued preservation of heritage resources with an appropriate entity such as the county's Open Space and Historic Preservation Easement Program; and*
- i. Provide a Fairfax County Historical Marker or Virginia Historical Highway Marker on or near the site of a heritage resource, if recommended and approved by the Fairfax County History Commission.*

There are no existing structures on the site, nor any known potential heritage resources.

#### **VI. Waiver for Additional Residential as a Secondary Use**

The Property is zoned PDC and the Applicant anticipates that the Project will involve a PCA and CDPA/FDPA to amend the existing development plan and proffers without rezoning to a different zoning district. Given that there currently is approximately 125,000 square feet of office development remaining available, the Project will require the PCA/CDPA/FDPA to convert this remaining square footage to residential use and allow additional square footage as necessary. Specifically, additional square footage will be necessary to permit the development of the proposed 302,664 square feet of residential uses and 15,246 square feet of supportive commercial/service uses

Under the PDC zoning district, the gross floor area of residential uses may not exceed 50% of all principal uses within the district. Currently within Land Bay C, there is 674,943 SF of office space constructed and 240,000 square feet of residential uses. The Applicant proposed 15,246 square feet of non-residential uses and 302,664 square feet of residential uses would generate a total of 690,189 square feet of principal uses with 502,664 SF of residential uses, or approximately 73% of the gross square footage of the principal uses.

As a result, the Applicant will need to request a waiver from the Board of Supervisors to increase the amount of residential square footage by approximately 157,569 square feet over the amount permitted under the PDC zoning district. The waiver is justified by the proposed additional of 260 affordable residential units as requested by Fairfax County in the RFP and in conformance with the Comprehensive Plan.

## **VII. Conclusion**

The Application provides an excellent opportunity for a meaningful and successful public-private partnership between Lincoln Avenue Capital and Fairfax County. The proposal will achieve a substantial mixed-use development that makes a significant contribution to affordable housing opportunities in Fairfax County, while also providing supportive commercial and service uses to meet the needs of the residents and others in the community. The Project will provide affordable housing, and related amenities and services, in a desirable location with opportunities for the County to create a place for residents to live, work, and play.

For the reasons outlined above, the Applicant respectfully requests the favorable consideration of the Application by Fairfax County Staff, the Planning Commission, and the Board of Supervisors.

# Development Plan and Renderings

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# FAIRFAX ONE

@ COUNTY GOVERNMENT CENTER





*Transformational  
Meaningful first step forward  
Build community*

## **PROJECT GOALS:**

- 1. TRANSFORM**  
Urbanize the neighborhood, bringing walkable spaces on a human scale.
- 2. STEP FORWARD**  
Establish a dialogue with adjacent buildings and make connections to existing pedestrian trails.
- 3. COMMUNITY CATALYST**  
A new “front porch” to Fairfax county’s government and public services mall, where people can meet and live.



## PROJECT GOAL 1

### TRANSFORM:

#### FILLING IN THE URBAN FABRIC

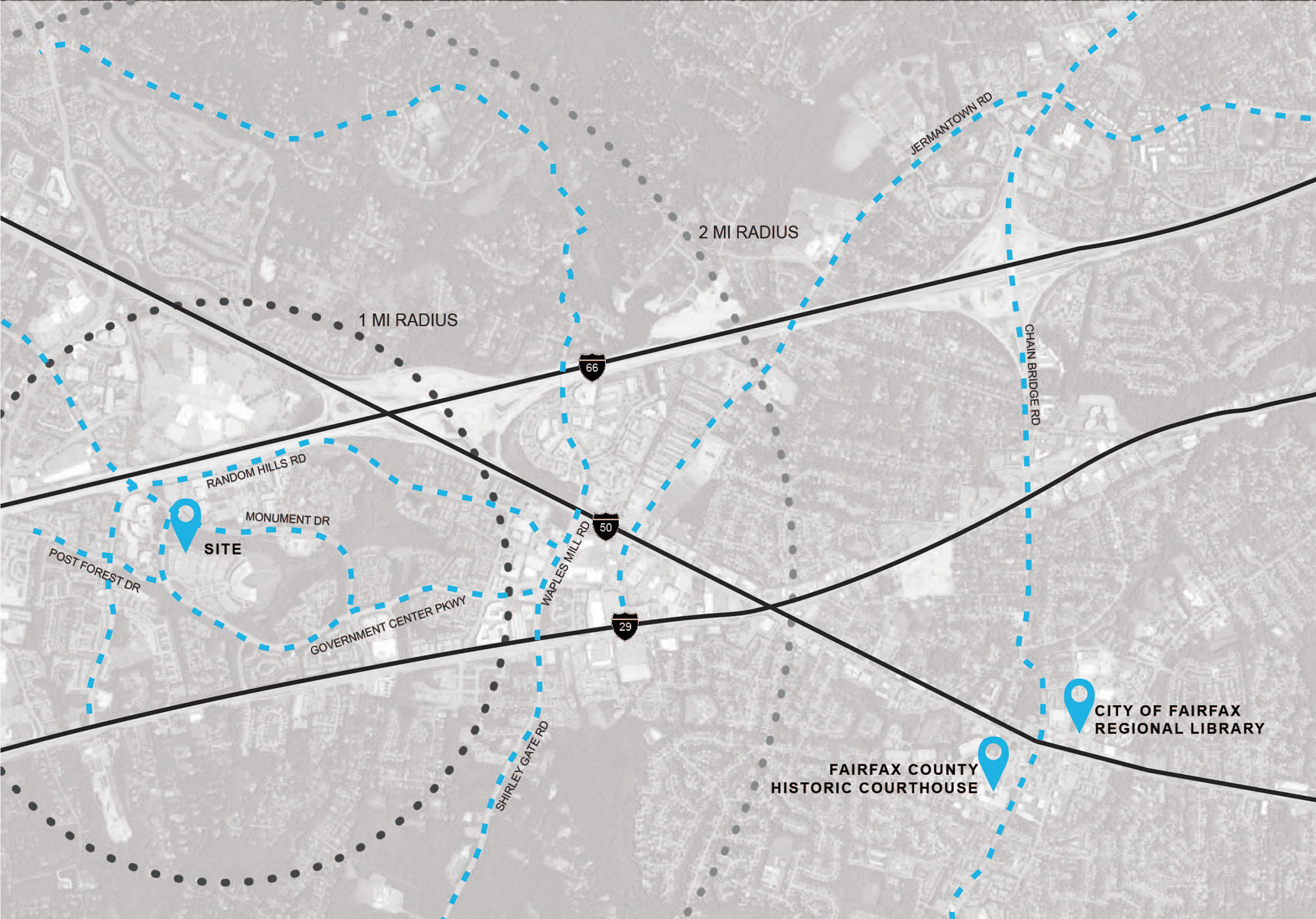
The project was imagined as a first phase of future transit-oriented neighborhood with its center of gravity around the Fairfax Government Center. As more surface parking lots turn into urban blocks and buildings, the project imagines an open block solution with strong urban character and a linear through block open space.

The future denser growth will enhance vehicular and pedestrian connections, these connections will be strengthened by new buildings and more defined in between urban spaces.

The existing site presents clearly defined street and trees edges with a north-south 14' sloped grade and SWM easement on the NW corner of the property. These constraints were integrated in the proposal.



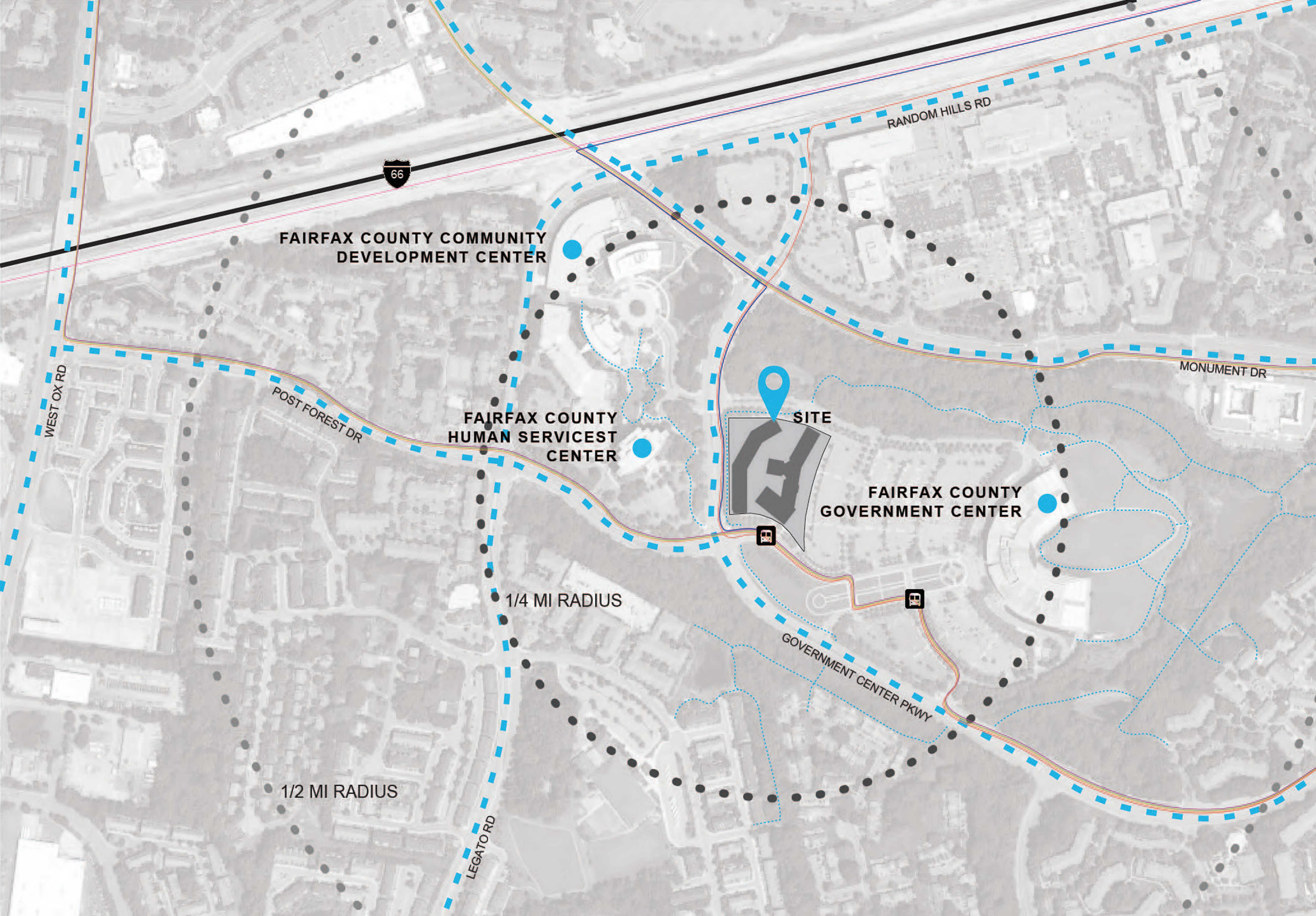
**PROJECT GOAL 1**  
TRANSFORM: METRO STATION  
FILLING IN THE URBAN FABRIC



- HIGHWAYS
- - - ROADS

**REGIONAL MAP**

**PROJECT GOAL 1**  
**TRANSFORM:**  
**FILLING IN THE URBAN FABRIC**



- HIGHWAYS
- ROADS
- PEDESTRIAN PATHS
- BUS SHELTER
- BUS ROUTES
- 1C, 2B
- 605
- 621
- 623
- 697
- 699

**CONTEXT MAP**



**PROJECT GOAL 1**  
**TRANSFORM:**  
**FILLING IN THE URBAN FABRIC**

**MASSING**  
FUTURE LAND USE

# SITE PLAN

SITE		
SITE AREA	4.53 ACRES	197,414 SF
FAR		1.61
DENSITY		60.7 DU/ACRE

BUILDING	
FLOORS	5 + BASEMENT

WEST WING		
NET RESIDENTIAL		137,604 SF
GROSS RESIDENTIAL		156,314 SF
UNITS		
STUDIO	0	0.0%
1 BEDROOM	17	13.2%
1 BEDROOM / DEN	8	6.2%
2 BEDROOM	77	59.7%
3 BEDROOM	27	20.9%
TOTAL	129	

EAST WING		
NET RESIDENTIAL		117,348 SF
GROSS RESIDENTIAL		146,350 SF
UNITS		
STUDIO	15	10.3%
1 BEDROOM	76	52.1%
1 BEDROOM / DEN	16	11.0%
2 BEDROOM	39	26.7%
3 BEDROOM	0	0%
TOTAL	146	

TOTAL	
NET RESIDENTIAL	254,951 SF
AMENITY	8,698 SF
GROSS RESIDENTIAL	302,664 SF
RETAIL	15,246 SF
TOTAL GROSS	317,910 SF

RESIDENTIAL EFFICIENCY	84%
NET AREA PER UNIT	927 SF

UNITS		
STUDIO	15	5.5%
1 BEDROOM	93	33.8%
1 BEDROOM + DEN	24	8.7%
2 BEDROOM	116	42.2%
3 BEDROOM	27	9.8%
TOTAL	275	

PARKING	
GARAGE FLOORS	1
GARAGE PARKING	230
SURFACE PARKING	13
TOTAL PARKING PROVIDED	243
PARKING PER UNIT	0.88

- PRIVATE COURTYARD
- SEMIPRIVATE COURTYARD
- PUBLIC PLAZA

GOVERNMENT CENTER PARKWAY

POST FOREST DRIVE

20210983



**FAIRFAX GOVERNMENT CENTER**  
FAIRFAX COUNTY, VA



**06**

11/08/2021



## PROJECT GOAL 2

### STEPPING FORWARD:

#### MAKING RELATIONSHIPS

Fairfax One's architecture is defined by its geometric intersection with the east residential building, asymmetrical sloped green roofs, regular openings, and linear metal canopy will create an iconic front door to the project and its urban plaza.

The east and west residential wings present a simple and contemporary architecture of syncopated windows and scales. The buildings are complementary but not identical, each wing has a distinct color palette, the west building has a higher percentage of exterior masonry to comply with tax credit regulations.

**PROJECT GOAL 2**  
**STEPPING FORWARD:**  
**MAKING RELATIONSHIPS**



**BASEMENT FLOOR**

- 01 RETAIL ELEVATOR
- 02 GARAGE ENTRANCE
- 03 TRASH ROOM
- 04 LOADING DOCK

**PROJECT GOAL 2**  
**STEPPING FORWARD:**  
**MAKING RELATIONSHIPS**



**FIRST FLOOR**

- 01 RETAIL SERVICE HALL
- 02 RETAIL ELEVATOR
- 03 RESIDENTIAL LOBBY
- 04 RESIDENTIAL AMENITY
- 05 TRASH ROOM
- 06 UTILITY
- 07 RETAIL BACK OF HOUSE
- 08 LOADING DOCK
- 09 DROP OFF ZONE

**PROJECT GOAL 2**  
**STEPPING FORWARD:**  
**MAKING RELATIONSHIPS**



**SECOND FLOOR**

01 STORAGE AND UTILITY



**PROJECT GOAL 2**  
**STEPPING FORWARD:**  
**MAKING RELATIONSHIPS**



**TYPICAL FLOOR**  
 FLOORS 3 AND 4

**PROJECT GOAL 2**  
**STEPPING FORWARD:**  
**MAKING RELATIONSHIPS**



**FIFTH FLOOR**

- 01 INDOOR AMENITY
- 02 ROOF DECK



**PROJECT GOAL 3**  
**BUILDING COMMUNITY:**  
**CATALYST TO CULTURE**

Fairfax One is a multipurpose commercial building with service areas, a day care and an open plan commercial floor. Like the traditional market buildings, it will contain diverse food and beverage stalls with a free span space easily integrated to the exterior terraces through roll up doors.

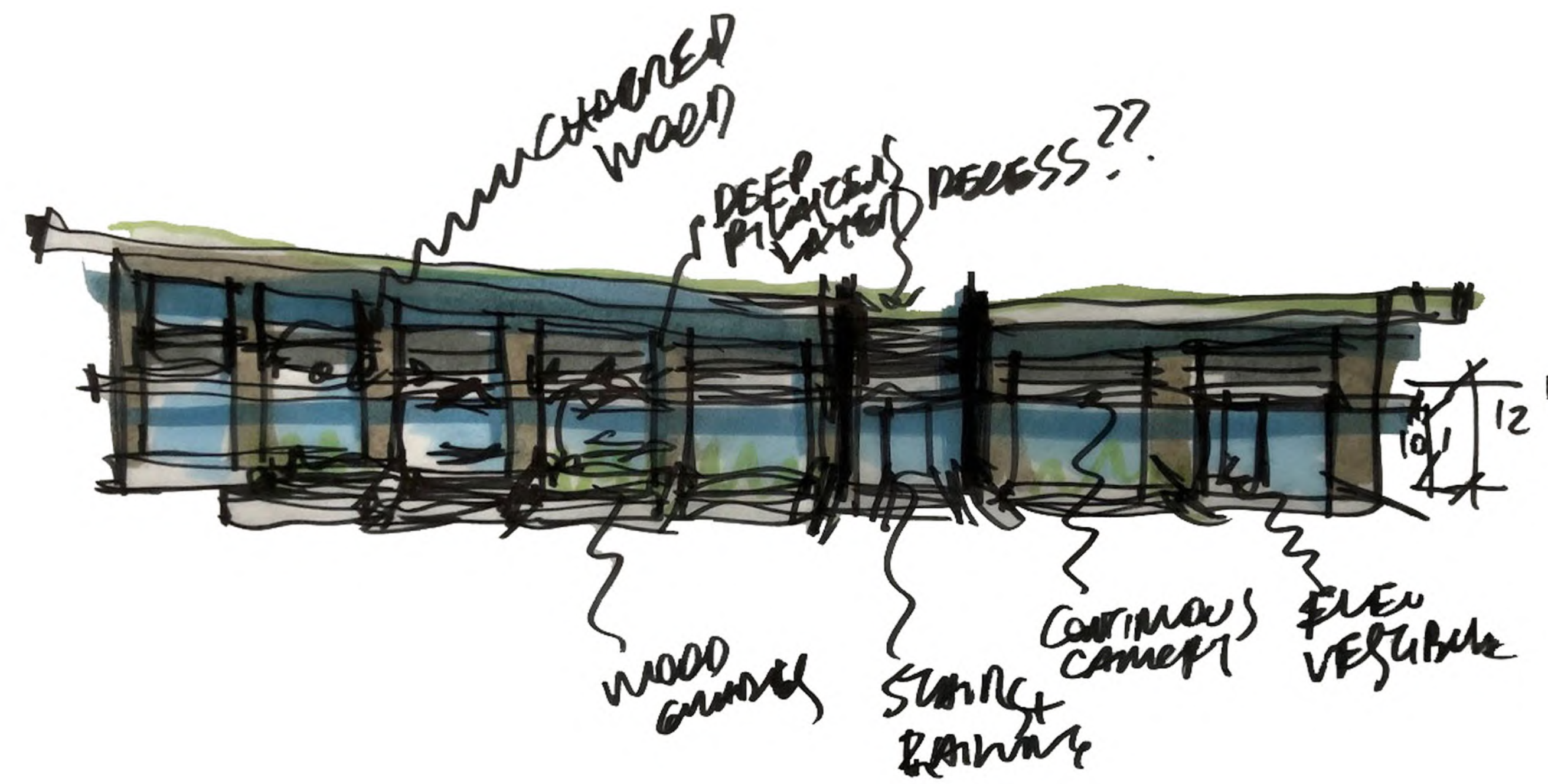


**PROJECT GOAL 3**

**BUILDING COMMUNITY:  
CATALYST TO CULTURE**



**PUBLIC FACING PLAZA**



**PUBLIC ART**

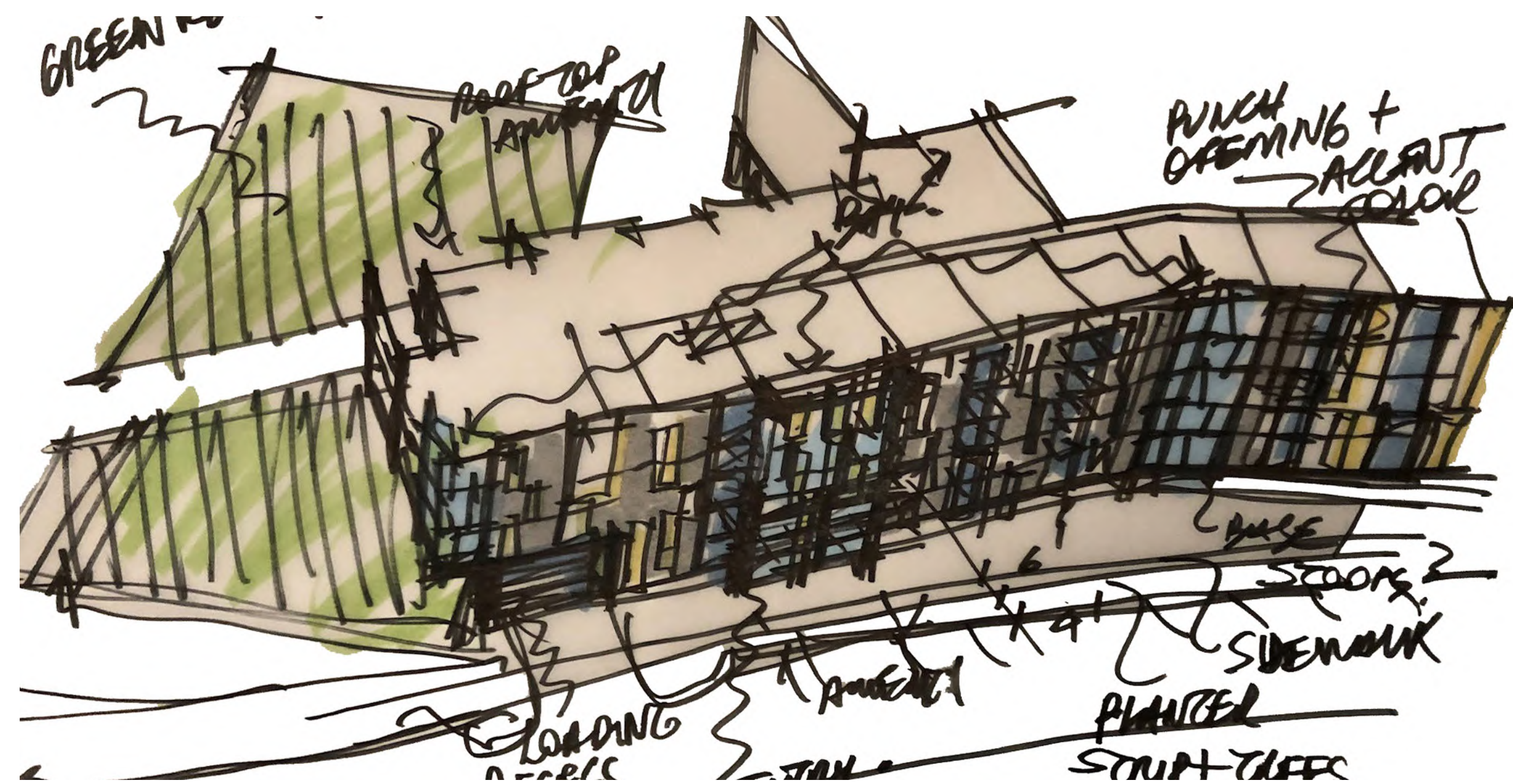


**GREEN ROOF**



**OPEN FLEXIBLE MARKET HALL**

**FAIRFAX ONE**



### PROJECT GOAL 3

#### BUILD COMMUNITY:

#### A PLACE TO LIVE

The RFP program was divided in a subterranean garage floor; and two residential buildings and one Commercial and Community building separated by private and public open spaces. The Commercial Building (Fairfax One) sits prominently at the top of the site slope, rotated as a hinge to highlight a public plaza and an opening towards a series of private and open spaces down the block and the slope.



PRIVATE COURTYARD AND AMENITIES



### RESIDENCES





# FAIRFAX ONE

@ COUNTY GOVERNMENT CENTER





# Project Schedule

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<b><u>Project Task</u></b>	<b><u>Start Date</u></b>	<b><u>Finish Date</u></b>
<b>RFP Award</b>	1/15/22	1/15/22
<b>Interim Agreement</b>	1/15/22	2/11/22
<b>Concept Design Submission</b>		
Concept Design Preparation	1/15/22	2/11/22
Submission to County Staff/Review	2/11/22	2/25/22
Approval of Concept Plan	2/25/22	3/4/22
<b>Community Outreach</b>		
Initial outreach to groups/ organizations as outlined in Community Outreach sections	3/4/22	3/4/22
Additional meetings as needed.		
<b>Entitlements</b>		
Preparation of Entitlement Submission	1/15/22	3/11/22
Submission of Amendment to Comprehensive Plan	3/11/22	3/11/22
Submission of Proffer Condition Amendment	3/11/22	3/11/22
Submission of Final Development Plan Amendment	3/11/22	3/11/22
Acceptance/County Review of Amendment	3/11/22	12/16/22
Planning Commission Public Hearing	12/16/22	1/13/23
Board of Supervisors Public Hearing	1/13/23	2/10/23
Approved Entitlements	2/10/23	2/10/23
<b>Development Plan/Engineering Site Plan</b>		
Development Plan Preparation	5/10/23	8/30/23
Submission to County Staff/Review/Submission	8/30/23	3/13/24
Site Plan Approval	3/13/24	4/10/24
<b>Architectural Design</b>		
Conceptual Design Documents	1/15/22	3/11/22
Schematic Design Documents (needed for VH application)	1/13/23	3/10/23
Development Design Documents	3/10/23	6/2/23
Construction Documents (Building Permit Submission)	6/2/23	9/22/23
<b>Development Financing</b>		
<b>9% Development</b>		
<b>LIHTC Equity</b>		
VH 9% Application	3/15/23	3/15/23
Initial Scoring Released	3/15/23	5/10/23
Final Scoring Released	5/10/23	7/5/23
LIHTC Equity Solicitation Process	7/5/23	9/27/23
Equity Due Diligence	9/27/23	1/17/24
Document Production/Review/Approval	1/17/24	3/13/24
<b>Permanent Loan</b>		
Permanent Debt Solicitation	7/5/23	9/27/23
Debt Due Diligence	9/27/23	1/17/24
Document Production/Review/Approval	1/17/24	3/13/24

**4% Development****LIHTC Equity**

VH 4% Application Submission	8/1/23	8/1/23
Staff Review	8/1/23	8/29/23
VHDA issues 42M letter	8/29/23	8/29/23
LIHTC Equity Solicitation Process (mirrors 9% deal)	7/5/23	9/27/23
Equity Due Diligence	9/27/23	1/17/24
Document Production/Review/Approval	1/17/24	3/13/24

**FCRHA Bond Issuance Process**

Bond Application	9/15/23	9/15/23
Loan Underwriting Committee/ Inducement Resolution	9/15/23	10/13/23
Authorize TEFRA	10/13/23	10/20/23
TEFRA Advertisements	10/20/23	11/17/23
FCRHA Committee/ Board Meetings	11/17/23	11/24/23
Fairfax Co. Board of Supervisors Meeting	11/24/23	12/22/23
VA DHCD Bond Cap Application	12/22/23	1/12/24
VA DHCD Bond Cap Approval	1/12/24	2/2/24
FCRHA - Final Board Resolution	2/2/24	3/29/24
Closing and Bond Issuance	3/29/24	4/26/24

**Permanent Loan**

Permanent Debt Solicitation	7/5/23	9/27/23
Debt Due Diligence	9/27/23	1/17/24
Document Production/Review/Approval	1/17/24	3/13/24

**Financial Closing****4/26/24****Construction Period**

4/26/24 2/26/26

**Lease-Up**

2/26/26 8/26/26

**Stabilized Occupancy/Conversion to Perm**

8/26/26 11/26/26

# Community and Stakeholder Outreach Strategy

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## **Community and Stakeholder Outreach Strategy**

The project team will conduct consistent, meaningful outreach to all stakeholders involved in the development of The Residences at Government Center II (the “Project”). This community outreach will involve the project team meeting with and making presentations to Fairfax County Staff, the Braddock District Land Use and Environment Committee, the Springfield District Land Use Committee (if requested), and homeowners associations proximate to the Property. In addition, the project team will maintain close communication and have regular meetings on an as-needed basis with County Staff in the Department of Housing and Community Development (“DHCD”). The project team’s specific steps toward implementing successful community outreach are described below.

## **Steps in the Fairfax County Application and Community Outreach Process**

Upon selection as the developer, Lincoln Avenue Capital (“LAC”) will meet with Fairfax County Staff in DHCD and the Department of Planning and Development (“DPD”) to discuss the proposed development prior to submitting the Proffered Condition Amendment (“PCA”), Conceptual Development Plan Amendment (“CDPA”), and Final Development Plan Amendment (“FDPA”) (collectively, the “Application”). The project team will present its concept for the Project and County Staff will help identify any preliminary issues or concerns with the proposal.

The project team also will have an early meeting with Braddock District Supervisor James Walkinshaw and Mary Cortina, the Braddock District Planning Commissioner, to solicit their feedback in advance of filing the Application. Given that the Project is located close to the boundary with the Springfield District, the project team also will offer to meet with Springfield District Supervisor Pat Herrity and Planning Commission Chairman Pete Murphy to discuss the Project. Also, due to the unique nature of the Property being home to the Fairfax County Government Center, LAC recognizes that all members of the Board of Supervisors and Planning Commission may be keenly interested in the Project. The project team would be glad to meet with any other interested Board members and Planning Commissioners as well.

## **Preliminary Meetings with Community Stakeholders**

LAC’s project team also will meet with community groups prior to submission of the Application to present the proposal for the Project and solicit feedback from all community stakeholders. Meeting with County Staff and the key community stakeholders prior to submission of the Application will provide the project team an opportunity to address any preliminary concerns in the initial submission. As part of this initial community outreach, the project team will meet with the following groups:

- **Braddock District Land Use and Environment Committee**: The Braddock District Land Use and Environment Committee is a district-wide independent citizen committee that reviews Braddock District land use proposals submitted to Fairfax County and makes recommendations to the Planning Commission and Board of Supervisors. The project team will meet with the Braddock District Land Use and Environment Committee to present the Project and solicit feedback at one of the committee’s monthly meetings in advance of submitting the Application to the County.
- **Springfield District Land Use Committee**: The project team will offer, in coordination with Supervisor Herrity and Chairman Murphy, to meet with the Springfield District Land Use Committee to present the proposal and solicit their feedback on the Project. The project team

will offer to meet with the Springfield District Land Use Committee at one of the committee's monthly meetings in advance of submitting the Application.

- Surrounding Homeowners Associations and nearby Apartment Communities: In addition to the advisory groups noted above, the project team will reach out to the homeowners associations adjacent to The Residences at Government Center II property to present LAC's concept for the proposed development and solicit input from surrounding neighbors. These associations include Carriage Park, Glen Alden, Fair Chase, Legato Corner, Centennial Hills, West Oaks, Fairfax Ridge, Fair Oaks, and Cambryr. In addition, the project team will also identify and reach out to any residents proximate to the property who may not be a member of a formal association. The project team will also offer to coordinate site visits to the subject property for the community to see its existing conditions first-hand and visualize LAC's proposed development.



### **Application Filing, Acceptance, and Pre-Staffing Review**

Following the initial meetings with all stakeholders, the project team will need to determine the scope of any changes to the proposed development and then prepare and submit the Application to Fairfax County. Upon acceptance of the Application, the project team will offer to meet with County Staff, provide additional information as requested, and respond to any preliminary questions about the Application. After each agency provides preliminary comments to the staff coordinator, the project team will meet with County Staff to discuss the comments. Following the receipt of the County's comments and this meeting, the project team will draft appropriate responses and make any necessary revisions to the proffers and the development plan.

During this stage of the process, the project team will keep the Braddock and Springfield land use committees, and the surrounding homeowners associations, informed about the preliminary comments from Fairfax County. The project team will offer to meet with all of these community stakeholders to discuss the preliminary comments and potential revisions to the Application.

## **Staffing Review**

The County's staffing review will identify any additional issues with the proposed development and will involve a series of comments by County Staff and additional responses by the project team. As part of this process, the project team likely will meet multiple times with County Staff to review changes to the development plan, discuss potential proffer commitments, and identify resolutions to any remaining concerns.

The project team also will meet with the Braddock and Springfield land use committees and the surrounding homeowners associations to discuss County Staff's comments on the Application and potential changes to the proposed development to address the concerns of the County and the community.

## **Planning Commission Public Hearing**

After the project team submits its final application materials, County Staff will draft a staff report in anticipation of the Planning Commission public hearing. The project team will meet with Commissioner Cortina to discuss and address any additional concerns regarding the Application. Additionally, because of the Project's proximity to the Springfield District, the project team will also offer to meet with Chairman Murphy. The project team also will be available to meet with any other members of the Planning Commission as well. Prior to the public hearing, the project team also will meet with all of the community stakeholders to discuss the final development plan, proffers, and County Staff's recommendation regarding the Application. The project team will request the support of each stakeholder group as part of these community meetings. Following the Planning Commission public hearing, the Planning Commission will make a recommendation on the PCA and the CDPA, and it will make a decision on the FDPA.

## **Board of Supervisors Public Hearing**

Following the Planning Commission public hearing, the project team will make any additional revisions necessary in preparation for the Board of Supervisors public hearing. The project team will offer to meet with both Supervisor Walkinshaw and Supervisor Herrity to resolve any remaining concerns prior to the Board of Supervisors public hearing. Following the public hearing, the Board of Supervisors will decide whether to approve the PCA and CDPA.

## **Summary of Milestones and Key Decision Points**

- **Preliminary Meetings**: Having productive preliminary meetings with County Staff and all community stakeholders is the first significant milestone. After these meetings, the project team will need to decide on the extent of any changes to the proposed development.
- **Staffing Comments and Community Meetings**: The next major milestone will be after receiving pre-staffing and staffing comments from the County and the meetings with community stakeholders prior to the final submission of application materials to the County. At this point, LAC will need to make decisions regarding changes to the proposed development plan and the proffers in coordination with County Staff in preparation for the final submission to the County for the staff report.

- Publication of the Staff Report and Community Meetings: Achieving a positive County Staff recommendation in the staff report will be a critical milestone for the project, and LAC will seek to address all County Staff and community stakeholder concerns to obtain a positive recommendation. Obtaining expressions of support from all stakeholder groups also will be an important milestone for the project.
- Planning Commission Public Hearing: The Planning Commission public hearing will be an important milestone for the project to obtain a recommendation of approval on the PCA and CDPA and obtain approval of the FDPA. The project team also will be available to respond to any remaining concerns of the Planning Commission and County Staff as a result of the public hearing. The final revisions in advance of the Board of Supervisors public hearing will be a key decision point for LAC.
- Board of Supervisors Public Hearing: The Board of Supervisors public hearing is the most important milestone of the project for LAC to obtain the County's approval of the PCA and CDPA.

### **Summary of Anticipated Frequency of Meetings**

#### **Fairfax County Staff**

- One pre-application meeting.
- One meeting following pre-staffing.
- Meetings weekly or every other week during the staffing review.
- Meetings as necessary in preparation for the public hearings.
- Meetings with DHCD as necessary throughout the processing of the Application.

#### **Community Stakeholders**

- One meeting each with the Braddock District Land Use and Environment Committee, the Springfield District Land Use Committee (if requested), and the surrounding homeowners associations prior to filing the Application.
- Meetings offered to all groups and at least one or two meetings likely with the Braddock and Springfield land use committees following pre-staffing review.
- One meeting each with the Braddock Land Use and Environment Committee, the Springfield District Land Use Committee (if requested), and the surrounding homeowners associations during staffing review process and final plan preparation.
- One meeting each with the Braddock Land Use and Environment Committee, the Springfield District Land Use Committee (if requested), and the surrounding homeowners associations after publication of the staff report in preparation for the public hearings.

### **Conclusion**

The project team recognizes that consistent and meaningful community outreach is essential to engage the various community stakeholders throughout the process to maintain goodwill in the community and to garner support for the Application in advance of the Planning Commission and Board of Supervisors public hearings. The project team looks forward to implementing extensive and successful community outreach throughout the review of The Residences at Government Center II.



# Requested Statements

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November 10, 2021

Tom Fleetwood, Director  
Housing and Community Development  
Fairfax County Redevelopment and Housing Authority  
12000 Government Center Parkway  
Fairfax, Virginia 22035

Dear Mr. Fleetwood,

On behalf of Lincoln Avenue Capital, I certify the following:

- The Residences at Government Center II project will conform to all applicable federal, state, and local laws, regulations, and ordinances including all federal and relevant local environmental regulations.
- Lincoln Avenue Capital and the Development Team do not have any past, current, or anticipated contractual or financial relationship with Fairfax County.
- Lincoln Avenue Capital has not had any contact with Fairfax County regulatory staff regarding the project including any existing or anticipated permitting, zoning issues, or concerns.

Please feel free to contact me with any questions or concerns regarding these statements.

Sincerely,

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavecap.com  
(703) 554-5772



# Additional Information

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**Additional Information**

N/A

# Addendum #1

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# County of Fairfax, Virginia

## ADDENDUM

DATE: September 20, 2021

### ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000003363

TITLE: Residences at Government Center II Multi-Family Housing (PPEA)

DUE DATE/TIME: November 10th 2021, 2:00 PM (EST)

#### 1. The following are answers to questions received by September 10, 2021:

Q1: Will the County work to designate the area around the Government Center as a revitalization area?

A1: ***The subject property is not designated as a revitalization area and currently there are no plans to make it a revitalization area. The subject property is located within the Fairfax Center Suburban Area of the Comprehensive Plan. Development proposals should meet the Area Wide and Site-Specific plan goals noted in the Comprehensive Plan. Any rezoning application filed on the subject property may request expedited processing from the Board of Supervisors. The site is also currently zoned to the Planned Development Commercial (PDC) District, which offers flexibility in design.***

Q2: The Request for Proposal (RFP) for the Government Center property contained a snippet of the consolidated parcels but not a complete site plan with which we can design to. Will that be made available?

A2: ***Yes. See Attachments A and B to this addendum.***

Q3: Is a digital version of the site plan going to be made available? We'd like to have this as soon as possible so we can study the site. Let me know when we can get something like this.

A3: ***Yes. Refer to A2***

Q4: Will the County accept stormwater management/ BMPs being designed under the "redevelopment" criteria of Chapter 124?

A4: ***Applicants must meet the current water quality and quantity requirements in the Public Facility Manual. In addition, the site is located in the Fairfax Center Area of the Comprehensive Plan. All projects in the area must comply with stormwater management and best management practice requirements as adopted by the Board of Supervisors (BOS). A range of practices and strategies are available to satisfy these requirements. There should be an emphasis on better site design and low impact development (LID) techniques (see the Environment Section of the Policy Plan) in order to minimize the adverse impacts of stormwater runoff. High water quality should continue to be promoted in the Fairfax Center Area through land use and structural controls. Specific guidelines are suggested in the Fairfax Center Area-Wide Recommendations of the Comprehensive Plan.***

Q5: Is there a parking tabulation the County can provide showing that with the proposed loss of parking that the Govt Center still has sufficient parking? On Sheet 2 of 116 of site plan 7204-SP-001 the parking tabulation for Phase I shows a requirement of 2,786 spaces with 2,831 provided for an excess of 45 spaces. More than 45 surface spaces will be removed by the proposed housing.

A5: ***A parking tabulation was provided on the public safety building development plan associated with CDPA/FDPA 86-W-001-07, PCA 86-W-001-12-Proffers, and PCA 86-W-001-12-Development Plans (See Attached). In addition, a parking demand study should be considered to ensure the proposal and the existing uses have adequate parking. – See Attachments C1, C2, and C3.***

Q6: Will the County make available the plat and survey information used to create Figure 3 and any title work related to it?

A6: ***Yes. Refer to A2 above and Attachment H - Title Report included in this addendum.***

- Q7: Will the County provide the approved Conceptual Development Plan/Final Development Plan (CDP/FDP) and any approved amendments?
- A7: **The approved development plans for the public safety building (FDPA 86-W-001-07, PCA 86-W-001-12-Proffers, and PCA 86-W-001-12-Development Plans) and the affordable housing development (FDPA 86-W-001-06) are attached. All of the previously approved RZs, PCAs, CDPAs, and/or FDPAs can be accessed online at <http://ldsnet.fairfaxcounty.gov/ldsnet/>. To request hard copies of this information, please contact the Zoning Evaluation Division, Department of Planning and Development, at (703) 324-1290. -See Attachments C1, C2, C3, and D.**
- Q8: Did the approved site plan (7204-SP-001) or related plats reserve density credit for areas dedicated for public streets?
- A8: **The approved Final Development Plan Amendment FDPA 86-W-001-07, PCA 86-W-001-12-Proffers, and PCA 86-W-001-12-Development Plans (attached) provides a detailed breakdown of the density credit that was reserved for public streets. -See Attachments C1, C2, C3, and D.**
- Q9: Will the County provide any proffers or approved development conditions applicable to the site? The proffers are not available online through ZAPs.
- A9: **The previously approved proffers and development conditions are attached. All previously approved RZs, PCAs, CDPAs, and/or FDPAs can be accessed online at <http://ldsnet.fairfaxcounty.gov/ldsnet/>. To request hard copies of this information, please contact the Zoning Evaluation Division, Department of Planning and Development, at (703) 324-1290. – See attachments F and G.**
- Q10: Are there any required payments for the Fairfax Center Area Road Fund?
- A10: **The County is researching and will follow up on this item in the next addendum.**
- Q11: Will the County process any PCAs, CDPAs/FDPAs concurrently with the Comprehensive Plan Amendment?
- A11: **An amendment to the Comprehensive Plan is required to allow for increased development intensity and additional residential use at the Government Center Campus. The Board of Supervisors must authorize the Plan Amendment and allow for concurrent processing of the rezoning applications.**
- Q12: Will the County verify that the CDPA only needs to cover Land Bay C (approx. 90 acres) and that the FDPA covers only the area of the proposed housing (approx. 4.532 acres)?
- A12: **Yes, the proposed CDPA would be filed on Land Bay C (approx. 90 acres) and the FDPA would only apply to the area identified to be developed with affordable housing on the RFP (approx. 4.532 acres). In addition, a partial PCA should be filed to amend the governing proffers associated with the government center property. Staff recommends filing a rezoning application in a similar manner as the previously approved affordable housing development (PCA 86-W-001-11 & FDPA 86-W-001-06). – See attachments D, E1 and E2.**
- Q13: Will the Agenda and any other presentation materials also be available on Bonfire after the session? Will there be provided a List of attendees on this Pre-Proposal Zoom ?
- A13: **This addendum includes the questions and answers from the pre-proposal conference, the list of Zoom registrations and the agenda for the meeting.**
- Q14: Can audited financial statements be submitted directly to an individual or require a password since the contain confidential information?
- A14: **All required documents should be submitted to the County through the secure Bonfire portal. Bonfire submittal will maintain confidentiality of information. No additional security measures are needed.**
- Q15: Gordon prepared the original Zoning Plans and Site Plan for the Government Center and therefore we are familiar with the zoning history. Mark Buenavista mentioned the likelihood that a rezoning of the property will be required. However, have there been prior discussions with the Department of Planning and Zoning as to the type of amendments that will be required to the previous proffers and previous development

plans for the Government Center? If not, are the applicants permitted to meet with the DPZ to discuss further?

A15: **An amendment to the Comprehensive Plan is needed to allow additional residential development at the Government Center Campus above what is available on the latest overall FAR tabulations (public safety building PCA #) chart and the recommended overall 0.35 FAR for the land unit in the Fairfax Center Area. The process could occur concurrent with an amendment to the governing proffers and development plan (Proffer Condition Amendment (PCA), Conceptual Development Plan Amendment (CDPA), and Final Development Plan Amendment (FDPA)), as authorized by the BOS.**

Q16: Does the past performance section of the RFP apply to applicant or to other team members--architect, GC, engineer?

A16: **Past performance would apply to any member of the development team.**

Q17: Are there any Minority/Women-Owned Business (M/WBE) participation requirements on this project?

A17: **See paragraph 39 of Appendix A of the General Conditions and Instructions to Bidders for information on Small, Women,-Owned, and Minority-Owned Business Use.**

Q18: Has the county staff determined a target timeline for tax credit submission to VH based on the needed land use approvals needed?

A18: **It is the intent that a tax credit submission to VH will occur in March 2023, assuming an Interim Agreement would be in place by the beginning of 2023.**

Q19: The RFP mentions "up to 10,000 square feet" in one section and " up to 10,000-15,000 sqft" in another. Can you clarify what you're expecting in terms of maximum size of the non-residential space? Is there a hard "do not exceed" number?

A19: **The not-to-exceed number is 15,000 square feet.**

Q20: This project displaces hundreds of parking spaces that were originally intended for the Government Center use. I assume that is not going to present a problem for the Government Center but just wanted to be clear these spaces do not need to be replaced somewhere else on the property with this project.

A20: **Further review of this matter is required, and a determination will be made before the final scope of work is developed. Please note, additional parking would be required for the 'non-residential' space noted in A19 above.**

Q21: From a design standpoint, the original Residences of Government Center appears to have a precast garage. Does the County have a design preference for parking on this site, given that surface parking exists today?

A21: **The County would review and consider all designs for parking at Residences of Government Center II.**

**2. The following is the list of attendees at the pre-proposal conference on September 8, 2021.**

Name (Original Name)	User Email
Allan Baken	abaken@cpja.com
Anthony Verdi	averdi@gordon.us.com
Anwar Iqbal	anwar.iqbal@fairfaxcounty.gov
Beth Kennan	ekennan@ecdcommunities.org
Bill Bonstra - Bonstra Haresign Architects (John Glenn)	jglenn@bonstra.com
Carlynn Fuller	carlynn.fuller@hagemangroup.com
Carmen Romero	cromero@apah.org
Caroline Sullivan	cksullivan@bozzuto.com
Casey Nolan	casey.nolan@crccompanies.com
Chris Guidi	chris.guidi@crccpartnersllc.com
Chris Papp	cpapp@bradleysitedesign.com



Christine Robertson	crobertson@pennrose.com
Claudia Latimer	clatimer@studio27arch.com
David Levine	dlevine@goodhousing.org
David Schultz	dschultz@chpc2.org
Debashish Chakravarty	debashishchakravarty@hotmail.com
Fernando Bonilla-V	fernando@sotopllc.com
Frances Reaves	reaves400@gmail.com
Frances Reaves	flrconsultinggroup@gmail.com
Henry Harrell	hharrell@tortigallas.com
Ivy Dench-Carter	icarter@pennrose.com
Jasmine Baldwin	jbaldwin@nrpgroup.com
Jennifer Schneider	jls@scgdevelopment.com
Jhave Buenaventura	jbuenaventura@bonstra.com
John Edwards	jedwards@bonstra.com
John Glenn	jglenn@bonstra.com
John Welsh	welsh@ahcinc.org
Joshua Childs	joshua.childs@ahcinc.org
Jyotsna Sharma	jyotsna.sharma@fairfaxcounty.gov
Kevin Sheehan	kevin.sheehan@fairfaxcounty.gov
Louis Marrero	louis.marrero@fairfaxcounty.gov
Mark Buenavista	mark.buenavista@fairfaxcounty.gov
Mark Viani (Michael Kitchen)	mikekitchen@ccl-eng.com
Mary Walker	mary.walker3@fairfaxcounty.gov
Matthew Engel	mengel@ecdcommunities.org
Melissa Matthews	melissa.matthews@orpartners.com
Michael Kitchen	mikekitchen@ccl-eng.com
Nicholas Bracco	nbracco@lincolnvecap.com
Nicole Cifci	nicole.cifci@fairfaxcounty.gov
Oliver Lee	oliver.lee@crccompanies.com
Rob Walker	rwalker@gordon.us.com
Ronnie Ali	mali@bonstra.com
Rosa Estrada	restrada@whdc.org
Ryan Sherriff	ryan.sherriff@fairfaxcounty.gov
Ryan Wolf	ryan.wolf@fairfaxcounty.gov
Sharon Bradley	sbradley@bradleysitedesign.com
Steve Rubin	srubin@harkinsbuilders.com
Steve Wilson	spw@scgdevelopment.com
Tad Guleserian	tad.guleserian@crccompanies.com
Teresa Lepe	teresa.lepe@fairfaxcounty.gov
Tom Fleetwood	thomas.fleetwood@fairfaxcounty.gov
Zac Linsky	zlinisky@ldgdevelopment.com
Zach Fountain	zachary.fountain@fairfaxcounty.gov

3. The following are the agenda items from September 8, 2021:

Welcome and Introduction  
Project Overview  
Use of Bonfire  
Important Dates

- o DUE DATE/TIME: November 10, 2021, at 2:00 pm (EST).
- o All questions pertaining to this RFP should be submitted in writing no later than 2:00 PM Eastern Time on November 1, 2021.
- o Addenda may be posted up to 3 business days before closing.

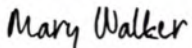
Review of Solicitation including Appendices and Attachments  
Evaluation Criteria

- o Affordability [20 of 100 Points]
- o Design/Development [25 of 100 Points]
- o Community Outreach [5 of 100 Points]
- o Finance Plan/Transaction Structure [15 of 100 Points]
- o Accessibility and Services [5 of 100 Points]
- o Public Benefit [10 of 100 Points]
- o Offeror Qualifications. [15 of 100 Points]
- o Use of FCRHA Bonds [5 of 100 Points]

Project Details/Overview and Property Description (Appendix B of RPF)


- o One Parcel of 4.53 acres in the Fairfax County Government Center property, parking lots G and H specifically. Now undergoing subdivision, will be owned by FCRHA
- o All residential rental units shall be affordable to households earning 60% or less of the Area Median Income (AMI)
- o Now zoned PDA, rezoning required to housing use of desired density.
- o Planning for a LIHTC submittal in March 2023 (assumes an expeditious selection process)
- o Finance Plan Submission
  1. Recommending the use of FCRHA bonds
  2. Developers will provide a preliminary LIHTC scoring matrix (proprietary)
  3. Anticipated that the selected developer will apply for 9% Tax credits
- o Development Program Summary Sheet (by Building/Phase) Attachment 2
- o Questions – will be responded to formally through addendum within one week. Additional questions should be sent to mary.walker3@fairfaxcounty.gov.

All other terms and conditions remain the same.

DocuSigned by:  
  
76B395CD3CD242A...  
Contract Specialist III

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

LACM VA, LLC (Lincoln Avenue Capital)  
Name of Firm

 11/10/2021  
(Signature) (Date)

**A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.**

**NOTE: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.**

# Addendum #2

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# County of Fairfax, Virginia

## ADDENDUM

October 5, 2021

### ADDENDUM NO. 2

TO: ALL PROSPECTIVE OFFERORS  
REFERENCE: RFP 2000003363  
TITLE: Residences at Government Center II Multi-Family Housing (PPEA)  
DUE DATE/TIME: November 10, 2021 2:00 pm (EST)

**1. The following are answers to questions received by October 4, 2021:**

Q1: Are there any required payments for the Fairfax Center Area Road Fund?

A1: **A payment would be due for any office or residential development above the baseline, as stipulated in the Guidelines (See Attachment 1).**

Q2: We are in receipt of all the RFP documents for the Government Center Multifamily Housing Project. We have a digital copy of Attachment B, or the "Site Plan" in both PDF and in autocad format. While the PDF plan shows topographic information including the existing parking lot, the autocad file only includes the boundary and existing easement. Will the County make the VIKA's topographic survey data available too?

A2: **Autocad file is attached. See Attachment 2. Please note, the proposers may use the files at their own risk and this information is subject to verification by the proposers and is not warranted by the County.**

Q3: The following answer replaces the answer to question 18 from Addendum 1.

A3: **It is the intent that a tax credit submission to VH will occur in March 2023.**

All other terms and conditions remain the same.

DocuSigned by:

Mary Walker

76B395CD3CD242A...

Mary Walker  
Contract Specialist III

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

LACM VA, LLC (Lincoln Avenue Capital)

Name of Firm

(Signature)

11/10/2021

(Date)

**A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.**

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# Addendum #3

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# County of Fairfax, Virginia

## ADDENDUM

October 12, 2021

### ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS  
REFERENCE: RFP 2000003363  
TITLE: Residences at Government Center II Multi-Family Housing (PPEA)  
DUE DATE/TIME: November 10, 2021 2:00 pm (EST)

#### 1. The following are answers to questions received by October 11, 2021:

Q1. Where will the Fastran busses be relocated after the redevelopment starts on this lot?

A1. **The Fastran busses will be relocated prior to development, however an exact location has not yet been determined.**

Q2. Should we assume that the new residential parcel will be given an address with a 22030 zip code, just like the Residences at Government Center I? A potential service partner does not serve the current 22035 Fairfax Gov't Center zip code but does serve 22030.

A2. **The zip code for the property is 22035.**

All other terms and conditions remain the same.

DocuSigned by:

Mary Walker

76B395CD3CD242A...

Mary Walker  
Contract Specialist III

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

LACM VA, LLC (Lincoln Avenue Capital)

Name of Firm

*(Handwritten Signature)*

(Signature)

11/10/2021

(Date)

**A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.**

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This section has been deemed proprietary & confidential  
accordance with Virginia Code Section 2.2-3705.6 11.b.

## Proposed Consideration to FCRHA

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# Financial Plan and Transactional Instruments

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## **Financial Plan and Transactional Instruments**

Our anticipated financing strategy assumes a long-term ground lease with a twinned 9/4 LIHTC financing structure. This strategy delivers a sustainable project in a market-respected financing structure. That structure optimizes the score to maximize the chance to secure 9% credits as part of the Virginia Housing 2023 competitive round. Our residential development plan was designed with the structure in mind—all fully contemplating the updated Virginia Housing QAP to position the project for success in the 9% round. The plan accommodates the strategy through the creation of separate buildings by condominium land bays and ground leases. The 9% financing assumes a construction loan with a GSE agency permanent take-out. This approach has been successful in the past in the County. Similarly, the 4% building will use short- and long-term bonds issued by FCRHA with a GSE agency loan as the permanent take-out. Our financial proposal assumes all tax-exempt bonds will be issued by FCRHA and we have included the appropriate issuance costs in our financial projections.

In lieu of the standard capitalized ground lease payment, our proposal includes the construction costs to build the 15,000 square foot Fairfax One service hall. Our current estimates assume a total construction cost of approximately four million dollars (\$4,000,000.00), which should be included in the financial benefits to the FCRHA.

### **1. Anticipated financing costs**

Total anticipated financing costs for the development as currently calculated are approximately \$3.055 million in various financing costs, and \$2.61 million in construction period interest. Administrative fees associated with the long-term bonds calculate to approximately \$800,000 over the term of the tax-exempt perm loan.

### **2. Discussion of the risks and benefits of the structure**

The primary risk of the twinned 9/4 structure is the connected nature of the development. All of the pieces need to come together to make this work. Our team has extensive experience completing 9/4 twinned executions and as a result will put measures in place to ensure the project schedules as well as all federal, state, and County requirements align and initial closing is achieved.

The primary benefit of this structure is the County can lever the value of the land while maintaining long-term oversight and control. The County will retain long-term ownership of the asset, have the benefit of a right of first refusal, while mitigating its downside risk by partnering with LAC.

### **3. How changes in capital market conditions can be accommodated by the proposed financing structure (specifically changes in interest rates and leverage).**

A fundamental risk in all real estate development projects is the lack of certainty surrounding financing markets. This is especially true for developments with long lead times like the Residences at Government Center II, who will likely not close until early 2024. If macro market forces increase interest rates beyond market standard underwriting cushions, Lincoln Avenue Capital will explore the current landscape for likely gap funding solutions. These include, but are not limited to, the Virginia Housing Trust Fund, Federal Home Loan Bank funding, increased Deferred Developer Fee and possibly, some of the other mission driven financial sources LAC has procured across the

country. LAC has strong financial relationships with the top investors and debt providers in the country and will use those relationship to ensure this important development is completed.

#### **4. Long term outlook for project financial viability:**

For long term financial durability, LAC's approach is rooted in conservative, data-driven underwriting and our robust asset management team. LAC assigns a full-time asset manager who is part of the development team, unlike most competitors, *during* the development process. Our financial projections demonstrate conservative assumptions and strong operating reserves to absorb micro (like rising specific expenses) or macro market issues (like shifting interest rates).

LAC is well-capitalized with a strong balance sheet and will stand behind the project by acting as the sole guarantor for all long- and short-term guarantees, including construction completion, operating deficit guarantees, and tax credit compliance. Based on our current underwriting, the financial projection shows strong and increasing debt-service coverage ratios and strong operating ratios—both indicative of financially robust real estate assets. Following the initial 15-year compliance period, our proposal assumes a right of first refusal will be provided to the FCRHA or its assigns in the customary Blueprint forms.

#### **5. Why this strategy is the most advantageous to the FCRHA and the County.**

The overall strategy is (1) to maximize the success of the 9% application to secure those resources and other potential subsidy funds (non-County sources) to deliver these units and the Service Facility, (2) underwrite conservatively for a financially durable structure that can both surmount macro market obstacles and provide distinct funding sources for the Service Building to cover certain overhead costs and ensure diverse services to tenants and the community, (3) to ensure the FCRHA and County have an ongoing oversight role for programming at the Service Facility to benefit the tenants and the region, and (4) to deliver a Class A residential, mixed-use property that is visually engaging and aesthetically enhances the Government Center complex, while supporting a range of incomes and housing needs for County residents. The County can leverage this underutilized parking lot, while maintaining critical oversight and controls with no financial risk. Lastly, our strategy assumes the permanent debt will be secured only on the ground leasehold interest.

#### **6. Timing for execution of financing and financing closure.**

The initial financial closing will occur in Q1 2024 after securing all entitlements and a successful 9% application in March 2023.

#### **7. Contingency plan in the event 9% credits are not obtained.**

We are confident we will secure the 9% LIHTCs in our first application. It is possible, albeit unlikely, the development does not receive an award of 9% LIHTCs. The main contingency plan is working in partnership with FCRHA to both consider a re-application for 9% and shifting to a 4% execution and solve for the expected gap.

We would follow FCRHA's direction, but as an alternative, our team has structured 9/4 twinned projects to first close and complete the initial 4% phase of the project (as well as site and

infrastructure work), and then re-apply to secure the 9% credits and close (with the backup plan to, again, close the 9% phase with a 4% LIHTC execution and solve for the gap). The negative is all projects do not close simultaneously and add some carrying costs, but this allows us to keep our project schedule.

Any approach requiring the entire project to be funded with 4% LIHTCs would require additional market study to understand the best unit mix, affordability levels, and financial tools to ensure an economically viable solution can be crafted. If the development as currently assumed is simply converted to a 4% LIHTC deal, a gap of approximately \$11.0 million would need to be resolved.

This section has been deemed proprietary & confidential  
accordance with Virginia Code Section 2.2-3705.6 11.b.

## Project Pro Forma

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# Tax Impact

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## **Tax Impact**

The Residences at Government Center II site is located in the Braddock Transportation Tax District # 3T000. We are assuming approximately \$72,000,000 will be made in site improvements. The property tax, stormwater fees, and sales tax generated from construction materials for this project are calculated below:

### **Property Tax Calculation**

<b>Tax District</b>	Braddock Transportation (3T000)
<b>Estimated Site Improvements</b>	\$72,000,000
<b>Property Tax Rate</b>	\$1.14
<b>Total Yearly Property Tax Contribution (Yearly)</b>	\$820,800

### **Stormwater Fee Calculation**

<b>Estimated Site Improvements</b>	\$72,000,000
<b>Stormwater Fee Rate</b>	\$0.0325
<b>Total Stormwater Fee Contribution (Yearly)</b>	\$26,528

### **Sales Tax Calculation**

<b>Estimated Construction Materials (40% of Site Improvements)</b>	\$28,800,000
<b>Sales Tax Rate</b>	6%
<b>Total Sales Tax Contribution for Construction Materials (One Time)</b>	\$1,728,000

This section has been deemed proprietary & confidential  
accordance with Virginia Code Section 2.2-3705.6 11.b.

## Historical Financials

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# Financial Qualifications

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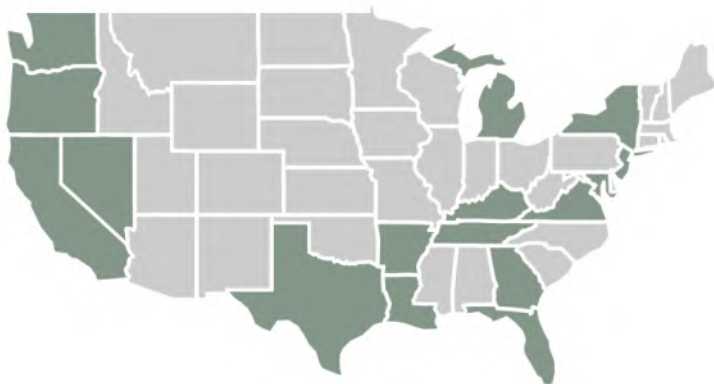
## Financial Qualifications

Lincoln Avenue Capital has the experience, resources, and financial creditworthiness to successfully complete the Residences at Government Center II project. Our affiliation with a large family office provides flexibility and unique access to capital. We utilize our balance sheet for acquisitions and can execute quickly. In 2020 alone, we invested \$39,000,000+ in rehab and capital improvements at our properties. We plan to add 3,000 units annually in the next few years as we grow our ground-up development business. LAC has achieved significant scale, and has the financial capacity to complete this project on time and on budget.

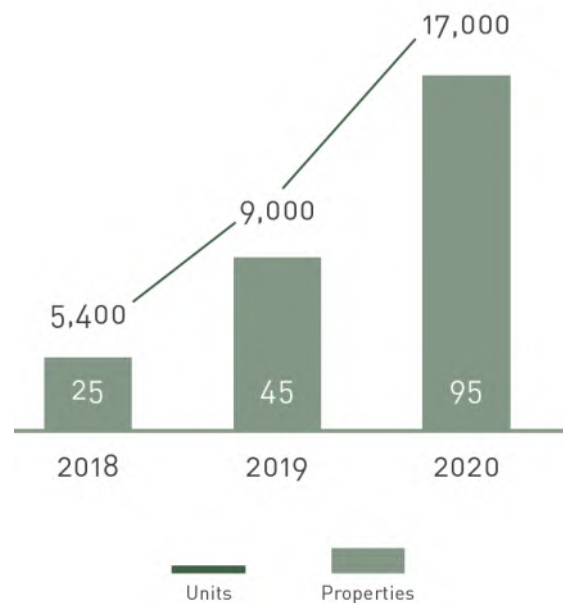
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## OUR PORTFOLIO TODAY

National presence across 16 states



## UNPARALLELED GROWTH



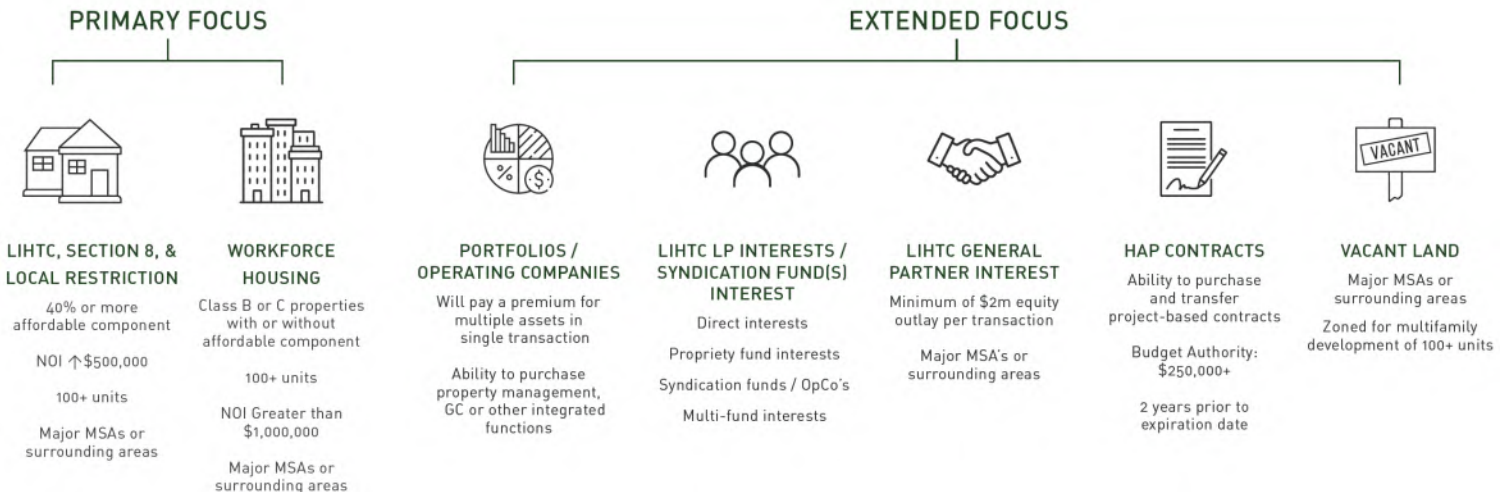
# WE ARE UNIQUELY POSITIONED IN THE MARKET...

## LEGEND

✓ Applies    ✓ Sometimes Applies

	Large Capital Resources	National Mandate	High Flexibility on Asset Class	Flexible Execution & Opportunistic	Institutional Ops & Infrastructure	Infinite Hold Period	Mission Driven & Family Owned
Individual Investors						✓	
Independent Sponsors		✓	✓	✓	✓	✓	
Regional Non-Profits	✓	✓	✓	✓		✓	✓
Lincoln Avenue Capital	✓	✓	✓	✓	✓	✓	✓
REITs	✓	✓			✓	✓	
Private Equity	✓	✓			✓		✓

# ... AND HAVE THE FLEXIBILITY TO INVEST ACROSS THE SPECTRUM OF THE AFFORDABLE HOUSING SECTOR.





November 10, 2021

Shekar Narasimhan  
Managing Partner  
Beekman Advisors  
8000 Westpark Drive, Suite 250  
McLean, Virginia 22102

Dear Mr. Narasimhan:

I authorize you to serve as a reference on behalf of Lincoln Avenue Capital for the purposes of the Residences at Government Center II RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

A handwritten signature in blue ink, appearing to read "Nick Bracco", is written over the word "Sincerely,".

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavcap.com  
(703) 554-5772





November 10, 2021

David Leopold  
Senior Vice President  
Head of Affordable Housing  
Berkadia  
4445 Willard Avenue, Suite 1200  
Chevy Chase, Maryland 20815

Dear Mr. Leopold:

I authorize you to serve as a reference on behalf of Lincoln Avenue Capital for the purposes of the Residences at Government Center II RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

A handwritten signature in blue ink, appearing to read "Nick Bracco", is written over a faint, larger version of the Lincoln Avenue Capital tree logo.

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavcap.com  
(703) 554-5772





November 10, 2021

John Rucker  
Managing Director  
Stifel  
PO Box 241858  
Montgomery, Alabama 36124

Dear Mr. Rucker:

I authorize you to serve as a reference on behalf of Lincoln Avenue Capital for the purposes of the Residences at Government Center II RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

A handwritten signature in blue ink, appearing to read "Nick Bracco", is written over a faint, larger version of the Lincoln Avenue Capital tree logo.

Nick Bracco  
Vice President & Regional Project Partner  
Lincoln Avenue Capital  
nbracco@lincolnavecap.com  
(703) 554-5772

