

APPENDIX

Statements of Interest from General Contractors

DONOHOE

Integrity and Vision Since 1884

May 1, 2018

Mr. Jim Wise
Purchasing Office/City of Falls Church
300 Park Avenue
Suite 300 East
Falls Church, VA 22046

Reference: RFP George Mason High School - West Falls Church PPEA
Donohoe Construction Company

Mr. Wise:

Donohoe Construction Company, a Division of The Donohoe Companies, Inc., is a full service general contractor that has served the Washington, DC Metro area since 1955. The Donohoe Companies is the oldest local real estate based company in the area and was established in Washington, DC in 1884. Donohoe Construction currently has annual revenues in excess of \$300MM with excellent financial status and bonding capabilities. Donohoe has successfully completed numerous complex, master planned, mixed use developments, including several with a value in excess of \$100MM. The majority of our projects are transit oriented with several having direct access to the area's METRO system. Virtually all of our projects meet very high environmental standards, including the first LEED Platinum multifamily building in the Mid-Atlantic.

Donohoe has enjoyed partnering with both PN Hoffman and EYA on several recent projects. We recently completed the Hyatt House and Hilton Canopy hotels at PN Hoffman's acclaimed Wharf Development in Washington, DC. The Hilton Canopy is the first in North America and both hotels were recently certified as LEED Gold. We continue to work with PN Hoffman on several projects in preconstruction, including the second phase of The Wharf.

Donohoe is currently working with EYA on The Lindley Apartments project in Chevy Chase, MD, which is part of a master planned development in conjunction with Montgomery County's Housing Opportunities Commission. We have also recently begun work with EYA on Robinson Landing, a complex market rate condominium project on the waterfront in Alexandria, VA. We are also working collaboratively with EYA on several projects in the preconstruction phase.

701 Wisconsin Avenue, Suite 700
Bethesda, MD 20814
202.333.0880

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DONOHOE

Integrity and Vision Since 1881

Mr. Jim Wise
April 18, 2018
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Donohoe Construction has enjoyed successful working relationships with PN Hoffman, EYA, and their principles for many years, and we are proud to express our belief in the Falls Church Gateway Partners team and interest in the West Falls Church Economic Development Project.

Sincerely,

DONOHOE CONSTRUCTION COMPANY



Steven J. Donohoe
President



May 1, 2018

Jim Wise
Purchasing Office/City of Falls Church
300 Park Ave, Ste 300 East
Falls Church, VA 22046

Reference: RFP George Mason High School - West Falls Church PPEA
Clark Construction and CBG

Mr. Wise:

Clark Construction and CBG are two of the most experienced contractors in the Washington DC region. Our companies have a combined annual construction volume of more than \$4 Billion across all market sectors including office, infrastructure, municipal and residential construction. Given our experience in the market, and our experience with the team, Clark Construction and CBG are pleased to offer our support of the Falls Church Gateway Partners team, a partnership of Regency, EYA, and PN Hoffman.

Our companies have extensive experience building projects with the members of this partnership. These include some of the more exciting mixed-use projects in the region. Clark Construction recently completed more than \$450MM worth of construction at The Wharf in Washington DC including two apartment and condo buildings, the Yacht Club and significant portions of the infrastructure. CCG has also completed apartment and condo projects for PN Hoffman at The Darcy, The Flats and at Lot 31A. CBG has completed projects for members of the leadership team at Regency including 77H – a large mixed-use project in Washington DC, and Notch 8, a mixed used project in the Potomac Yards area of Alexandria. The combined value of these two projects is more than \$150MM. During these projects we have seen their teams in action and have always found them to be engaged problem solvers committed to developing the best possible product.

We would add that they have been a pleasure to work with due in large part to their creativity in design and their commitment to place making. We have enjoyed our working relationship and are confident that FCGP will make the most of this opportunity in the City of Falls Church.

Clark Construction and CBG have enjoyed successful working relationships with PN Hoffman, EYA, and their principles for many years, and we are proud to express our belief in the Falls Church Gateway Partners team and interest in the West Falls Church Economic Development Project. Please feel free to call us with any questions. We would welcome any opportunity to speak on their behalf or discuss the qualifications of the FCGP team.

Warm Regards,

Keith Anderson
President
CBG Building Company

Financial Statements

CONFIDENTIAL - Not Releasable Under VFOIA

Financial Statements for EYA, PN Hoffman and Regency Centers are included with this submission in separately sealed envelopes.



