

APPENDIX



APPENDIX A: PLANNING AND ZONING EXPERIENCE

The Skanska project team collectively has extensive experience in planning and entitling residential and mixed-use office and retail projects. They have delivered over 5,000 residential units and over 9 million square feet of mixed-use office and retail. Our experience in Northern Virginia and Washington DC is extensive, and we would welcome the opportunity to collaborate with The City of Falls Church to plan a successful and dynamic project on the site.

WASHINGTON, DC TEAM MEMBERS EXPERIENCE	
PROJECT	ACTION
<p>1776 Wilson Boulevard Arlington, VA Years: 2010 – 2013</p> <p>84 Site Conditions per the 4.1 Site Plan</p>	<p>Skanska negotiated a 4.1 Site Plan Approval with Arlington County as part of the entitlement and approval process for the 1776 Wilson project. This Site Plan Approval consisted of 84 site conditions that had to be met by the developer over the course of construction, in order for the project to move forward. These conditions included items such as: tree protection, photographic records of the site, utility fund, green building fund and affordable housing contributions, existing tenant relocations, sidewalk and streetscape improvements, aerial utility undergrounding, sanitary, water and sewer improvements, bicycle storage, transportation information displays, parking management plans, public art contribution, meeting specific LEED requirements, and installation of a public park and new Quinn Street extension through the property. The Site Plan conditions identified came about from significant public meetings with the local neighbors and neighborhood commissions, and negotiations with the County. The Skanska project team completed the 1776 Wilson project in November 2012 and achieved the final sign off on the Site Conditions/ Master Certificate of Occupancy with Arlington County in December 2013.</p>
<p>Tyber Place (44 & 88 M Street, NE) and Resa (22 M Street, NE) Washington, DC Years: 2011 – 2016</p> <p>Created a Single Lot of Record</p>	<p>Parcel consolidation and subdivision of property to create a single lot of record, which increased permitted density and height of building for a four phase project. Purchased Transferable Development Rights to effectuate the increased density. The single lot of record creation included substantial work with the Office of the Zoning Administrator within DCRA to coordinate the zoning compliance for the four-phase project. The project also incorporates important and unique uses of public space, which required coordination with the DC Office of Planning, District Department of Transportation and Advisory Neighborhood Commission 6D, as well as multiple public hearings before the Public Space Committee.</p>
<p>99 M Street, SE Washington, DC Years: 2011 – 2013</p> <p>Created a Single Lot of Record</p>	<p>Skanska in partnership with Grosvenor Americas and McCaffery Interests entitled Square 701 located in Ward 6 in Southeast DC, for a mix of office, residential, hotel and retail uses. The process included a significant effort to consolidate 52 individual parcels into a single lot of record, then sub-divided the larger single parcel into three separate lots within the greater city block (Square 701). The effort included critical zoning and ANC reviews, along with multiple public presentations for the approval process. The process took place over a span of two years and achieved the overall goal of maximizing the available buildable FAR onsite, place making on a large urban scale, all while meeting the needs of the local citizens and DC government.</p>

<p>733 10th Street, NW Washington, DC Years: 2010 – 2011</p> <p>Coordinated a Text Amendment to the Zoning Regulations of the DD Overlay</p>	<p>Coordinated a text amendment to the Downtown Development District Overlay (DD Overlay) zoning regulations. The goal of the amendment was to permit fast food establishments and prepared food shops as arts and arts-related uses and to eliminate any limitation on the amount of square footage devoted to these uses for the retail space at 733 10th Street (Square 375). This text amendment broadened the range of uses that could occupy the ground floor retail space of the building, providing greater flexibility for the owner. This process included coordination with the Office of the Zoning Administrator within DCRA, the DC Office of Planning, and a public hearing process before the Zoning Commission for the District of Columbia.</p>
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WASHINGTON, DC TEAM MEMBERS EXPERIENCE	
PROJECT	ACTION
<p>Ballston Common Mall Re-positioning/ Redevelopment Arlington, VA Years: 2011- 2014</p>	<p>Managed all negotiations, evaluations and development processes for repositioning a 1980's mall to include removing portions of the existing roof, the addition of a 400+ unit residential tower, sub-grade parking and office components in Arlington County, Virginia. The project required acquisition of two adjacent properties, existing tenant negotiations and relocations and extensive negotiations with the seller and public officials related to the REA, density, parking, and public improvements and their funding. The repositioning requires dramatic transformation of the property achieved through architectural design, compelling public realm improvements, place-making and a targeted leasing effort. The leasing strategy incorporates a higher percentage of local food and beverage tenants, a gourmet market and fashion tenants specifically targeted to appeal to the demographics of the immediate trade area. The total project budget is over \$350 million.</p>
<p>CSX/GSA Proposed Development JV Washington, DC Year: 2005</p>	<p>Managed a joint venture with CSX which proposed an acquisition/JV with the GSA for land within the city and immediately adjacent to the rail lines. The project proposed the extension of Maryland Avenue over the rail lines similar to that which was accomplished with the construction of the Mandarin Hotel. Efforts included lobbying for support at federal and city levels.</p>

APPENDIX B: SKANSKA 2017 ANNUAL REPORT

Full 2017 annual report can be found using the link below:

<https://group.skanska.com/494e6a/globalassets/investors/reports--publications/annual-reports/2017/skanska-annual-report-2017.pdf>

APPENDIX C: SKANSKA CDUS PROJECT BOOK

Showcase of all CDUS projects can be found using the link below:

<https://skanska.box.com/s/e16oeqsdbcd0jwcrxo82mdidgokonlxb>



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