I TEAM DESCRIPTION

The Little City

CITY OF FALLS CHURCH

A. TEAM MEMBERS

- Rushmark Properties, LLC – Developer
- HITT Contracting Inc. – General Contractor
- Gensler Architecture, Design & Planning, P.C. – Architecture
- Dewberry Engineers Inc. – Engineering
- Gorove/Slade Associates, Inc. – Transportation
- Jones Lang LaSalle Incorporated – Leasing
- Walsh, Colucci, Lubeley & Walsh, P.C. – Zoning Attorney

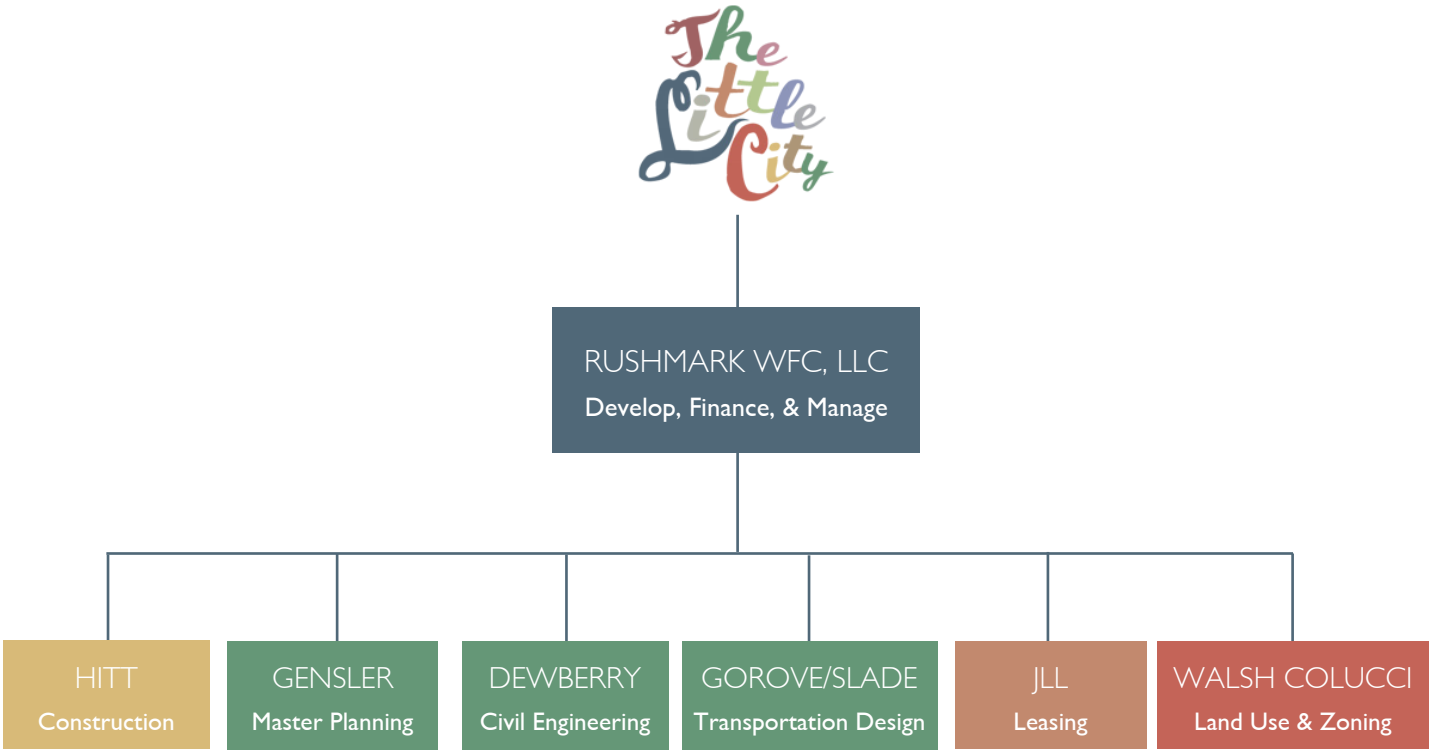
B. CORPORATE ENTITY

Rushmark WFC, LLC is a limited liability company that will undertake full financial responsibility for the project.

C. ORGANIZATIONAL STRUCTURE

Rushmark Properties will serve as the team leader for the West Falls Church project and brings strong expertise in mixed-use development and finance. That expertise is coupled with a unique understanding of the City of Falls Church and an appreciation for the goals of generating smart, comprehensive, planned growth.

Our team is compiled of the most qualified firms with strong local presence and the expertise needed to see the project from planning to completion. Many boast recent success in the areas of urban land planning and design / construction for mixed-use development in the City of Falls Church, Fairfax, Arlington, and Alexandria. An organizational chart detailing the team structure is provided below.



D. FIRM DESCRIPTIONS

Rushmark Properties

Formed in 1998, Rushmark is a privately-held real estate investment firm committed to developing smart-growth office, multifamily residential, mixed-use commercial, and retail assets in highly-desired geographic areas. Through a well-managed portfolio, Rushmark has grown into a leader in design, development, and ownership of various sustainable projects primarily in the greater Washington, DC, and Southeastern United States markets, including Northern Virginia and South Carolina.

Rushmark's multi-disciplinary expertise and long-term ownership create lasting value in the communities we serve. From conceptual design and forecasting, through finance, construction, asset management, accounting, leasing, and ongoing management, Rushmark has established a reputation as a stand-alone owner and developer of high-quality communities, with a focus on sustainability.

Rushmark excels at complex projects where community involvement, creative deal structures, and technical experience are integral to a project's success. We are a long-term stakeholder in the projects we develop; the company anticipates being a lifelong owner of the real estate it develops. To date, Rushmark Properties has developed more than $400 million in commercial real estate.

West Broad Residences

HITT Contracting

In 1937, HITT Contracting was founded by Warren and Myrtle Hitt as a family business that has expanded to be among the top 50 largest general contractors in the nation with annual revenues of more than $1.6 billion. While the company has grown to include nine offices nationwide, they have deep roots in northern Virginia, and under their third generation of family ownership, still remain headquartered in Fairfax. In the firm's 80 years of business, HITT's 1,000+ construction professionals provide a wide range of services—from base building construction and renovation to corporate interior fit-outs, service, and emergency work. Uniquely, the organization provides expert teams specializing in particular project types including corporate office base building and interiors, mixed-use, hospitality, and multifamily. They also offer strategic services including preconstruction, estimating, sustainable construction, and virtual construction.

HITT brings extensive experience delivering complex mixed-use development, specifically in Northern

Virginia. The firm's resume includes multifamily, corporate office, and hospitality projects in notable smart-growth communities including Reston Town Center, Mosaic District, and Fairfax Corner. HITT has shaped the landscape of the Washington metro area, delivering more than 3,700 projects in Fairfax County totaling $2.1 billion in the last 10 years alone.

Gensler

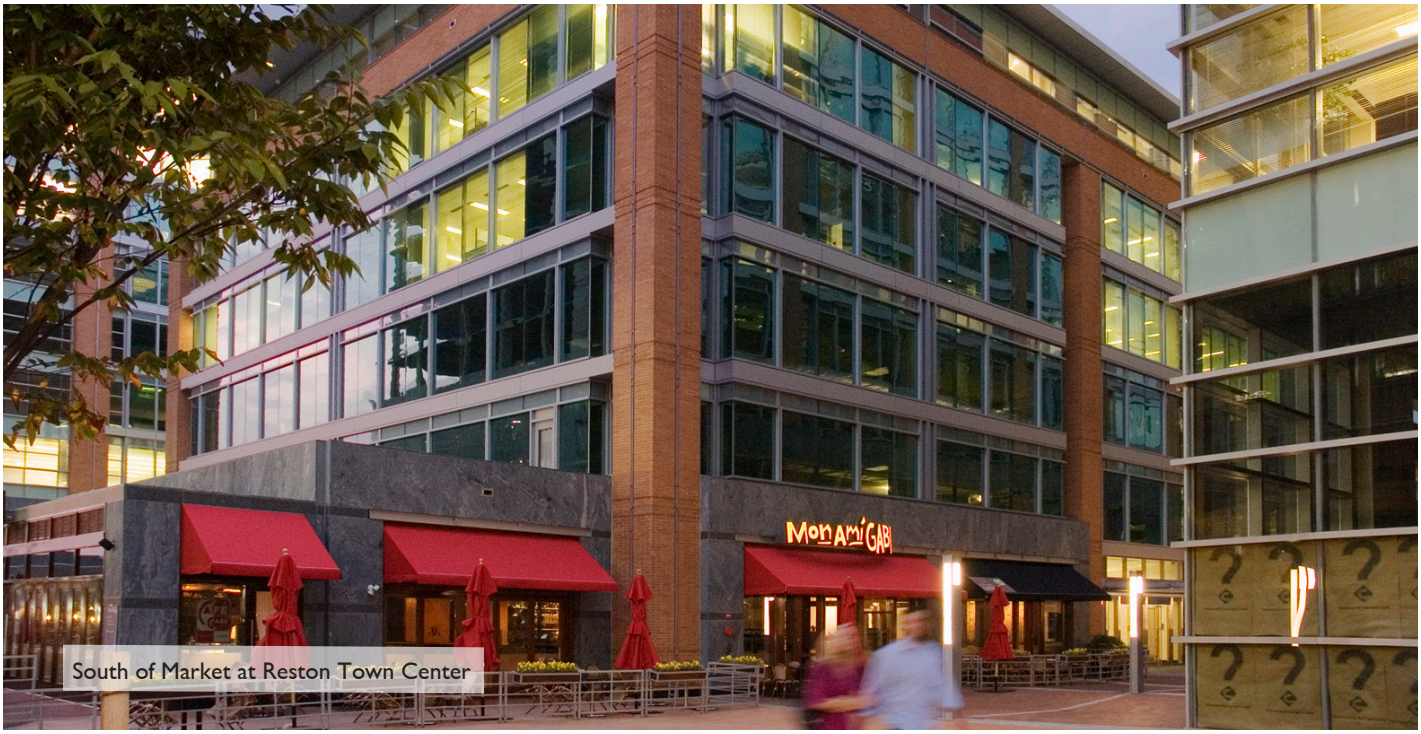
For 52 years, Gensler has been a leading global architecture, interiors, planning, and strategic consulting firm that partners with clients to achieve measurable business and organizational goals through design. For Gensler, design is a vehicle used to help developers, owners, cities, agencies, and other organizations realize their vision. Throughout the firm's history of growth and change, Gensler has fostered a passion for design's power to make a real difference for their partners and the people they serve. With over 5,500 professionals in 44 locations globally, Gensler works every day to create a better world.

Dewberry

Established in 1956, Dewberry is headquartered in Fairfax, Va., with more than 50 locations and 2,000 professionals nationwide. A leading market-facing firm, Dewberry has a proven history of providing professional services to a wide variety of public- and private-sector clients. Recognized for combining unsurpassed commitment to client service with deep subject matter expertise, Dewberry is dedicated to solving clients' most complex challenges and transforming their communities. Throughout their long and successful history in site/civil design, the company has worked in tandem with land development, surveying, environmental, and geospatial information experts to deliver creative and cost-effective designs that transform communities.

Gorove/Slade Associates

Gorove/Slade Associates was founded in 1979 in the District of Columbia and has operated continuously in the local region since then. The firm provides specialty transportation planning and traffic engineering services, serving real estate developers, governments, and institutions. The firm offers a complete suite of transportation planning and traffic engineering services to these clients, a suite that includes services related to advancing real estate development projects such as traffic / transportation studies, parking studies, site access and circulation evaluations, traffic signal design, and transportation demand management planning. Gorove/Slade has extensive experience applying these services to the development of urban mixed-used projects.



South of Market at Reston Town Center

Gensler Crystal City Reinvention

JLL

JLL is the leading agency leasing firm with the highest market share in the DC region. JLL's resources and experience with organizations and institutional owners are unmatched; they complete the highest number of transactions, nearly twice as many as the closest competitor, and can provide The City of Falls Church with unmatched experience, market knowledge, and negotiating expertise.

The JLL Northern Virginia Agency Leasing Team has worked hand-in-hand for most of their entire careers. This provides seamless understanding of the roles and responsibilities that benefit the City through superior responsiveness and division of labor, allowing for a rapid deployment of services. Each JLL professional is an expert in his/her specific field; there are no generalists. This approach drives robust and predictive data, intelligence, and insight that will provide all of your stakeholders with the greatest opportunity for success.

JLL's Research and Advisory team is one of the largest and most experienced in the industry, employing 185 full-time researchers in 60+ markets throughout the US and Canada. The firm's deep understanding of the real estate market across product types is firmly rooted in its people and ability to successfully leverage the talent and expertise of diverse business service partners. JLL has amassed the industry's most comprehensive and accurate database of lease comparables, building and land comparables, property segmentation and information, tenant data, historical market statistics, and development studies. Their researchers complement that ground-level knowledge with a high-level perspective of macroeconomic, demographic, and industry drivers.

Walsh Colucci

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

E. DISQUALIFICATIONS

There are no persons known to the proposer or the firms included on the proposing team who are obligated to disqualify themselves from participation on the West Falls Church project.

Gensler 25 Kent
CRABOS
Hill & Oliver
HAVE YOURSELF
Addison
Elmo