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## QUALIFICATIONS & EXPERIENCE



CITY OF FALLS CHURCH



A

FIRM EXPERIENCE

## RUSHMARK PROPERTIES

Rushmark Properties is a privately owned, vertically integrated real estate investment company. Rushmark regularly acquires land, works with local governments to re-entitle the land for mixed-use, transit-oriented development, coordinates consultants to design the building, oversees construction, manages the building upon completion, and arranges construction, permanent, and refinancing debt. Rushmark excels at complicated projects where balancing community needs is a priority and with unique physical issues that require a creative technical solution. Rushmark assembles high quality teams of consultants to craft a design solution and engage the stakeholders to create a project that enhances the community. Rushmark has a unique relationship with HITT Contracting, who provides constructability and pricing input throughout the process. This well capitalized, technically capable, and experienced team has developed projects including:

### **West Broad Residences, Falls Church, VA**

Engaged and responded to the community to develop a 285-unit multifamily development with 68,000 sf of retail including a grocer tenant

### **Denizen at Eisenhower Square, Alexandria, VA**

Mitigated environmental contamination, acoustical disturbances, and flood zone risks to build a transit-oriented multi-phase 535-unit multifamily community with 67 town houses and retail

### **First National Apartments, Richmond, VA**

Converted a historic office building on the National Register of Historic Places to 154 units of multifamily and retail space

### **Prosperity Flats, Fairfax, VA**

Redeveloped a five-acre parcel into a 327-unit transit-oriented \$76 million multifamily community in Merrifield

### **2900 Fairview Park, Falls Church, VA**

Developed a 150,000-sf office headquarters building

## HITT CONTRACTING

HITT offers proven expertise in delivering complex mixed-use developments including build-to-suit office space, multifamily, and retail / dining elements. For 80 years, the firm has successfully delivered projects ranging from state-of-the-art corporate campus headquarters to world-class cultural centers and mixed-use urban developments.

Since 2007, HITT has delivered more than \$2.5 billion in base building projects. Led by Senior Vice President Josh Foreso, this team prides themselves as master craftsmen and problem solvers. As ideas, plans, and technology change, HITT sees it as their responsibility to offer new solutions to achieve client goals.

HITT has constructed award-winning living spaces including apartments repositioned from historic buildings to new high-rise apartment towers and student housing complexes. They work with multi-dwelling unit property owners and real estate developers to build residential spaces that are beautiful, functional, and made for living. The team has delivered some of the most iconic, high-rent achieving multifamily developments in the Washington, DC area including:

- Prosperity Flats, Fairfax, VA
- The Signature at Reston Town Center, Reston, VA
- West Broad Residences, Falls Church, VA
- Atlantic Plumbing Parcels A & B, Washington, DC
- Camden Court Apartments, Baltimore, MD
- First National Bank Building Apartments, Richmond, VA
- Lyric and Lydian Apartments, Washington, DC
- One Hill South Apartments, Washington, DC
- West Half, Washington, DC

HITT's detail-oriented approach has generated a portfolio of prominent commercial properties in the Mid-Atlantic region. Notable projects include trophy office buildings, corporate headquarters, federal government facilities, corporate build-to-suit spaces for public and private clients, as well as cultural and community facilities. Selected projects include:

- South of Market at Reston Town Center, VA
- Apple Federal Credit Union Headquarters at

Fairfax Corner, Fairfax, VA

- T. Rowe Price Financial Campus, Owings Mills, MD
- Washington Gas Springfield Operations Center, Springfield, VA
- Arlington Mill Community Center, Arlington, VA
- Glenstone Museum – The Pavilions, Potomac, MD
- Center for Strategic & International Studies (CSIS), Washington, DC

### By the Numbers

- #1 Top Contractor, *Virginia Business Magazine*, 2017
- #3 Top General Contractor, *Washington Business Journal*, 2017
- #4 Top Contractor, *ENR Mid-Atlantic*, 2017
- #11 Top Office Sector Construction Firm, *Building Design + Construction*, 2017

## GENSLER

Gensler is dedicated to creating authentic environments—places that resonate with users, become active social places, and evolve and grow with their communities. There are multiple stakeholders with a variety of goals in a project of this scale and complexity, and Gensler has immense experience in navigating as well as implementing these diverse perspectives into projects.

Public spaces are key to the success of a project, and Gensler has proven thought leadership around the creation and experience of these vibrant environments. Placemaking is about more than just creating a gathering space with retail and other programming. Placemaking involves thinking about the character of spaces and the relationship between inside and outside, between end user and environment, with the goal of creating vibrant places that elevate experiences and draw people back, again and again. Doing so involves considerable thought to the spaces between—the areas in and around buildings that can become experiences in-and-of themselves. These spaces can offer a mix of comfort, memorability, and meaning, and become places where people want to pause, shop, dine, hang around, and live.

With the integration of home into office, of work into

leisure, and hospitality into residential, this site has promise to be the next generation of an integrated and vibrant environment. Working across diverse practice areas—urban planning, hospitality, retail, residential, and office—Gensler taps into this new reality by elevating the experience of design. As master planners who deliver the architecture and interiors as well, Gensler understands how to play multiple roles and what considerations are key to developing a successful plan.

One of the few firms in the region—and perhaps the world—Gensler has depth, understanding, bench strength, and experience with the design and implementation of projects of this type and scale. In Northern Virginia, Gensler has impacted millions of square feet of development, through master planning and entitlements to base building and interior design and delivery.

Gensler has acted as Master Planner and Master Architect for vibrant destinations in the US and abroad. Gensler's depth and technical expertise are underscored by dedicated teams who are able to think through the details while keeping the big picture in mind. Since 1965, Gensler's multidisciplinary teams have established the ability to quickly share resources and lessons learned around the globe.

Gensler believes in the City of Falls Church's decision to prioritize sustainability and resilience in the development of this project. Using resilience as a key driver will deliver a holistic design addressing truthful material use, minimization of energy and water consumption, enhanced stormwater management, and will make this development an exemplary model of how cities can grow responsibly. Through the power of design, the team will create a development that thrives as it connects with the surrounding environment, ensuring a healthy and livable space. Gensler has great experience working on campuses and developments of this scale to work toward this goal.

## DEWBERRY

Dewberry offers proven experience in conceptualizing land use, as well as planning and designing thoughtful, sustainable landscapes. They listen to and work closely with clients and

stakeholders, which allows for quick responses to meet the design vision. Dewberry encourages community involvement, drawing on local knowledge, ideas, and aspirations, and solicits community input, as appropriate, to best understand the real and perceived market opportunities and constraints. Highlights of the firm's mixed-use design experience are provided below.

### **Innovation Center South, Herndon, VA** **Completed 2016 | 15 acres**

This high-density, mixed-use development includes an urban streetscape, seven high-rise buildings, 3,250 parking garage spaces, and an eight-level 2,100-space County parking garage. The site includes urban transit features such as bus bays, kiss and ride spaces, taxi stands, motorcycle spaces, bike lanes, and 500+ bike parking spaces. Dewberry was responsible for survey, planning, environmental services, preliminary garage design, site layout, permitting, signal design, traffic control, and landscape design.

### **Moorefield Station Design & Construction, Loudoun County, VA** **In progress | 600 acres**

Moorefield is a mixed-use development designed to be flexible for varying uses and densities. The planned development includes a high-density, pedestrian-centric core closest to the metro station with less dense development supported by multi-modal transit options in the outlying area. Features include regional bus strategies to complement access to the rail station, combined with local shuttle bus solutions and interconnected pedestrian walkways / trails and bike trails.

### **Merrifield Town Center (Mosaic District), Fairfax, VA** **Completed 2010 | 7.5 acres**

Merrifield Town Center was constructed on an assemblage of parcels located west of Gallows Road and south of Lee Highway (US Route 29). The development site, zoned I-5 and HC, was rezoned to PRM for the proposed development program. The Dewberry team provided planning, zoning, surveying, landscaping, and site engineering services for a seven-acre proposed mixed-use development that consists of approximately 105,500 square feet of retail space and approximately 270 residential units. The total development program is

approximately 440,000 gsf.

### **Prosperity Flats – Fairfax, VA** **Completed 2011 | 5 acres**

The Square 1400, LC site plan consisted of a 327-unit multifamily residential building with attached commercial space, four-story garage, and courtyard pool. Dewberry provided comprehensive site / civil engineering services for the five-acre site that included the demolition of three existing buildings. The project included a separate site plan for the extension of Dorr Avenue, incorporating a portion of the adjacent property owner's land as newly-dedicated VDOT right of way, to facilitate an urban streetscape layout in the former industrial neighborhood. The design of the courtyard area of the development included a one-story pool house, a dog walking park, and a landscaped bioretention filter to meet BMP requirements.

### **Falls Church General Engineering Services BOA, City of Falls Church, VA**

Dewberry has served the City of Falls Church since the 1980s on a variety of assignments and recently completed the third year of a three-year open-ended contract that involves a wide variety of task assignments requiring diverse capabilities and expertise such as water main design, stormwater management, surveying and plat preparation, zoning restrictions, building regulations, architecture, property acquisition, ADA regulations, and construction inspection. Two specific tasks for the City were converting grass field to artificial turf and accommodating storm drainage George Mason High School football field, and determining zoning restrictions of lot adjoining the Thomas Jefferson Elementary School for possible acquisition by school board.

## **GOROVE/SLADE ASSOCIATES**

Gorove/Slade Associates, Inc. has extensive experience with urban, transit-oriented mixed-use projects that require an understanding of the complexity of urban areas and the dynamics of complementary land uses. Urban and mixed-use projects integrate transportation systems including: automobile access, structured parking, high volume

pedestrian facilities, mass transit, taxi and shared-transportation provider access, truck loading in restricted areas, and access for the disabled. Each of these elements must be woven into a comprehensive transportation strategy that is necessary for the economic health of these developments.

Gorove/Slade engineering and planning services have helped bring to life many of the highest profile mixed-used developments in the Washington, DC area, including: The Yards, The Wharf, Pentagon City, Crystal City, Reston Station, One Loudoun, and Potomac Shores. Within the City of Falls Church, the firm collaborated with Rushmark Properties on the West Broad development and is an on-call engineering consultant to the City.

## JLL

Jones Lang Lasalle's (JLL) Research and Advisory team has deep experience working with hundreds of companies, developers, institutional investors, and public sector organizations across asset types for data, analytics, and advisory consulting services. JLL's Research team is one of the largest and most experienced in the industry and employs 185 full-time researchers in more than 60 markets throughout the United States and Canada. Worldwide, a staff of more than 575 dedicated research professionals across 70+ countries, ensures a seamless connection and understanding of not just the local, but what leading global markets are experiencing and how they are positioning against peer cities. In other words, JLL's global platform will expose you to best practices, particularly on the development and leasing side.

JLL's deep understanding of the real estate market across product types is firmly rooted in its people's passion, intellect, experience, and organization and the ability to successfully leverage the talent and expertise of diverse business service partners. Many firms transact deals; JLL captures every intimate detail of those deals. At JLL, they begin to capture the market from the asset and space level. That approach has enabled JLL to amass 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. JLL researchers complement that ground-level knowledge

with a high-level perspective of macroeconomic, demographic, and industry drivers.

## WALSH COLUCCI

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

Walsh Colucci's services include securing project approvals and entitlements, zoning compliance and appeals, due diligence and site analysis, post-zoning approvals, permits, and bonds, environmental practice, and local government law. The firm brings extensive related experience including recent projects in the City of Falls Church:

- 1760 Reston Parkway – secured PRC Plan approval for a 418,000-sf office and retail tower
- 1801 Old Reston Avenue – secured rezoning approval for a 240-foot tall, 228,542-sf condominium building
- Railroad Cottages in the City of Falls Church – served as zoning counsel for a unique age-restricted infill project adjacent to the W&OD Trail
- City of Falls Church Small Area Plan Process – represented multiple property owners during the West Broad Street Small Area Plan approval process to transform Falls Church's main thoroughfare into a dynamic urban center



B

PERSONNEL

## RUSHMARK PROPERTIES: DEVELOPMENT TEAM

### Patrick Kearney, Principal-in-Charge

Patrick brings over 35 years of experience in commercial real estate to Rushmark. Before forming Rushmark, Patrick was in the real estate finance group of NationsBanc Montgomery Securities (now Bank of America) as an investment banker specializing in the private placement of long-term debt and equity capital to institutional investors. Patrick has led all aspects of build-to-suit, purchase and acquisition, sale, leasing and financing of commercial properties as well as the ground up development of approximately 2 million square feet of multifamily, industrial, commercial, office and retail in Washington, DC, Arizona, Virginia, Georgia, and South Carolina. .



Patrick began his career as a development manager with a Washington, DC real estate firm specializing in large mixed-use projects. Among his credits is the \$45 million development and sale of the Urban Land Institute headquarters facility in Washington, DC Patrick was also an asset manager and disposition officer for South Charles Realty, a subsidiary of NationsBanc, which managed a \$500 million portfolio of real estate owned properties in the mid-Atlantic and Southeastern states.

35 Years of Experience | Founded Rushmark 1998 | Bachelor of Finance, University of Virginia

### Neal Kumar, Senior Project Manager

Neal began his career in real estate with AvalonBay, a publicly traded multifamily real estate investment trust. He subsequently served as development manager for Ozymandius Realty, a Lower Manhattan developer and on various real estate ventures.



Neal is currently managing the development of Eisenhower Square in Alexandria, Virginia, a mixed-use transit-oriented project with 67 town homes, 535 apartment homes, and retail. Rushmark acquired a nine-acre parcel that was located in a flood zone and had minor contamination. Neal facilitated the remediation of the contamination and built up the site to raise it out of the flood zone. Rushmark sold the town house lots to a national home builder and is building the first multifamily phase, Denizen, which has 336 units. Denizen will be cradled in a mixed housing community that is accessible to the Eisenhower Avenue Metro Station.

Neal led the development of the First National Apartments in Richmond, a \$35 million, 154-unit mixed-use community. Rushmark converted the 100-year-old historic office building into luxury apartments while preserving the architectural treasure. The project utilized state and federal historic tax credits as well as traditional bank debt to finance the project. The scope of construction work included restoring the original façade, preserving historic features, and dismantling one of the original bank vaults to create a gym. Additionally, Rushmark rehabilitated the 272 space commercial parking garage adjacent to the building.

Neal also managed the development of Prosperity Flats, a \$76 million 327-unit high-rise apartment community. Prosperity Flats is a transit-oriented development within walking distance of the Dunn Loring Metro Station.

15 Years of Experience | Joined Rushmark 2011 | Masters in Real Estate Development, Columbia University | Bachelor of Business Administration, American University

## GENSLER: DESIGN TEAM

### Jeff Barber, AIA, LEED AP – Urban Designer

Jeff is an award-winning architect and serves as a Firmwide Design Experience Leader with a deep background in Gensler's global Commercial Office Building practice. He also acted as DC's Co-Managing Principal for many years and brings this organizational experience to his client relationships and projects. He often leads large integrated projects, providing expertise on the design of the master plan, base building as well as the interiors. Throughout all of his work, Jeff's point of view bridges the shared interest of both building owner and user to create designs that successfully depict both parties' objectives.



32 Years of Experience | Joined Gensler 1996 | Master of Architecture, Yale School of Architecture | Bachelor of Science, Yale University | Registered Architect: NY and VA | Designated National Design Peer, U.S. General Services Administration Public Buildings Service, Design Excellence and the Arts Program

#### Selected Project Experience:

Crystal City Repositioning, Arlington, VA | Gaylord National Resort & Convention Center, Prince George's County, MD | The Exchange at Potomac Yard, Alexandria, VA | Reston Crescent Master Plan, Reston, VA | Tysons Tower, Tysons, VA | Tysons Central, Tysons, VA

### Daquan Zhou, AICP, LEED AP – Master Planner

A Senior Associate, Daquan brings technical expertise and global project experience in the multi-layered discipline of master planning. Daquan's experience includes a variety of planning projects for both public and private sector clients, including downtown redevelopment, urban mixed-use development, new town planning, corporate office campuses, industrial parks, residential subdivisions, streetscapes, and waterfront developments. Daquan's extensive experience and knowledge, along with excellent free-hand graphic skills, make him an invaluable asset.



14 Years of Experience | Joined Gensler 2008 | Master of Urban and Regional Planning, Virginia Tech | Bachelor of Urban Design, Tongji University

#### Selected Project Experience:

Boca Center Master Plan, Boca Raton, FL | Crystal City Repositioning, Arlington, VA | The Exchange at Potomac Yard, Arlington, VA | Reston Crescent Master Plan, Reston, VA | Tysons Masterplan, McLean, VA | Al Wa'ab City, Central District, Doha, Qatar | King Abdullah City for Atomic and Renewable Energy (K.A.CARE), Riyadh, SA

### **Robert A. Jaekel – Design Project Manager**

As design project manager, Robert is highly analytical and detail oriented with the ability to multi-task and effectively handle high volume work in a demanding, client-driven atmosphere. He has a demonstrated ability to acquire technical knowledge and skills rapidly. His proven leadership, negotiation, and problem-solving abilities combined with exceptional communication skills, both oral and written, make Robert a great asset on every team.



19 Years of Experience | Joined Gensler 2018 | Registered Architect: Arizona

#### **Selected Project Experience:**

Hilltop Hotel, Harpers Ferry, WV | Marriot HQ and Hotel, Bethesda, MD | 700 Penn (Hine Mixed-use), Washington, DC | The Upton, Rockville Town Center, Rockville, MD | The Avec, Washington, DC | Hayden LIC, Long Island City, NY | One Sixty Madison, New York, NY | 27 On 27th Street, Queens, NY

### **Gregory Plavcan, LEED AP – Sustainability Manager**

Greg worked as a LEED consultant prior to his time at Gensler and has managed the certification process on many complex projects. He also managed one of the first Sustainable SITES projects in the rating systems Pilot Program. Greg works on a range of project types from small retail restaurant certifications to law firm projects for clients' offices throughout the US as well as complex campus projects.



12 Years of Experience | Joined Gensler 2013 | Masters of Architecture, Catholic University of America | Bachelor of Science in Civil Engineering, Villanova University

#### **Selected Project Experience:**

Tysons Tower, Tysons, VA | Crystal City Repositioning, Arlington, VA | FOB Miramar, Miami, FL | The Coca-Cola Company, Global Workplace Transformation, Atlanta, GA

## **HITT: CONSTRUCTION TEAM**

### **Josh Foreso, LEED AP – Project Executive**

Senior Vice President Josh began his 20-year career at HITT as a summer laborer before starting college. Since joining HITT full-time, he has been an instrumental figure in the Base Building sector and has worked on some of the largest and most complicated projects in the company's portfolio. He holds valuable experience in build-to-suit projects and experience building in mixed-use developments such as Reston Town Center and Fairfax Corner. Josh is responsible for executive oversight of this project and the overall performance of the project team. He defines and establishes project goals and team expectations, always focused on overall client satisfaction. As the operational team leader, Josh is directly engaged with this project from award through final project closeout. He facilitates client and project team relations, HITT team organization,



contract review, and negotiations. He is ultimately responsible for the timeliness and quality of construction, project safety, and budget.

20 Years of Experience | Joined HITT 1998 | Bachelor of Business Administration, The Catholic University of America

**Selected Project Experience:**

The Signature—Reston Town Center Block 4, Reston, VA | One Hill South Apartments, Washington, DC | 680 Eye Street SW, Washington, DC | West Half, Washington, DC | South of Market—Reston Town Center Blocks 14 & 15, Reston, VA

**Jim Carr, STS – Senior Project Manager**

Jim is one of five project executives at HITT, one of the most senior roles in project management. He plays a vital role in our base building team specializing in complex, built-to-suit projects. Bringing more than 40 years of industry experience, Jim finds satisfaction in the process of building and strives to ensure his team has everything they need to succeed—including strong communication between everyone on the project team. Jim has completed more than \$3.3 billion in new construction projects, giving him the experience and expertise to oversee a project of this size and scale.



42 Years of Experience | Joined HITT 2014 | Safety Trained Supervisor (STS) | USACE Construction Quality Management (CQM) Certificate | OSHA 30-Hour | Master HVAC License (VA)

**Selected Project Experience:**

The Signature—Reston Town Center Block 4, Reston, VA | One Hill South Apartments, Washington, DC | 680 Eye Street SW, Washington, DC | National Geospatial-Intelligence Agency New Campus East, Fort Belvoir, VA | Turkish American Community Center, Lanham, MD | West Side Loft Homes, Jersey City, NJ | Town Homes at Bellville, Bellville, NJ

**ADDITIONAL TEAM MEMBERS**

Beyond the team members required in the RFP, we have included a number of additional key personnel. Please reference Volume I – Tab 5. Appendix for full resumes for each of these team members.

**Dewberry**

- Gary Kirkbride – Entitlements Strategy
- Tim Culleiton, PE, Assoc. DBIA – Civil Engineer
- Scott Clarke, PE – Stormwater & Storm Drainage
- John Story, RLA – Landscape Architect
- Paul Longo, PE – Public Utilities Engineer

**Gorove/Slade**

- Chad A. Baird – Principal

**Walsh Colucci**

- Andrew Painter, Shareholder – Land Use and Zoning

**JLL**

- Bob VeShancey, Managing Director – Agency Leasing
- Herb Mansinne, Managing Director – Agency Leasing
- John Sikaitis, Managing Director – Research, Advisory & Business Development
- Michael Hartnett, Senior Manager – Research Lead



C

SHARED  
EXPERIENCE

For the West Falls Church project, Rushmark has assembled a team with **long relationships and recent experience working together**, including recent delivery of mixed-use projects in the City of Falls Church and Fairfax County.

**Rushmark Properties, HITT, and Walsh Colucci** have delivered similar mixed-use projects together including:

- WestBroad Residences, City of Falls Church, VA – \$100 million new construction of a mixed-use development featuring Harris Teeter as the anchor tenant
- The Denizen at Eisenhower Square, Alexandria, VA – a new \$100 million, 23-story apartment complex slated to deliver in 2020
- First National Bank Building Apartments, Richmond, VA – award-winning redevelopment of a historic 19-story office building into a 154-unit mixed-use complex that includes a fitness center and retail spaces on the ground level and first floor
- HITT Headquarters, Falls Church, VA – a new build-to-suit, 280,000-square-foot corporate office headquarters with amenities such as a cafe, gym, and lounge

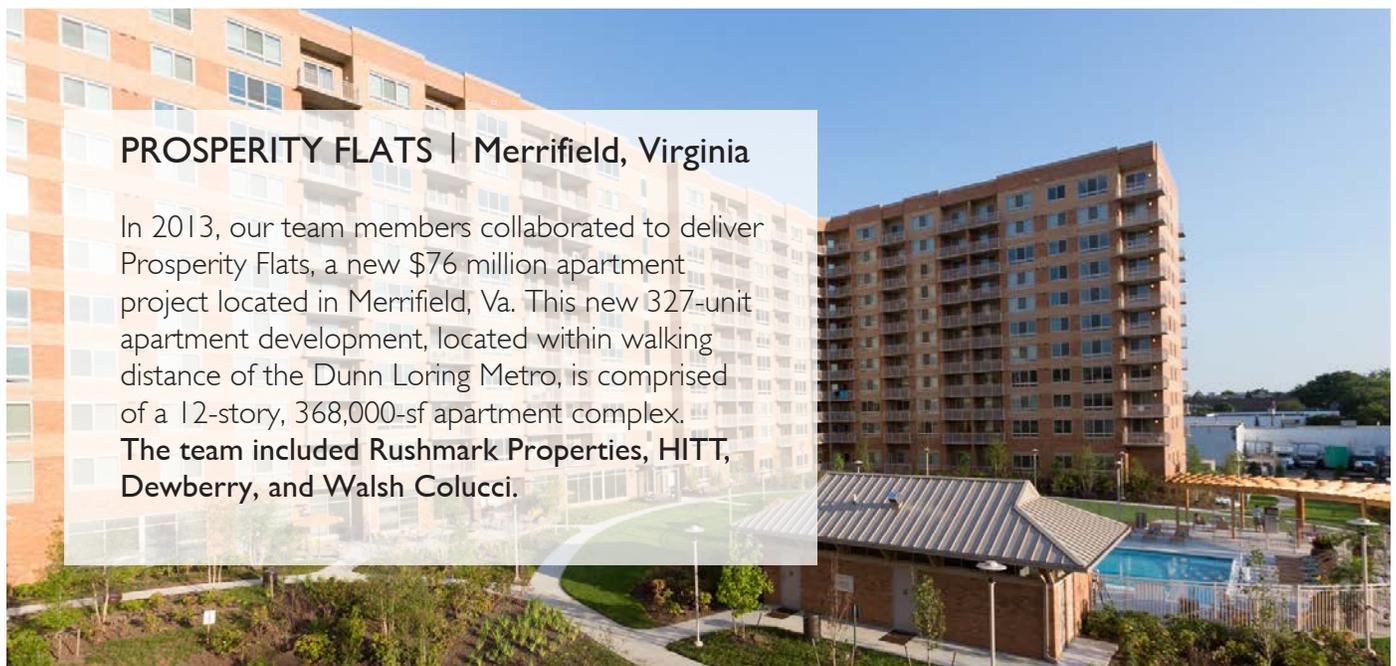
**Gensler's** design team comprises world-class experts from the local office, chosen for the quality of work they produce and their track-record of successful collaborations. Their collective experience of similar

scale and scope includes: The Exchange at Potomac Yard, Tysons Tower, Capital One McLean, and a confidential mixed-use development in Fairfax.

Together, **Gensler and HITT** have designed and constructed more than 400 projects valued at nearly \$700 million. Recent notable successes together in Fairfax County include Intelsat Headquarters, LMI Headquarters, and Pentagon Federal Credit Union (PenFed) Headquarters.

**HITT works extensively with JLL as a Synergy Partner**; the firm was chosen for their build-out of the JLL New York office in 2012. Additionally, **HITT, Gensler, and JLL** have collaborated to deliver more than 30 projects together in Northern Virginia in just the last 10 years.

Since 2005, **Gensler and Dewberry** have worked together to deliver more than 135 project valued at more \$10 million. Their recent experience includes notable designs such as the Marriott Headquarters, Marymount University Ballston Center Redevelopment, and MET Square.



### **PROSPERITY FLATS | Merrifield, Virginia**

In 2013, our team members collaborated to deliver Prosperity Flats, a new \$76 million apartment project located in Merrifield, Va. This new 327-unit apartment development, located within walking distance of the Dunn Loring Metro, is comprised of a 12-story, 368,000-sf apartment complex. **The team included Rushmark Properties, HITT, Dewberry, and Walsh Colucci.**



D

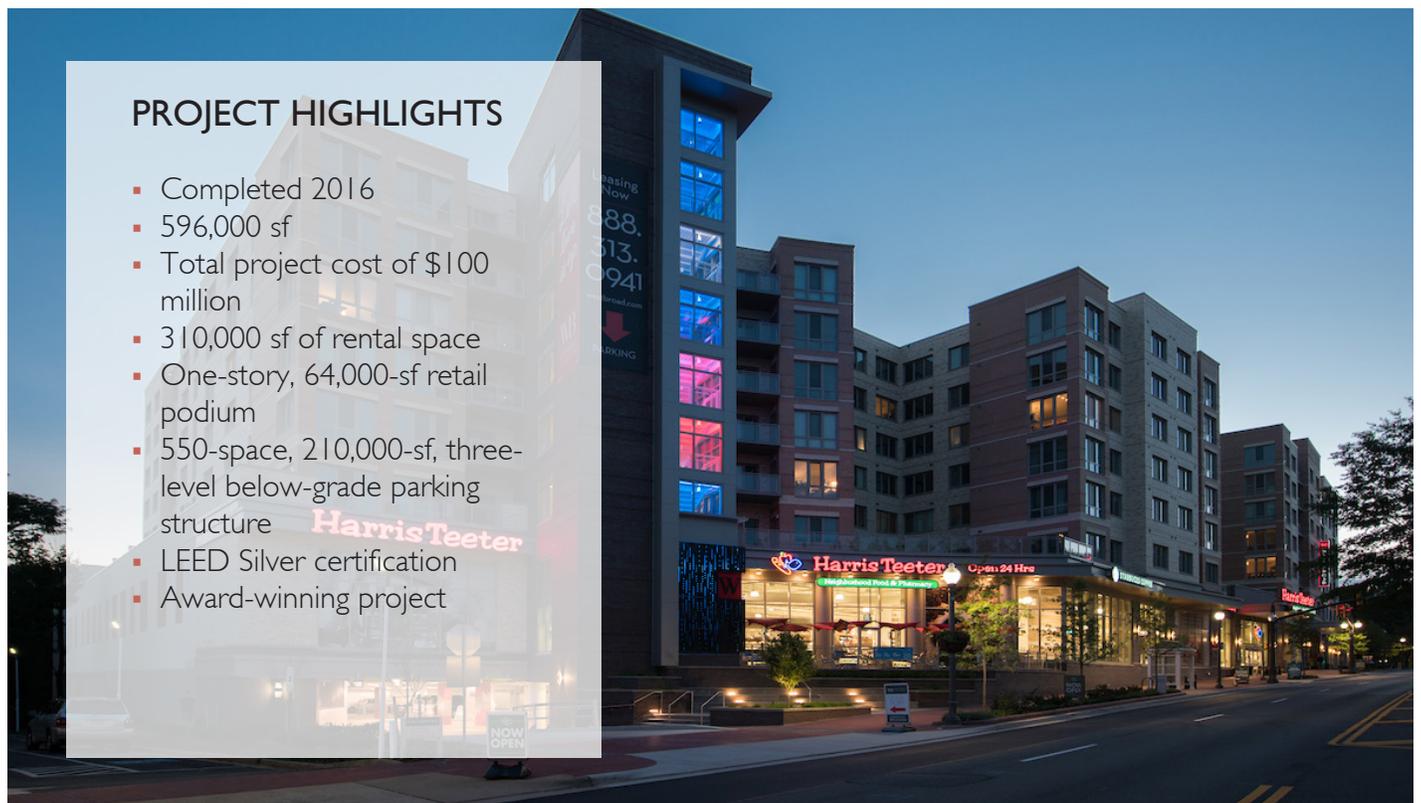
## RELEVANT PROJECTS

## WEST BROAD RESIDENCES – FALLS CHURCH, VA

**Rushmark Properties | HITT | Gorove/Slade  
| Walsh Colucci**

Located in the charming “Little City” of Falls Church, WestBroad delivers luxury living in a walkable, well established community. The new apartment building delivers top-notch amenities such as a rooftop pool, a Harris Teeter grocery store, and onsite Cyclebar featuring premium indoor cycling.

The new 286-unit, six-story, mixed-use building provides 310,000 sf of rental apartment space on top of a one-story, 64,000-sf retail podium. The site features a 12,000-sf enclosed loading dock on top of a 550-space, 210,000-sf, three-level below-grade parking structure. The building enclosure features punched windows and brick façade. The residential entry lobby includes mailboxes, leasing office, and 2,500-square-foot concierge desk. Amenity spaces include a lounge, bar, poker room, fitness center, and 14,000-sf yoga room. The project was constructed on a tight suburban site with zero lot line on three sides. HITT coordinated with Harris Teeter to achieve early turnover. The project included early / phased turnover of apartment units and is LEED Silver certified.



### PROJECT HIGHLIGHTS

- Completed 2016
- 596,000 sf
- Total project cost of \$100 million
- 310,000 sf of rental space
- One-story, 64,000-sf retail podium
- 550-space, 210,000-sf, three-level below-grade parking structure
- LEED Silver certification
- Award-winning project

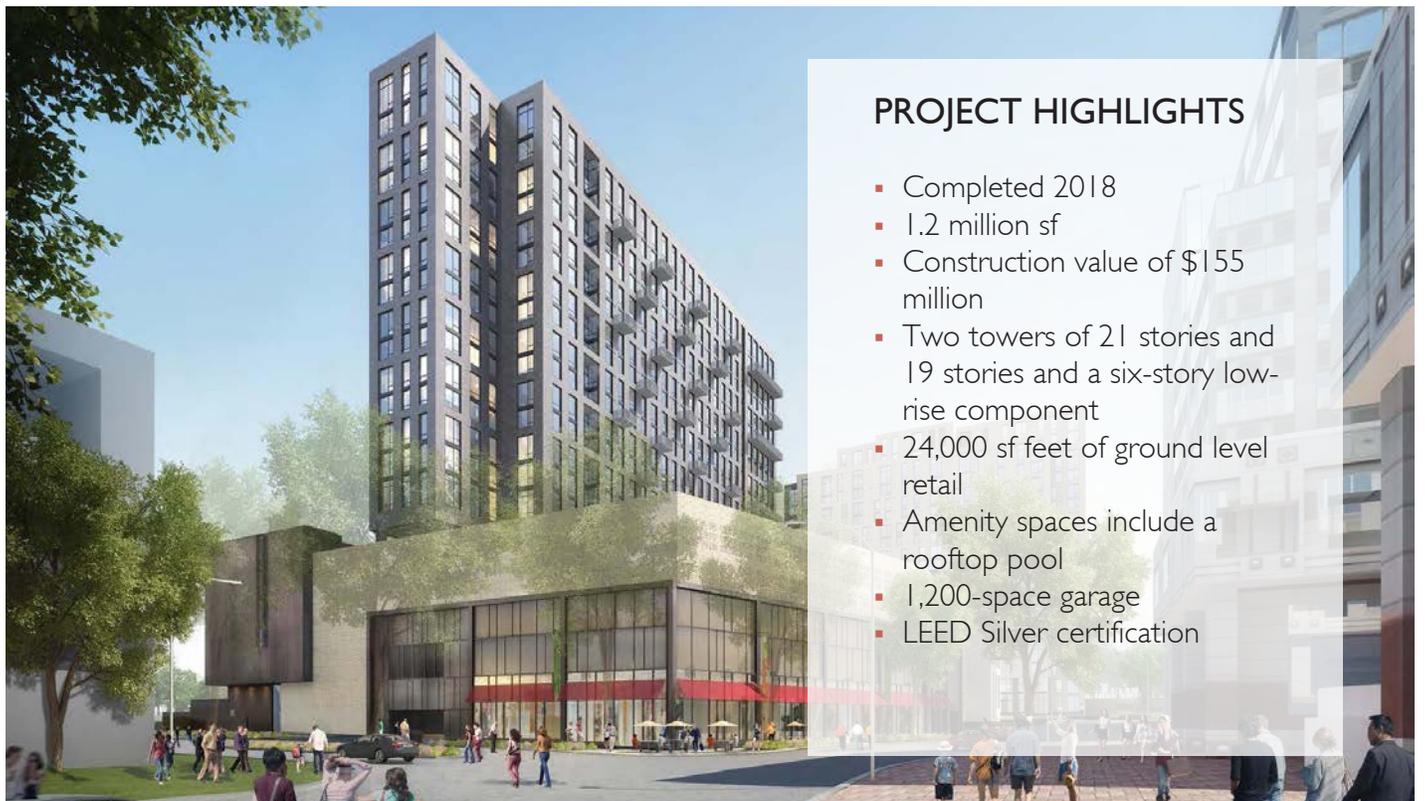
## THE SIGNATURE AT RESTON TOWN CENTER – RESTON, VA

### HITT

Reston Town Center, often regarded as the “downtown of Northern Virginia,” is one of Fairfax County’s most successful planned mixed-use developments. The Signature is the final block of the Town Center to be developed, completing the original vision of Robert E. Simon.

The project sits on a 4.5-acre site (formerly surface parking) located at the corner of Reston Parkway and New Dominion Parkway. It consists of two new residential towers—the 22-story West Tower and the 20-story East Tower; a six-story North Low-Rise component, containing two-story apartments; and a six-story South Low-Rise component, comprised of one level apartments adjacent to the entry court.

The 1.2 million-square-foot project features 508 apartments and amenity spaces, including a rooftop pool. The covered garage offers below- and above-grade parking for 1,200 vehicles. Designed to achieve LEED Silver certification, the project includes an additional 24,000 square feet of ground level retail.



### PROJECT HIGHLIGHTS

- Completed 2018
- 1.2 million sf
- Construction value of \$155 million
- Two towers of 21 stories and 19 stories and a six-story low-rise component
- 24,000 sf feet of ground level retail
- Amenity spaces include a rooftop pool
- 1,200-space garage
- LEED Silver certification

## BUCKHEAD – ATLANTA, GA

### Gensler

The Buckhead area is the Southeast's epicenter for fine living, luxurious shopping, and world-class dining. Buckhead Atlanta breathes new life into this affluent destination. The six-block, eight-acre luxury mixed-use project includes distinctively designed buildings, each with its own proportion and purpose.

Guests find points of interest at every turn, with each connected seamlessly by the existing city streets. Buckhead combines dynamic sub-markets for office, retail, hotel, restaurant, and entertainment. Buckhead's daytime population is 346,781 with estimated average household incomes topping \$105,000. The community represents one of the largest concentrations of income and buying power in the United States.

The Buckhead Atlanta development is located just minutes from four major highways. The project's luxury residential component and convenient parking provide a natural integration into the existing structure of the city. Likewise, the planning and design enhance the long-range value and sustainability of the property and city.



### PROJECT HIGHLIGHTS

- Completed 2014
- 800,000 total sf | 8 acres
  - » 300,000 sf of luxury retail and dining
  - » 400,000 sf apartment tower
  - » 100,000 sf office building
- Services provided:
  - » Architectural Design
  - » Master Planning & Urban Design



## RIVER OAKS DISTRICT – HOUSTON, TX

### Gensler

Spanning six blocks, the 14-acre site was carefully planned to relate to and enhance the surrounding urban landscape and neighborhoods. Each building in River Oaks District has its own unique geometry and character that gives it the appearance that it evolved over time. A subtle palette of stone, glass, steel, and masonry is used throughout to evoke a contemporary design aesthetic that pays homage to the local context.

The design promotes pedestrian connections at the ground level, which lends the District a vibrancy and intimacy. Retail shops and restaurants are located on the ground and second floors with parking, residential, and office spaces above. Streets are lined with oak trees and three heritage oaks shade the large, central common.

River Oaks District is aesthetically appealing with a clean, modern style that is welcoming and approachable. It offers a vast array of international boutiques with one-of-a-kind merchandise. It offers a wide selection of housing options and amenities, as well as unique workplaces.

Gensler was able to smoothly integrate its Los Angeles and Houston design teams by leveraging the power of 3D design and building information modeling (BIM). With different building types and a variety of structural systems, the Los Angeles team worked closely with the Houston-based structural consultant in BIM. The teams were in constant communication, reviewing 3D models in detail via GoToMeeting to maintain coordination between the structure and architecture.

Gensler's Houston-based technical team supported LA team members using the Citrix Workspace cloud-computing environment. After design development, Houston led the efforts through construction documents and Gensler's role onsite. BIM streamlined this transition because as the Houston team ramped up, the models allowed them to understand the design and take the project to the next level. This project is an example of how Gensler's global, expertise-driven design platform benefited from BIM and associated digital collaboration technologies, truly enabling the best combinations of in-house design and technical experts, along with highly-integrated consultant partners, regardless of geography.



### PROJECT HIGHLIGHTS

- Completed 2015
- 2 million total sf | 13.8 acres
  - » Office: 73,266 sf
  - » Residential: 279 units
  - » Retail: 258,000 sf
  - » Entertainment: 40,000 sf
  - » Parking: 1,586 spaces
  - » Public Space: 9,000 sf
- Services provided:
  - » Architectural Design
  - » Feasibility Study
  - » LEED Consulting
  - » Master Planning
- Award-winning project

## DENIZEN AT EISENHOWER SQUARE – ALEXANDRIA, VA

**Rushmark Properties | HITT | Gorove/Slade | Walsh Colucci**

HITT and Rushmark Properties developed, designed, and are constructing this new complex 23-story apartment tower in urban Alexandria. The 563,350-sf project will deliver 336 residential units and various common areas located on the sixth and 23rd floors, and a green roof. The project includes parking for 446 vehicles—one level of below-grade parking and six above-grade. The remaining development will feature a 14-story future tower, anticipated to deliver in 2022.

The project features a roof top with amazing views and a luxury pool. Residents will enjoy a club room with an indoor / outdoor fireplace, fitness room, yoga room, a bicycle work room, and storage room. Sixth floor amenities include a pet spa and dog run, full outdoor kitchen with barbecue grills and a bar, an outdoor TV, movie wall, and manicured garden. The sixth floor also includes a green roof. The ground floor houses the leasing office, located adjacent to the main lobby, which offers a cozy indoor fireplace.

The structure is a post-tensioned concrete system with light-gauge steel framing for non-bearing partitions. The exterior includes modular brick, precast panels, and an aluminium window wall glazing system.



### PROJECT HIGHLIGHTS

- Completes 2020
- 563,350 square feet
- Total development cost of \$200 million
- 23-story tower and 67 single family town homes
- World-class amenities
- 446-space garage
- LEED Silver certification
- Second phase of 198 apartment units to begin upon completion of Phase I

## **E. BONDING**

Please refer to the Appendix for letters affirming our capacity to provide performance and payment bonding.

## **F. STATEMENTS OF INTEREST**

Please refer to Volume 2 for written statements of interest directly from all proposed lenders.

## **G. FINANCIAL STATEMENTS**

Please refer to the Appendix for our financial statement.

## **H. FINANCIAL RISKS**

The Proposer entity and/or its financial principals have not declared bankruptcy in the past five years, do not have any pending business related litigation, liens or legal claims filed against them, nor have had any court-sanctioned financial judgments against them in the past five years.