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PARKING

WEST FALLS CHURCH ECONOMIC DEVELOPMENT PROJECT

RFP NO. 0501-18-GMHS-WFC

VOLUME 2 – CONFIDENTIAL

The information contained within this proposal is confidential and not releasable under VFOIA.



REQUEST FOR PROPOSAL (RFP)

Date: March 1, 2018

RFP NUMBER: RFP No. 0501-18-GMHS-WFC

RFP SUBJECT: West Falls Church Economic Development Project

SEALED PROPOSALS TO BE SUBMITTED ONLY TO: Purchasing Office / City of Falls Church 300 Park Ave., Suite 300 East Falls Church, Virginia 22046 / Phone (703) 248-5007

PROPOSAL DUE DATE AND TIME: by no later than May 1, 2018 at 2:00 p.m. Prevailing Local time (Purchasing Office Clock)

Proposals are to be presented for time and date validation ONLY to the City of Falls Church Purchasing Office.

All inquiries and questions should be made in writing and forwarded to Jim Wise, Purchasing Agent, via email to jwise@fallschurchva.gov by no later than five (5) business days prior to the RFP due date (April 24).

NON-MANDATORY PRE-PROPOSAL MEETING MARCH 14, 2018 (See Paragraph 3.5)

THIS PAGE MUST BE COMPLETED, SIGNED AND RETURNED WITH PROPOSAL

In compliance with this Request For Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the services in accordance with the attached signed proposal.

Please type or legibly print all information.

LEGAL NAME & ADDRESS OF FIRM:

Rushmark WFC, LLC Company's Legal Name

By: [Signature] Authorized Representative - Signature in Ink

Address 2900 Fairview Park Drive

Name: Patrick Kearney

Title: President

Falls Church, VA Zip: 22042

Date: May 1, 2018

Phone: 703.289.9202

Email: pkearney@rushmark.com

FAX: 703.846.9110

VA SCC Business Registration # S027735-2

See Section 8.5 "Proof of Authority To Transact Business In VA"

This Proposal contains appropriately marked proprietary and/or confidential information.

No X Yes

The City of Falls Church and its Public Schools are committed to the letter and spirit of the Americans with Disabilities Act. To request a reasonable accommodation for any type of disability or that this document be made available in an alternate format, call 703 248-5007 (TTY 711).

The City of Falls Church and its Public Schools do not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against any Proposer or Proposer because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Rushmark **Properties**

May 1, 2018

Mr. Jim Wise, Purchasing Agent
City of Falls Church
300 Park Avenue
Falls Church, Virginia 22046

Re: RFP No. 0501-18-GMHS-WFC – West Falls Church Economic Development Project

Dear Mr. Wise,

On behalf of **Rushmark WFC, LLC (d/b/a “Rushmark Properties”)**, we are pleased to submit our response to above-referenced Request for Proposal by the City of Falls Church (the “City”). The Rushmark team, which includes HITT Contracting, Inc., Gensler Architecture, Design & Planning, P.C., Dewberry Engineers Inc., Gorove/Slade Associates, Inc., Jones Lang LaSalle Incorporated, and Walsh, Colucci, Lubeley & Walsh, P.C., is committed to creating a centerpiece project that will be a catalyst for economic development in the City’s West End.

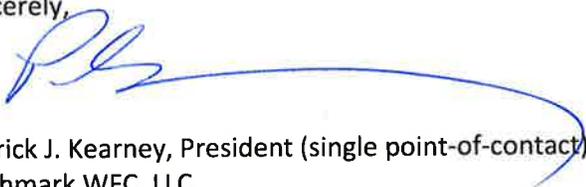
Our team’s combined experience and qualifications provide a broad array of multidisciplinary talent and capability, as well as a unique and versatile redevelopment approach. In preparing our response we have confirmed that the success of the project largely relies upon a careful understanding of the City’s needs and appreciation for the surrounding community. Our approach embraces the need for sustained, substantive engagement with stakeholders and inter-governmental agencies, and provides a sensitive land plan that meets the City’s needs and respects the community’s social and physical fabric.

The Rushmark team offers extensive experience in similarly-sized mixed-use projects as well as public-private partnership transactions. We are proud of our strong reputation for civic and community involvement, which emphasizes careful consideration of community aims. We are confident that our team’s passion, creativity, financial resources, and investment in the City’s future ensures an exceptional project that will be a source of pride and fiscal benefit for generations to come.

In compliance with Section 8.4 of the RFP, Rushmark WFC, LLC requests that the contents of Volume 2 are confidential and not releasable under VFOIA. Volume 2 includes our Statement of Interest letters, which are not generally available to the public through regulatory disclosure or otherwise; and if the records were made public prior to the execution of an interim agreement or a comprehensive agreement, the financial interest or bargaining position of the City Council or private entity would be adversely affected.

We appreciate your time and consideration and look forward to continuing the conversation regarding our proposal.

Sincerely,



Patrick J. Kearney, President (single point-of-contact)
Rushmark WFC, LLC
703.289.9202
pkearney@rushmark.com
2900 Fairview Park Drive
Falls Church, VA 22042

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A

STATEMENT OF INTEREST



CITY OF FALLS CHURCH



Brian J. Gormley
Senior Vice President
1680 Capital One Drive
McLean, VA 22102

April 10, 2018

Mr. Jim Wise
Purchasing Agent
City of Falls Church
300 Park Ave., Suite 300E
Falls Church, VA 22046-3332

RE: West Falls Church Economic Development Project

To Whom It May Concern,

I am writing this letter in support of Rushmark Properties' pursuit of the West Falls Church Economic Development Project. Capital One was one of the lenders for the development of the WestBroad Residences, a 285 Unit Multifamily Building with a Harris Teeter, located in the City of Falls Church. That project was successfully delivered and Rushmark repaid their loan in full. Capital One has an existing banking relationship with Rushmark and HITT Contracting with deposits in the tens of millions of dollars. I am familiar with the financial statements for the owners of Rushmark Properties and they have sufficient assets to develop a project of this size. Capital One would be interested in lending to Rushmark Properties for a project of this size if the opportunity presents itself.

Sincerely,

A handwritten signature in blue ink, appearing to be "Brian J. Gormley", written over a horizontal line.



April 10, 2018

City of Falls Church
Purchasing Office
300 Park Avenue Suite 300 East
Falls Church, Virginia 22406

RE: West Falls Church Economic Development Project

To Whom It May Concern:

I am writing this letter on behalf of Rushmark Properties' ("Rushmark") pursuit of the above referenced project located in Falls Church, Virginia.

Rushmark has been a client of TD Bank for approximately five years. TD Bank provided Rushmark with a high eight figure credit facility for the development and construction of a large mixed-use project located at 301 West Broad Street in Falls Church, Virginia (286 unit apartment complex over a Harris Teeter grocery store). This project was successfully completed on-time and on-budget with all aspects of the loan handled as agreed and ultimately repaid in full. In addition to the credit facility, Rushmark maintained a low seven figure deposit relationship with the bank.

TD Bank is currently participating with another lender to provide a high eight figure credit facility for the construction of a new 23-story, 336 unit Class A apartment project located in Alexandria, Virginia. To date, the project is on-time and on-budget and the loan is being handled as agreed.

While the details of the subject project are not known at this time (ie, property product mix, density, project cost, requested loan amount, etc.), TD Bank would favorably entertain financing the project subject to performing standard underwriting and due diligence for the proposed transaction. Part of our consideration for any potential loan would be based on our prior experience with Rushmark as well as their strong reputation as a developer/builder of quality projects in the Washington metropolitan area.

Please do not hesitate to contact me if you have any questions concerning this reference.

Sincerely,

A handwritten signature in black ink, appearing to read "Jay P. Arvai".

Jay P. Arvai
Senior Vice President – Regional Director
Commercial Real Estate Lending
1919 Gallows Road Second floor
Vienna, Virginia 22182
(703) 663-4418



Purchasing Office / City of Falls Church
300 Park Ave., Suite 300 East
Falls Church, Virginia 22046 /

April 5, 2018

RE: West Falls Church Economic Development Project

To Whom It May Concern:

I am writing this letter in regard to Rushmark Properties' pursuit of an RFP for the West Falls Church Economic Development Project. Please be advised that United Bank has lent or is in the process of lending affiliates of Rushmark Properties in excess of \$100 Million for real estate development projects and they are in good standing with United Bank. I am familiar with the financial statements of the owners of Rushmark Properties and can attest that they have the ability to finance the purchase and develop a project is a similar scope to the subject. They also have the necessary acumen to execute a real estate development project of this size. United Bank would be very interested in providing financing for this project to Rushmark Properties.

Sincerely,



Paul P. Adams
Senior Vice President

cc: Neal Kumar, Rushmark Properties



Rushmark
Properties

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