



RESPONSE FOR RFP #0501-18-WFC

**West Falls Church  
Economic Development  
Project**

# West Falls

COMSTOCK



CITY OF FALLS CHURCH



LandDesign.  
CREATING PLACES  
THAT MATTER.



COMSTOCK



LandDesign.  
CREATING PLACES  
THAT MATTER.



CITY OF FALLS CHURCH

# 4.4 Team Description

## Section 4.4 Questions of RFP:

A. Identify the full legal name of the development, design, and construction firms or individuals who comprise the Proposer for the purposes of responding to this RFP.

B. Identify the Proposer's type of corporate entity, and identify the team members who will undertake financial responsibility for the Project.

C. Identify the organizational structure for the Project team, the project management approach, and how each participant in the structure fits into the overall team.

D. Describe the length of time in business, and corporate background.

E. Identify any persons known to the Proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection with the Project pursuant to The Virginia State and Local Government Conflict of Interest Act, Chapter 31 (Section 2.2-3100, et seq. of the Code of Virginia), and state the basis on which such disqualification would be required.

## Response 4.4. A.:

The Proposer is **Comstock WFC, LC**, a Virginia limited liability company, formed for the purpose of pursuing this opportunity. It will contract for development, design, construction and other services with third parties, including the following principal firms who join in this proposal. **Comstock Holding Companies, Inc. (CHCI)** will provide development and asset management services.

**Davis, Carter, Scott Ltd** will provide architectural design services.

**James G. Davis Construction Corporation** will provide construction services.

## Response 4.4 B.:

The Proposer is a Virginia limited liability company. Financial responsibility will be undertaken by its sponsorship, which will be assembled from among Comstock's long-standing strategic relationships with high net worth individuals and leading financial institutions, including those who have provided capital for Comstock's prior public private partnerships and other development ventures.

## Response 4.4 C.:

Organizational structure, project management approach, and roles are further defined within this section following this page.

## Response 4.4 D.:

Comstock WFC, LC is newly formed in April 2018 for the purpose of pursuing this opportunity.

## Response 4.4 E.:

See signed Conflict of Interest Statement at the end of this section.

**4.4 Team Description**  
*(cont'd)*

**4.4 C. Organizational Structure**

COMSTOCK WFC, LC (Proposer)

COMSTOCK (CHCI)  
Development Team

**Christopher Clemente**  
*Principal-in-Charge*

Christopher Guthrie  
*Chief Financial Officer*

Timothy Steffan  
*EVP, Asset Management*

Phil London  
*SVP & Counsel*

**Larry Bergner**

*Developer Sr. Project Manager*

Tracy Graves  
*SVP, Land Acquisition & Development*

David Zapponi  
*Development Director*

Scot Miller  
*VP, Construction*

**DAVIS CONSTRUCTION**

Preconstruction /  
Cost Estimating /  
General Contractor

**Dave Mesich**

*Construction Project Executive*

**Steve Hawryluk**

*Construction Sr Project Manager*

Kevin West  
*Project Manager*

**DAVIS CARTER SCOTT**

*Design Team*  
Master Planning /  
Project Architect /  
Sustainability

**Douglas Carter, AIA**

*Master Planner Urban Designer*

**Steve Saville, AIA, LEED AP BD+C**

*Design Project Manager*

Triet Nguyen  
*Project Designer*

**Kathy Lawson, LEED AP BD+C, GGP**  
*Sustainability Manager*

**LANDDESIGN**

Landscape Architect /  
Civil Engineer

Peter Crowley, PLA  
*Partner*

Stephanie Pankewicz, PLA  
*Partner*

Josh Orndorff, PE, Env SP  
*Director, Civil Engineering*

**Other Consultants**

Interface Engineering  
*MEP Engineering*

Small, Woman-Owned and  
Minority-Owned Business  
Entities

KCM Build, Inc. (woman-owned)  
*Cost Estimating*

Others (tbd)

**GOROVE/SLADE ASSOCIATES**

**Traffic Consultant**

Christopher Tacinelli, PE  
*Lead Traffic Engineer*

Maria Lashinger, PE, PTOE  
*Project Manager*

**Note:**

The proposed team members indicated in **RED TEXT** fulfill the TEAM REQUIREMENTS as requested in Section 2.1 in the RFP.

#### 4.4 C. Project Management

Comstock will provide overall development and asset management of the *WestFalls* project and will serve as the primary point of contact between the City and the development, design and construction team. The Proposer will directly contract with the civil engineer, geotechnical engineer, dry utilities consultant, traffic engineer and land use attorney. Davis Carter Scott will be contracted to the Proposer and will manage the contacts for other consultants including the MEP engineer, structural engineer, landscape architect, FHA/ADA consultant, sustainability consultant and others. Davis Construction will provide pre-construction services. At the appropriate point in the process, the Proposer may solicit bids from qualified general contractors, including Davis, in order to insure best value in the construction process.



#### 4.4 D. Corporate Backgrounds

### COMSTOCK (CHCI) DEVELOPER

*Full Legal Name:*

Comstock Holdings Companies, Inc.

*Type of Entity:*

Delaware Corporation

*Length Of Time In Business:*

Since 1985; 33 years

### COMSTOCK

Comstock is a multi-faceted real estate development, asset management, and real estate related services company that, since 1985, has designed, developed, constructed and managed several thousand residential units and millions of square feet of residential and mixed-use projects throughout the Washington, DC metropolitan market and other key markets.

Over the past twelve years, the Comstock team has found a niche in developing real estate within public/private partnerships. To date, Comstock has successfully partnered with Fairfax and Loudoun Counties along with the Town of Herndon, VA. These P3's have been funded largely with private equity and both private and public debt in single-purpose entities.

Currently, the company manages a development pipeline in excess of 3.5 million square feet and manages approximately 1.5 million square feet of stabilized assets, totaling 5 million square feet of transit-oriented and mixed-use assets. The company has a substantial track record in entitling, designing, developing, and managing a diverse range of properties including multi-family apartments and condominiums, single-family homes, mixed-use, multi-phased projects and commercial parking garages. Comstock Holding Companies, Inc. is a publicly traded company, trading on NASDAQ under the symbol CHCI.

## 4.4 Team Description (cont'd)

### 4.4 D. Corporate Backgrounds

#### **DAVIS CARTER SCOTT** **MASTER PLANNER / URBAN DESIGNER** **PROJECT ARCHITECT**

*Full Legal Name:*

Davis, Carter, Scott Ltd

*Type of Entity:*

Corporation

*Length Of Time In Business:*

Since 1968; 50 years



Davis Carter Scott (DCS) is one of the largest locally-owned architectural and interior architectural firms in the D.C. Metropolitan area, and is active in all areas of land-planning, architecture, interior architecture, and sustainable design. While the firm has grown and changed over our 50 years of being in business, the core values on which it was founded – commitment to our profession, our community, our clients, and our employees – have never wavered.

Our firm takes great pride in the contributions we have made to the built environment, including award-winning buildings, interiors, and master plans, with over 13 million square feet of sustainably designed projects. Of note, two of DCS's Masterplanning designs for *Reston Station (2012)* and *Innovation Center South (2016)* were recognized by the NAIOP Northern Virginia Chapter with the Award of Excellence for Best Master Plan.

Yet, of greatest importance is the reputation we have earned in the business community for being honest, ethical, and true to our word. This is not only reflected in the company's leadership, but in the attitudes and actions of our 75 employees.

#### **DAVIS CONSTRUCTION** **GENERAL CONTRACTOR**

*Full Legal Name:*

James G. Davis Construction Corporation

*Type of Entity:*

Corporation

*Length Of Time In Business:*

Since 1966; 52 years



Since 1966, James G. Davis Construction Corporation (DAVIS) has provided construction services in Virginia, Maryland, Washington, DC and West Virginia. Built on the principles of hard work and innovation, the company established a culture and business climate that resonates with clients and its 400+ employees more than five decades later. Since 1990, it continues to enhance this legacy, incorporating the latest technologies and modern management techniques.

Excellence in service, integrity, trust and building relationships are DAVIS' core values – and we live them every day. Whether working for our clients, or our community partners, there are no exceptions.

The services we provide as a contractor are varied, as are the contractual agreements we work under. What's important to know is — we are a client-focused, solution-driven builder. Whether you consider DAVIS a traditional general contractor who bids then builds from a completed set of design documents, or a project partner who is engaged throughout a project's lifecycle as construction manager, we provide the same attention to detail. We offer unrivaled expertise in general contracting, construction management, and design/build services.

## LANDDESIGN LANDSCAPE ARCHITECT / CIVIL ENGINEER

*Full Legal Name:*  
LandDesign, Inc.

*Type of Entity:*  
Corporation (C)

*Length Of Time In Business:*  
Since 1978; 40 years

**LandDesign.** LandDesign is a multi-disciplinary firm offering urban design, planning, landscape architecture, civil engineering and branding. Our organization of over 150 professionals is located across the nation in the firm's offices in Charlotte, NC; Washington DC; Dallas, TX; Orlando, FL; San Francisco, CA; and Boulder, CO. All offices are fully linked to foster collaborative efforts that take advantage of the firm's combined expertise and experience to meet each client's individual needs. For 40 years, our uncompromising passion for what we do has characterized our people and our work.

We also believe strongly in the need to protect the environment and enhance the lives of those touched by our projects. Our awareness of best management practices helps us incorporate creative design, proven construction practices and proper materials into each project to help clients reduce or eliminate the negative impact on the environment and community.

While utilizing the latest technologies and best practices, the team at LandDesign takes a "hands-on" approach to every project, with services typically extending from concept through construction. The firm frequently is retained to coordinate design and planning, thus ensuring quality, continuity and scheduling.

## GOROVE/SLADE ASSOCIATES TRAFFIC CONSULTANT

*Full Legal Name:*  
Gorove/Slade Associates

*Type of Entity:*  
Corporation (C)

*Length Of Time In Business:*  
Since 1979; 39 years



Gorove/Slade is a Washington, DC-headquartered professional engineering and planning firm providing clients with a complete suite of transportation planning and traffic engineering services that advance real estate and transportation infrastructure projects. The firm's comprehensive menu of service offerings includes the following:

- Multimodal Transportation studies
- Parking studies
- Site access and circulation evaluations
- Transportation modeling
- Traffic signal design
- Traffic, parking, pedestrian counts & surveys
- Speed studies
- Transportation demand management (TDM)

Our firm is registered as a Certified Business Enterprise (CBE) with the District's DSLBD.

Founded in 1979 by Fred Gorove and Lou Slade, a significant portfolio of business was built in the Washington DC metro serving real estate developers, governments, and institutions and nationwide working with retail shopping center developers. In 2007, ownership of the company was sold to three homegrown engineers, running their own practices. Today, 30+ employees operate from 3 locations in the DC area, with 5 Principals strengthening Gorove/Slade's reputation as a premier transportation firm.