



The Wharf, PN Hoffman & Associates

RESPONSE TO REQUEST FOR PROPOSAL
FOR

WEST FALLS CHURCH ECONOMIC DEVELOPMENT PROJECT

RFP NUMBER 0501-18-GMHS-WFC

4.5. QUALIFICATIONS AND EXPERIENCE

4.5.A EXPERIENCE OF THE ENTITIES

I. Master Planning Expertise:

EYA is known for developing creative, attractive, and economically viable master plans that harmoniously achieve public and private objectives while generating support from neighbors. This experience has given EYA's partners confidence in their ability to re-zone, entitle, and develop large scale, mixed-use communities that entail complex public processes. The following is a list of EYA master planned communities:

- **Westside at Shady Grove Metro** in Montgomery County, MD
- **Park Potomac** in Montgomery County, MD
- **Capitol Quarter** in Washington, DC
- **McMillan Sand Filtration** Site in Washington, DC
- **Arts District Hyattsville** in Prince George's County

PN Hoffman's development team led the urban planning process at The Wharf, intentionally breaking up Southwest D.C.'s existing "superblocks" of development by creating an intimate and vibrant highly walkable urban fabric that actively supports transportation. These human scaled spaces reduce traffic, provide better access for pedestrians, and improve visibility for the multitude of public spaces.

Torti Gallas + Partners has extensive experience with all scales of master planning and building projects in the residential, mixed-use, transit-oriented markets. They take pride in balancing the diverse needs of communities with the realities of the marketplace to arrive at buildable mixed-use solutions that bring value to their clients and to the communities in which they work. In applying this successful, market-focused balance, TGP has designed over 485,000 residential units, 15,000,000 SF of commercial/office space, and planned over 1,800 residential and mixed-use communities. Some recent master planning experience includes:

- **Shirlington Village**, Arlington, VA
- **The Parks at Walter Reed** (redevelopment of Walter Reed Army Medical Center), Washington, DC
- **Crystal City Master Plan**, Arlington, VA

- **George Mason Square**, Fairfax, VA
- **One Loudoun Master Plan**, Loudoun County, VA
- **Master Plan for the Town of South Riding**, Loudoun County, VA
- **Wyandanch Downtown**, Babylon, NY
- **King Farm**, Rockville, MD

II. Public Private Partnerships:

EYA has extensive PPP experience. Many EYA communities are born through these relationships and as such EYA understands the complexities of working with public entities and respects their unique processes, timelines, and objectives. The following is a list of EYA's major public private partnerships and mixed-income redevelopments:

- **Chatham Square:** Alexandria Redevelopment Authority (complete)*
- **Old Town Commons:** Alexandria Redevelopment Authority (complete)*
- **Hopkins Tancil:** Alexandria Redevelopment Authority (selected)*
- **Chevy Chase Lake:** Montgomery County Housing Opportunities Commission (in construction)*
- **Lyttonsville Station:** Montgomery County Housing Opportunities Commission (in acquisition)*
- **Shady Grove Metro:** Montgomery County (in construction - partially delivered)*
- **Capitol Quarter Townhomes:** District of Columbia Housing Authority (complete)*
- **Square 767 Capitol Quarter:** District of Columbia Housing Authority (complete)*
- **McMillan Sand Filtration Site:** District of Columbia (recently entitled)

NOTE: *Represents projects that were mixed income at levels above required inclusionary zoning.

PNH also has complex PPP experience through The Wharf. The Wharf is a model PPP between PNH, the District government and the SW DC community that is delivering more than 1,500 total construction jobs and 4,800 permanent jobs, as well as \$60M annually in new taxes. The Wharf required building consensus in the halls of Congress, in the DC Council, at the local ANC and in the broader Southwest neighborhood, involving more than 750 community meetings.

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MuniCap has extensive experience working with surrounding counties to provide financial consultation on TIF and/or special assessment and special taxing districts, many of which are large scale, mixed-use developments similar to the subject site. A sample of projects are listed below:

- **Ballston Quarter** - Arlington County, Virginia: TIF/Special Assessment
- **Mosaic** - Fairfax County, Virginia: TIF/Special Assessment
- **Southwest Waterfront** - District of Columbia: TIF/Special Assessment
- **National Harbor** - Prince George's County, Maryland: TIF/Special Tax
- **Downtown Columbia** - Howard County, Maryland: TIF/Special Tax
- **Harbor Point** - Baltimore City, Maryland: TIF/Special Assessment

III. Mixed Use and Transit-Oriented Development:

In 2006, **EYA** developed the tag line “*life within walking distance*®” to represent the brand promise of an EYA community. From its founding, EYA had been building developments that take advantage of existing infrastructure, retail and parks in close-in transit accessible neighborhoods. While the tag line came out of a recognition of EYA's history, over the past 12 years it has largely driven the vision for the company. Over the past decade and with the addition of Evan Goldman in 2015, the EYA team now has the ability to deliver the mixed-use environment in locations where the existing fabric does not exist. Since that time, EYA has successfully delivered and/or master planned vibrant mixed-use environments like **Westside at Shady Grove Metro**, **Park Potomac**, **McMillan Reservoir**, and **Pike&Rose** (developed by Federal Realty under the guidance of lead developer Evan Goldman). In addition, EYA's internal construction team allows them to deliver complex infrastructure development projects that set the grid of streets and utilities necessary to deliver a great mixed-use neighborhood.

PNH has developed mixed-use communities throughout the region, with a penchant for transforming neighborhoods. Look to DC's most celebrated neighborhoods, from Adams

Morgan to 14th Street to Southwest, and you will find PNH as one of the urban pioneers. PNH has cultivated expertise in the mix of uses that create vibrant neighborhoods: residences, offices, shops, restaurants, hotels, cultural spaces, faith institutions, public parks, and more. The recently opened Phase One of **The Wharf** demonstrates PNH's unrivalled ability to not only deliver a large-scale mixed-use, multi-building project at the highest level of design and execution, but to create an enduring new neighborhood that attracts DC residents and visitors alike. All PNH developments are located near mass transit because they believe in maximizing access and minimizing car use. The DC Metro region has an incredible array of transit options and is consistently on the top ten lists for being walkable, bicycle- and transit-friendly. At The Wharf, PNH was the driving force behind starting a regional water taxi system and a free shuttle bus service on a 10-minute loop to connect people across the City.

Regency Centers has an in-house team of mixed-use designer/developers creating ideal locations for horizontal and vertical mixed-use opportunities with dominant grocers in markets with strong demographics. Using a blend of Fresh Look® elements (merchandising, placemaking and connecting), mixed-use developments are designed to create value for partners while creating a cultural hub of experiences for the surrounding community. Located on 28 acres in one of Fairfax County's most significant hubs, **The Field at Commonwealth** is currently under construction and will offer 140,000 SF of gourmet grocery, 46,000 SF of desired retail and dining. An additional 100,000 SF will follow with a cinema anchor and 225 residential units. Also in the greater Washington, D.C. market, Regency is creating a new vision for **Westwood Shopping Center**, a 22-acre property in Bethesda, MD, that includes neighborhood-focused retail, office, residential and green space. Located in the heart of Mount Pleasant, SC, **Indigo Square** will feature the second Publix GreenWise store in the country. Scheduled to open in late 2018, Indigo Square joins the master planned community of 450

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luxury apartments and Home2 Suites. Finally, Regency's **Mellody Farm** will serve greater Chicago's Vernon Hills community, with 250,000 SF of in-demand shops and restaurants including Whole Foods Market, as well as a 260-unit residential community. Unique for the area, Mellody Farm will provide an experience-first destination featuring plazas, gathering spaces, and access to the Des Plaines River Trail.

4.5.B EXPERIENCE OF THE DEVELOPMENT INDIVIDUALS

FCGP is proud to present the following key members of our team. Their full resumes and detailed descriptions of relevant experience can be found in the appendix.

I. DEVELOPMENT EXPERTISE

Evan Goldman, Principal-in-Charge

Evan will be the project lead for EYA and the Principal-In-Charge for FCGP. Evan is Vice President of Land Acquisition and Development at EYA. He brings a decade of mixed-use and multi-family experience to the EYA development team and works on sourcing new deals as well as shepherding projects through the development process. Prior to joining EYA, Evan was Vice President of Development at Federal Realty Investment Trust in Rockville, MD, where he was primarily responsible for managing the development of Pike&Rose. He holds an MBA in Real Estate and Finance from the Wharton Business School and a B.S. in Design and Environmental Analysis from Cornell University.

Shawn Seaman, Key Principal

Shawn Seaman, Principal and Executive Vice President at PNH, oversees all acquisition and development at PNH and will be their project lead. Shawn has 25 years of development, design, and planning experience. He joined PNH in 2001 and has overseen development of more than 3.5 million sf in 15 mixed-use urban projects in the Washington, D.C. metropolitan area, including Adams Morgan, the 14th Street Corridor, and Southwest. Shawn holds a degree in Architecture from the University of Miami, and a master's degree in Architecture and Urban Design from the University of Pennsylvania. He also holds a real estate design and development

certificate in conjunction with the Wharton School at the University of Pennsylvania. Shawn is a registered architect in the state of Florida and the District of Columbia.

Sam Stiebel, Key Principal

Sam will be the project lead for Regency and will be primarily responsible for collaborating with PN Hoffman and EYA on the retail aspects of the mixed-use development. Sam joined Regency in 2017 as Vice President. He currently has more than 10 years in commercial development, entitlement, planning, and financing on the East Coast. Sam has been involved in the development of over two-million square feet of multifamily and retail during his career. Previously, Sam served as Vice President for the JBG Companies, overseeing multiple mixed-use development projects along with sale agreements, joint ventures, and REAs. Sam earned a Bachelor of Urban and Environmental Planning degree from the University of Virginia and went on to achieve an MBA from New York University.

Matt Steenhoek, Developer Sr Project Manager

Matthew Steenhoek will be the developer senior project manager for FCGP. Matt joined PNH in 2005 and is currently the Vice President of Development. In the past 13 years, Matt has helped lead the design, entitlement, and construction of approximately 1,800 residential apartments, more than 450 condominiums, 380,000 square-feet of urban in-line retail, 1-million square-feet of Trophy and Class-A office, over 1,000 hotel rooms, 20 acres of parks, piers, streets, and public spaces, and approximately 150,000 square feet of cultural or civic uses. He has completed developments in Alexandria, VA, and the Kalorama, NoMA, and Southwest neighborhoods of Washington, DC. Additionally, Matt works on master planning and development visions for new deals and oversees the development process. Matt received his BS in Architecture from the University of Maryland, is a graduate of the 2012 Urban Land Institute Regional Leadership Institute, and holds a Master of Urban and Regional Planning degree from Virginia Polytechnic Institute where he was recognized by the local chapter of the

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American Planning Association as the 2011 Outstanding Graduate Student for Virginia Tech - Alexandria. He is a LEED Accredited Professional and member of the Anacostia Watershed Steering Committee.

II. DESIGN TEAM EXPERTISE

Lawrence V. "Murphy" Antoine JR., AIA, AICP, Master Planner/Urban Designer

Murphy is a Principal with TGP, where he leads a talented group of individuals concentrating on the inextricable link between architecture, urban design and planning in lower density, mixed-income neighborhoods and communities. His efforts to implement housing policy balanced with viable market responsiveness through appropriate and contextual architecture, neighborhood planning and stakeholder engagement have manifested themselves nationwide in over sixty greenfield and neighborhood revitalization projects over his more than 20 year tenure at TGP. Murphy's 30-year career has culminated in an urban design, planning and architecture expertise which has been widely recognized and honored with various awards. Murphy is a registered architect in the Commonwealth of Virginia, a certified planner, and a LEED Accredited Professional. He holds a BS in Architecture, Masters Degrees in Urban and Environmental Planning, and in Architecture, all from the University of Virginia, along with specialized studies Certificates in American Urbanism, and in Historic Preservation.

Micheal D. Rollison, Design Project Manager

Mike is a Design Project Manager at TGP. Over the course of his 25-year career, he has provided planning and design solutions for a vast array of projects, from mixed-use town centers to international city planning. His collaborative approach to projects and his astute knowledge of place creation for mixed-use environments provide his clients with unique and marketable design solutions focused on community. Mike is expert at making informed development decisions, maximizing site potential and project viability while providing imaginative and innovative designs. With a strong background in strategic and master planning,

and conceptual and architectural design, Mike helps his clients create recognizable addresses within the global marketplace. Mike's professional mission is creating dynamic and vibrant places that are celebrated destinations which promote social engagement in our communities.

Alice Enz, LEED AP Sustainability Manager

Alice is a Senior Designer and Sustainability Manager at TGP involved in numerous large-scale planning, mixed-use and residential projects for both public and private sector clients. She has extensive experience leading and facilitating community and stakeholder meetings helping to form consensus on the range of possible redevelopment options. As a LEED Accredited Professional, Alice helps to ensure that projects in which she is involved meet or exceed their sustainability.

4.5.C EXPERIENCE OF TEAM WORKING TOGETHER

Not only do all members of the development and design teams have extensive experience as individuals and as firms, but our team members also have collective experience working together on redevelopment projects of similar scale. Currently, Regency and EYA are actively pursuing the design and entitlement of **Westbard**, a 12+ acre mixed-use redevelopment in Bethesda, MD. In January 2018, PNH, EYA, and TGP submitted a joint response to request for qualifications for **Greenleaf Housing Community Co-Developer** issued by the District of Columbia Housing Authority. PNH and TGP are currently working together on **Waterfront Station II** in SW DC. TGP also worked with EYA on the **Strathmore at Grosvenor Condominiums**, which delivered in 2003. Additionally, Regency is currently working with TGP at **Mellody Farm**, a regional mixed-use shopping destination in Illinois where TGP developed the concept for the residential multi-family buildings and the design for the retail center. They are also working together on a **new retail destination in Jacksonville, FL** offering a full-size grocery store along with small shops and cafes.

4.5.D RELEVANT PROJECT EXPERIENCE



THE DARCY AND THE FLATS AT BETHESDA AVENUE

FCGP Team Members: PN Hoffman

The Darcy and The Flats at Bethesda Avenue (commonly known as “Lot 31”) is a 350,000 sf, two-tower condo, apartment, and retail mixed-use project in the heart of Bethesda, MD. The project was developed by PN Hoffman (PNH) and StonebridgeCarras in a public-private partnership with Montgomery County. The development team was awarded the project through an RFP process conducted by the County. They successfully managed the project through zoning and entitlement approvals and eventually purchased the land from the County in 2012. From 2012 to 2015, the development team transformed the Lot 31 brownfield site, formerly two surface parking lots bisected by Woodmont Avenue, into a fully constructed trophy development; the project stabilized in February 2017. The project includes 162 apartments, 88 condominiums, 40,000 sf of retail space, and a 1,200 space parking garage. The entire project was completed on time and on budget.

Public Private Partnership. Montgomery County’s primary goals for the public-private partnership were to provide more affordable housing in the area, increase the amount of

public parking at the site, extend the retail vibrancy of Bethesda Row, increase the tax base and improve pedestrian and vehicular connections through and around the site.

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The development team accomplished these goals without any public financial subsidies. The project tripled the amount of public parking that was previously available on the two County-owned surface parking lots. The new 1,200 space parking garage includes 900 dedicated public parking spaces controlled and operated by Montgomery County.

Mixed-Use Development. The project's retail component is currently 100% occupied and The Flats apartments are consistently at or above 95% occupancy. The retail is commanding some of the top rental rents in the Bethesda submarket and includes a mix of institutional, international, and local tenants, namely Pottery Barn and Pottery Barn Kids, Chop't, Long & Foster Real Estate, Silver Diner, Paul (French bakery), and PassionFish (seafood restaurant).

Mixed-Income Development and Affordable Home Ownership. The project achieved the affordable housing goal by dedicating 62 of the 250 (25%) residential units as Moderately Priced Dwelling Units (MPDU) and Workforce Housing units (WFH), as determined by Montgomery County. The MPDU and WFH rental units at The Flats are available to renters at or below 65/100% AMI, respectively.

The MPDU and WFH homeownership units at The Darcy were sold out by Q1 2017; the MPDU and WFH homeownership units can be resold to new buyers at or below 70/120% AMI, respectively. PNH worked in conjunction with Montgomery County's Community Affairs Department throughout the sales process of the affordable units. PNH Realty successfully managed the lottery results and sales contract process with qualifying affordable buyers, worked directly with the buyers to assist them with the settlement and move-in process, and complied with Montgomery County's reporting and documentation procedures for the MPDU and WFH programs.

Design Excellence and Sustainability. The development team enhanced the public's experience at the site by creating

a beautifully hardscaped and landscaped courtyard behind The Flats apartment building, which is open to the public. A path was built to connect the thousands of daily users of the Capital Crescent Trail (CCT) to both the courtyard and a new bike-drop off area on Woodmont Avenue. The project incorporates a public art component for everyone's enjoyment, including a large metal sculpture representing abstract branches, as well as art glass installations of historical images of Bethesda and Montgomery County at the three public elevator lobbies that transport people from the below-grade public parking garage.

The project is LEED New Construction (NC) Silver and LEED Neighborhood Development (ND) Certified. Sustainable features include green roofs utilized on both towers, low-e glass throughout, low-flow plumbing fixtures to achieve 30% water use reduction and water efficient landscaping, enhanced commissioning of Building Energy Systems to ensure most efficient operation, optimization of Energy Performance, and use of regional materials.



Financing. Of the \$163 million in total costs, \$66 million of equity was used to complete the condominium component and \$42 million of equity plus \$55 million of debt was used to complete the apartment and retail components. Northwestern Mutual Life Insurance provided the debt as well as a significant portion of the equity.



MARKET COMMON CLARENDON

FCGP Team Members: EYA and Regency Centers

Market Common Clarendon is a premier mixed use development in Arlington, VA which showcases not just one redevelopment, but the lifecycle of two, each led by one of our team members. Initially, the 400,000 SF project was developed in 2000 by McCaffrey Interests in conjunction with EYA. A portion of the project included a 65,000 square foot Sears-Roebuck department store which was repurposed and expanded into a 100,000 square foot office building nearly twenty years ago. Clarendon Park, the 87 unit townhome portion of the project completed by EYA in 2002, together with the Market Common, a retail and apartment center, transformed the neighborhood and spurred additional, transit oriented development that preceded the transformation of Arlington's Rosslyn to Ballston corridor neighbor into a highly desirable place to live, work and shop.

Given the multiple owners and GCs on the project, total project costs cannot be determined, with the exception of the townhome portion at \$36M, but in total it was certainly greater than \$100M. Clarendon Park was designed to both respect the existing lower density homes as well as the

high density demands of the metro corridor. This careful blending of density was crafted by the development team, and both land planning and architectural design were of utmost importance to the ultimate success of this density transition. Along North Danville Street, EYA developed a unique

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method of townhome units, alleys, and robust courtyards that served to effectively shield the view of the exposed above grade retail and apartment parking garage while delivering a great quality product and experience with life truly within walking distance - EYA's driving motto - to each homeowner.

The surrounding neighborhoods feature older, arts and crafts style homes—some of which were purchased from Sears at the turn of the 20th century - and EYA sought to draw architectural inspiration from its surroundings. The townhomes were designed to blend in with the existing community in an arts and crafts style, with such features as siding and shingle elevations, front porches, cove moldings, and period style lighting. While architecturally timeless, the homes include modern amenities such as rooftop terraces, a unique feature in urban townhomes at that time spearheaded by EYA, and gourmet kitchens. The community includes several landscaped courtyards and many homes fronting on a park.

Regency acquired Market Common Clarendon in 2016 with the intention of repositioning and redeveloping several aspects of the project - bringing new life to a fantastic place. When Regency purchased this project in Clarendon, one of the most affluent and highly sought after neighborhoods in the region, it was given the opportunity to re-imagine what the property could and should be in the many years to come. The office building at 2801 Clarendon Boulevard was the perfect place to start. Because of the extra density on the entire site, which is transferrable from parcel to parcel, there was an opportunity to increase the height of the 100,000 sf office building and add a fourth floor of additional office. Though the Northern Virginia office market has been generally challenged over the past few years, Regency recognized that the amenities and walkability surrounding this building made it

a great candidate for redevelopment into a unique, boutique office building, unlike any others in the market.



The decision was made to pursue a redevelopment of this building and convert it into a 140,000 sf building with rooftop terraces, loft style office finishes, and new functionally sound retail spaces in a building which previously had no ground floor activity. Through diligent efforts with various neighborhood and community groups during 2017 and early 2018, Regency was able to successfully obtain Arlington Board of Supervisors approval to move forward with the redevelopment. The office building is scheduled to be completed in early 2020 and Regency is already nearly committed on over 75% of the building pre-leasing.

Another aspect of the redevelopment of this massive project is the improvement and enhancement of the common outdoor area known as The Loop. Placemaking and environment creation are critical to Regency's business model, which thrives on longer "dwell times" on premises and enhanced customer engagement. Regency is currently re-designing the existing common area and focusing not only on today's retail and restaurant tenancy, but more importantly, tomorrow's. Regency is planning enhanced walkability, the addition of additional retail pavilion buildings, and several community-centric green spaces to encourage more customer trips to the project.



ARTS DISTRICT HYATTSVILLE

FCGP Team Members: EYA

EYA has successfully developed a number of truly transformative communities throughout the region. Among the most notable is the Arts District Hyattsville (ADH), a dynamic, walkable, mixed-use community, which emerged out of an industrial section of Route 1 in Maryland, just outside the District. The project is spread across 25 acres, consisting of 40,000 SF of neighborhood serving retail, 300 apartments, 550 for-sale rowhomes, and several live-work units. A best-in-class mix of local and national retail tenants includes Busboys and Poets, Yes! Organic Market, Chipotle, and Tara Thai. With total costs of the townhome portion of the project at \$87M, total project costs were significantly in excess of \$100M.

EYA was initially drawn to the site when it became part of Prince Georges County's "Gateway Arts and Entertainment District". Turning a strip of dilapidated warehouses and auto body shops into a vibrant "Arts District" was no easy task, particularly with the lack of native commerce to lean on. EYA worked

with the community and City and County governments to gain unanimous approval from all appropriate bodies, including the Hyattsville Mayor and Council and the Maryland National Capital Park and Planning Commission (MNCPPC). Along with obtaining the entitlements, despite the pioneering

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nature of the site, EYA was able to capitalize on its reputation, expertise, and the strength of the project to finance it with a blend of private debt and equity. EYA was also able to obtain grants from the State and County to support infrastructure improvements needed for the project.



As part of the greater redevelopment effort, EYA preserved and renovated the historic Lustine Chevrolet auto showroom. Although demolishing all the existing buildings on site would have been a more efficient, cost-saving approach, the showroom's district architecture served as a nod to Route 1's commercial peak in the 1950s and deserved the additional time and effort to restore. Preserving this unique building in the heart of the development helped build neighborhood character and blend new with old. Today, the showroom serves as a community amenity with a lounge, fitness center, and art gallery.

While today the project is fully realized and serves as a catalyst for additional investment in the area, the project was not without its hurdles; the Great Recession of 2007/2008 started during the height of construction. While sales, leasing and construction slowed due to market conditions, EYA continued to build through the downturn. This ongoing commitment through times of trial, to not

only our employees but the County and surrounding community, is a testament to our company's values. Despite the challenges during development, ADH remains one of EYA's most significant and transformative projects to date. Arts District Hyattsville now sits proudly at the center of a variety of new residential and retail developments on the Route 1 corridor that were spurred by the project.

Arts District Hyattsville has been awarded both a Smart Growth Recognition Award from the Coalition for Smart Growth and the Maryland Governor's Priority Places Award for adhering to the principles of high quality development, walkability, and smart growth.





SHIRLINGTON VILLAGE

FCGP Team Members: Torti Gallas + Partners

Shirlington Village is located at the heart of Shirlington - Arlington's Arts and Entertainment District. Torti Gallas' design offers the convenience of urban living with easy access to restaurants, theatres, shopping, and civic facilities - all in walking distance. The intent of Torti Gallas' design was to keep and strengthen the theme of the village by adding the civic, residential, entertainment and retail components necessary to transform the site from a suburban strip into a walkable mixed-use urban village. A 12-story high-rise, a 4-story low-rise, and a 3-story low-rise each have an articulated appearance, and the vernacular languages and colors of the surrounding neighborhood have been kept. In addition to a range of retail and restaurants along the street edge, the residential buildings above include diverse unit types such as flats and lofts for the new residents. This mixed-use village creates not only interesting new streets, but a vibrant urban place to live, work, shop and play.

Shirlington Village fulfills a plan for an "urban village" that was a long time in the making. This site was originally developed in 1944 to provide shopping needs of the residents of nearby Fairlington, VA. Fairlington was

built in the early 1940's by the Defense Homes Corporation to house defense workers who were moving into the area to work at the newly built Pentagon and other government institutions in Northern Virginia.

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The neighborhood was the largest housing project financed by the Defense Homes Corporation during World War II and is now on the National Register of Historic Places. The original Shirlington Center was designed as an urban village with shops lining a main promenade which prospered through the 1950's. Unfortunately, the center eventually declined and a Phased Development Site Plan was created for the revitalization of the center.

SHIRLINGTON VILLAGE PROGRAM

Retail	24,000 sf of street level retail; 28,000 sf Harris Teeter grocery
Apartments	241 units in 3 buildings
GSF	325,210 sf
Total Project Costs	\$36,810,995
Year Completed	2007

With the new Shirlington Village came the revitalization of this area including three new mixed-use buildings designed by Torti Gallas to replace surface parking from the old shopping center. These mixed-use buildings define a new street and help create a vibrant sense of place. Ground floor retail enhances the existing street life and activates the new street while reinforcing the original pedestrian oriented nature of the site. Restaurants, coffee shops, retail stores, and pubs support street life and make the development a vital place at all hours of the day. A new Harris Teeter grocery store serves the needs of the residents in Shirlington as well as nearby Fairlington. The residential component helps create a vibrant place where people can live, eat, shop, work, and play. By fulfilling the redevelopment plan, the project helps return the area to its original state of prosperity, serving the needs of local residents as a true urban village.

Benefits to the Community and Similarity to West Falls Church

- The three buildings designed by Torti Gallas continue the existing shopping promenade and create a new pedestrian-oriented street leading to the new public

library. The ground floor of each building consists of a mix of retail uses which face directly onto the street, encouraging pedestrian activity.

- The entire site is geared toward a great pedestrian experience. All three mixed-use buildings are built to the sidewalk, catering to pedestrians. The high-rise is set back from a three-story podium, maintaining the small urban village feel while providing a high density with desirable light and air. Generously sized, tree-lined sidewalks encourage outdoor restaurant and cafe seating, and parallel parking along the sidewalk provides minimal on-street parking and works to buffer pedestrians from traffic.
- By reinvesting in a previously developed area instead of building on virgin land, resources are conserved and the history of the site is preserved. Aesthetically, the project is a logical continuation of the existing context in which it is located.
- In addition to providing parking for the new buildings it was also necessary to replace the existing surface parking. A single garage behind the high-rise building was constructed to serve all three buildings. This new garage encourages residents to walk from their cars to their apartments and experience the environment and street life of Shirlington Village.





THE WHARF

FCGP Team Members: PN Hoffman

The Wharf is a new \$2.3B mixed-income, mixed-use world class waterfront community along Washington, DC's SW Waterfront. The 24 acre site was transformed through a public private partnership between the District government, PN Hoffman (PNH), and its partners. Opening to national acclaim on October 12th, 2017, Phase 1 delivered 2M sf concurrently, making it one of DC's largest private development projects. The scale and complexity of The Wharf illustrates the unrivalled development and financing capacity of PNH's team. The expanded retail at the Municipal Fish Market and office buildings, 1000 Maine and Pier 4, which started a year later, will deliver in 2Q 2018. The Zoning Commission recently approved the Phase 2 PUD which will begin construction this summer and deliver in 2021/2022.

Mixed-Income Housing. Without using any dedicated affordable housing funding, PNH was able to finance 200 affordable units. The affordable and workforce housing units are functionally equivalent to the market

rate units, have a comparable unit mix to the market units, and are distributed seamlessly throughout the buildings. Phase 2 will include an additional 115 affordable and workforce housing units.

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THE WHARF PHASE 1 DEVELOPMENT PROGRAM (2.1M SF)

Apartments	131	30/60% AMI
	69	Workforce (100/120 % AMI)
	449	Market Rate
	649 TOTAL	
Condos	112	Vio (Market Rate)
	96	525 Water (Market Rate)
	11	525 Water (50/80% AMI)
	219 TOTAL	
Retail	191,000 sf	
Public Space	10 acres of parks, plazas, public piers, streets and ROW	
Hotel	Intercontinental (278 rooms)	
	Hyatt House (237 rooms)	
	Hilton Canopy (175 rooms)	
Office	491,000 sf	
Fish Market Retail	39,000 sf	
Cultural	140,000 sf Anthem Concert Hall	
Parking	1,300 below-grade spaces	

Placemaking / Mixed-Use Development.

The Wharf combines a wide variety of uses including office, housing, retail, hospitality, cultural, recreation, and public space into a vibrant, amenity-rich, 18-hour neighborhood that attracts District residents and visitors alike. Key to its success are the beautifully designed public spaces and the carefully curated collection of more than 30 restaurants and shops. The Wharf team handpicked every retail tenant as it implemented its vision of creating a unique and authentic neighborhood that builds on DC culinary talent, artisan retail, and local brands. As such, The Wharf is now home to well-known local chefs as well as fast casual favorites with more options opening soon. DC's historic Fish Market is being preserved and expanded with additional food offerings. SW neighborhood favorite Nick Fontana's Cantina Bambina and DC retail institution Politics & Prose add to the dynamic mix as well as neighborhood serving retail. A

varied collection of arts and entertainment venues round out the program including the Anthem, a 6,000-person concert hall. A block away, Pearl Street Warehouse, a 300-person venue focused on Americana and Blue Grass music, and Union Stage, another venue focused on local artists and many family-friendly performances, offer a more intimate experience. When The Wharf broke ground, many questioned whether it would be able to fill its office space. PNH's ability to deliver on its vision of a vibrant, world class neighborhood has attracted top private and non-profit tenants, like the new Washington Gas headquarters, MakeOffices co-working platform, and the American Psychiatric Association. Currently, The Wharf's office space is 70% leased with strong pre-leasing activity for Phase 2.

Public and Private Financing. The Wharf is a conventionally financed, low leverage project with a focus on long-term ownership. Phase One was financed with over \$415M of committed equity, \$198M of TIF/PILOT bond proceeds, \$103M of EB-5 funds and \$800M of lender-provided construction debt. In addition to conventional private financing, PNH has effectively accessed and utilized non-traditional capital sources to fund The Wharf's high quality public space and infrastructure.

Public Private Partnership and Entitlements.

After an extensive national developer search in 2006, PNH and its partners were awarded the development rights to the Southwest Waterfront by DMPED. Over the last ten years, PNH has worked closely with the District to negotiate the acquisition of the formerly city-owned land through a long-term ground lease disposition as well as secure extensive entitlement approvals. Working with the District and the Zoning Commission, PNH was able to negotiate increased density, totaling over 3M sf, while achieving the District's affordable housing, transportation, economic development, local hiring, sustainability, and cultural goals.

4.5. QUALIFICATIONS AND EXPERIENCE

The Wharf's entitlement efforts culminated in approval of the city's largest private PUD. The Stage 1 PUD approval in 2011 provided the entitlement for the full project, defined the parcel boundaries, set the building heights, provided basic parameters and ranges regarding square footage of each use throughout the 11 individual parcels, and included a map amendment to rezone the entire site -primarily to zone C-3-C from W-2. Phase 1 of The Wharf was subsequently designed and approved through 11 separate Stage 2 PUD approvals and four minor modifications. All of The Wharf's PUD approvals have been unanimously approved by the Zoning Commission.

The Wharf also required extensive local and Federal design reviews as well as four separate Acts of Congress and eight



approvals of the DC Council. The Wharf is built over WMATA's yellow and green line tunnels which required careful coordination and construction accommodations and approvals. PNH is uniquely qualified to secure local and Federal approvals on large complex neighborhood scale redevelopments.

Community Outreach. During the master planning process and beyond, PNH held more than 750 community meetings, large and small, to build consensus among various groups, while balancing the District's goals and the economic realities of the project. PNH developed a structured community engagement process that ensured the team was providing regular updates to and receiving regular input from the community as well as its District government partners.

This open approach and community commitment built strong support for The Wharf and PNH within the SW community that is based on mutual respect, trust and credibility

Design excellence and sustainability. The Wharf is the most sustainable mixed-use project in the city's history. The Wharf was the first to implement AWI's expanded sustainability standards and worked closely with DDOE on implementation. The Wharf incorporates numerous innovative sustainable designs, significantly increasing the value of the properties as well as reducing operating costs. The Wharf has been designed to achieve LEED-Gold ND certification including 14 LEED-certified buildings. There is a 250kW co-generation plant for heating, cooling and electric and more than 50% of rooftops are green (over five acres). The site has 99% retention and reuse of storm water (up to 3.2" storm event) due to a site wide system of cisterns that can collect up to 11 M gallons of rainwater per year. Other low-impact development strategies include vegetative bioretention and filtering/reusing rainwater.

The 10 acres of public space (parks, plazas, streets, sidewalks, piers) are the stars of The Wharf creating beautiful, timeless spaces that welcome everyone, DC residents and visitors alike, to linger and enjoy the city's waterfront. The spaces range from hardscaped plazas for sitting and enjoying a coffee or ice cream, to public piers that can be programmed with local festivals and events, to the passive 3-acre Waterfront Park that was designed through a community design charrette with residents nominated by each of the ANC commissioners. PNH understands how high quality public spaces can help integrate new communities with existing ones, elevating the quality of life and increasing land values.