

# EYA Metro Map of Development

## Communities Developed by EYA

### WASHINGTON, DC

1	Chancellor's Row, Washington, DC	237	Townhomes
2	Capitol Quarter, Washington, DC	208	Townhomes
		111	Affordable
3	Harrison Square, Washington, DC	98	Townhomes
4	Bryan Square, Washington, DC	38	Townhomes
5	Capitol Square, Washington, DC	93	Townhomes
6	Courts of Chevy Chase, Washington, DC	29	Townhomes
7	Hillandale, Washington, DC	29	Townhomes

### VIRGINIA

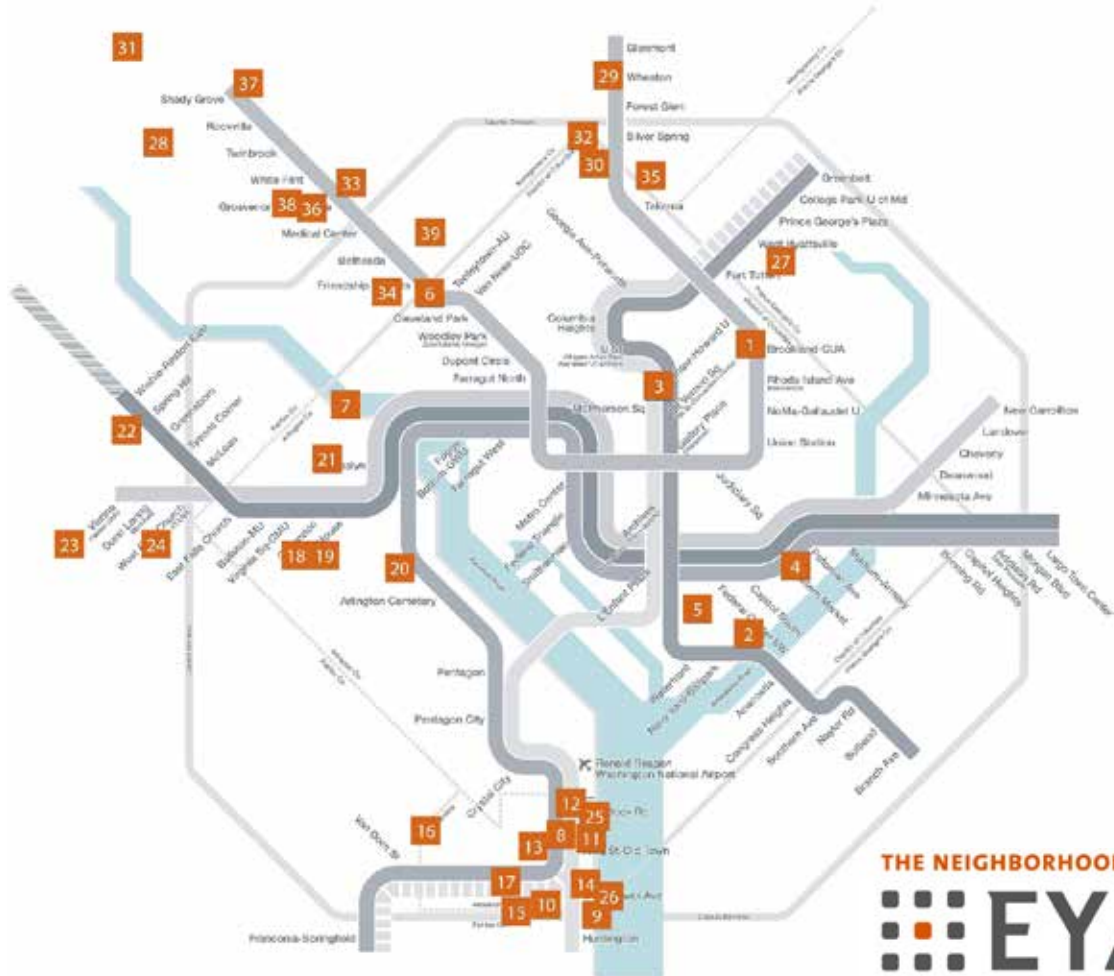
8	Old Town Commons, Alexandria, VA	155	Townhomes
		76	Condominiums
		134	Affordable
9	Ford's Landing, Alexandria, VA	136	Townhomes
10	Old Town Village, Alexandria, VA	116	Townhomes
		39	Courtyard Homes
11	Chatham Square, Alexandria, VA	100	Townhomes
		52	Affordable
12	Potomac Greens, Alexandria, VA	120	Townhomes
13	The Lofts Braddock Metro, Alexandria, VA	40	Townhomes
14	Rivergate, Alexandria, VA	58	Townhomes
15	Carlyle City Residences, Alexandria, VA	26	Townhomes
16	Alexandria Crossing, Alexandria, VA	18	Townhomes
		60	Affordable
17	The Villages of Stonegate, Alexandria, VA		
	The Mews	79	Townhomes
	The Manors	108	Condominiums
	The Hamptons	85	Townhomes
18	Clarendon Park, Arlington, VA	87	Townhomes
19	Courthouse Hill, Arlington, VA	69	Townhomes
		133	Condominiums

\* Currently under development

20	Monument Place, Arlington, VA	17	Townhomes
21	Palisades Park, Arlington, VA	129	Townhomes
22	Westwood Village, Tyson's Corner, VA	112	Townhomes
23	Centerpointe, Fairfax, VA	90	Townhomes
24	Mosaic District, Fairfax, VA	137	Townhomes
25	The Oronoco, Alexandria, VA	60	Condominiums
26	Robinson Landing *	26	Townhomes
		70	Condominiums

### MARYLAND

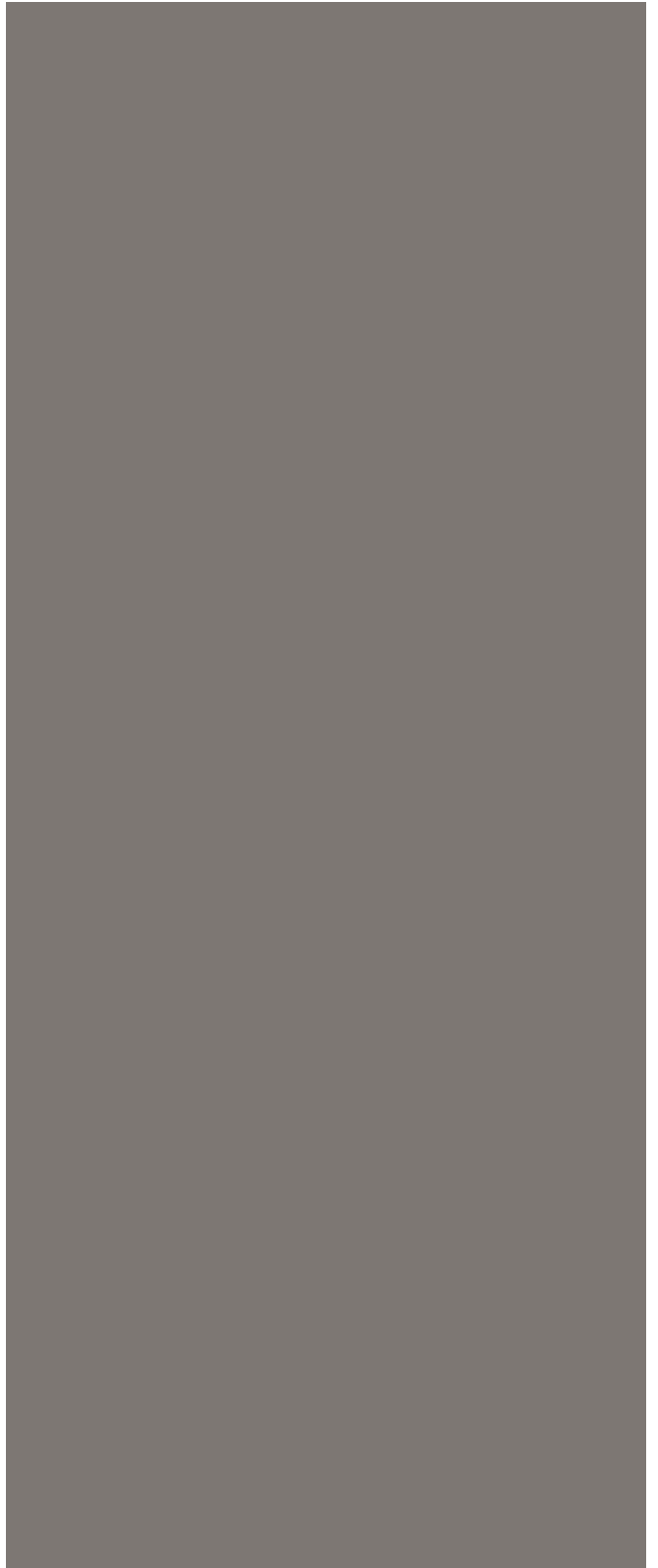
27	Arts District Hyattsville, Hyattsville, MD	300	Townhomes
		250	Multi-Family
		40,000	SqFt of Retail
28	The Brownstones at Park Potomac, Potomac, MD	150	Townhomes
29	The Brownstones at Wheaton Metro, Wheaton, MD	75	Townhomes
30	Cameron Hill at Silver Spring Metro, Silver Spring, MD	57	Townhomes
		116	Condominiums
31	Falls Grove, Rockville, MD	264	Townhomes
		55	Single Family Homes
		55	Courtyard Homes
32	National Park Seminary, Silver Spring, MD	90	Townhomes
			& Courtyard Homes
33	Strathmore Park at Grosvenor Metro, Rockville, MD	60	Condominiums
34	Little Falls Place	30	Townhomes
35	Chelsea Heights	63	Townhomes
36	Grosvenor Heights *	152	Townhomes
37	Westside at Shady Grove Metro *	407	Townhomes
		1,114	Multi-Family
38	Montgomery Row *	168	Townhomes
39	The Brownstones at Chevy Chase Lake *	62	Townhomes
		6,643	Total Units



# Financial

*CONFIDENTIAL - Not Releasable Under VFOIA*

Financial Risks Page



## Payment Bonding Capacity Letters



ALLEGHENY CASUALTY COMPANY  
INTERNATIONAL FIDELITY INSURANCE COMPANY

April 9, 2018

Mr. Jim Wise  
Purchasing Office / City of Falls Church  
300 Park Avenue, Suite 300 East  
Falls Church, VA 22046

RE: EYA Bonding Capacity Proposal

Dear Mr. Wise:

International Fidelity Insurance Company ("IFIC") has been requested to provide you with information concerning the financial capacity and capability of EYA Homes, LLC ("EYA"). We have provided bonding for the acquisition, development, and construction of four large scale, urban-infill residential projects with EYA in the recent past. These projects include all phases of Old Town Commons (Alexandria, VA), Chelsea Court (Silver Spring, MD), The Brownstones at Chevy Chase Lake (Chevy Chase, MD) and Westside at Shady Grove (Rockville, MD).

IFIC has a deep relationship with EYA and considers the EYA partnership a premier client within the Mid Atlantic portfolio. EYA has significant bonding capacity at IFIC and we believe EYA partnership could easily secure any bonds that may be required to acquire and redevelop the approximately ten-acre City of Falls Church George Mason High School – West Falls Church PPEA Economic Development Site.

With regard to their current financial condition, EYA has more than sufficient capacity in their bonding facility to fulfill all bonding requirements needed for development costs for the City of Falls Church George Mason High School – West Falls Church PPEA Economic Development project. Please contact me with any questions.

Thank you.

Sincerely yours,

A handwritten signature in black ink that reads "Ira B. Katz". The signature is written in a cursive style.

Ira B. Katz, Regional Manager  
International Fidelity Insurance Company

5 Park Center Court, Suite 300 • Owings Mills, MD 21117 • Phone (443) 333 7377 • www.ific.com

APPENDIX

Statements of Interest from Lenders



Real Estate Banking Group  
1750 H. Street, NW, Suite 400  
Washington, DC 20006  
202 303-3000  
202 429-2984 Fax

Wells Fargo Bank, N.A.

May 1, 2018

Jim Wise, Purchasing Agent  
The City of Falls Church  
300 Park Avenue  
Falls Church, VA 22046

RE: EYA Proposal, RFP No. 0501-18-GMHS-WFC

Dear Mr. Wise,

Wells Fargo Bank, N.A. has been requested to provide you with information concerning the financial capacity and capability of EYA Homes, LLC ("EYA"). EYA and its affiliated entities have provided cash and obtained credit facilities for the acquisition, development, and construction of two large scale, urban-infill residential projects with Wells Fargo in the last three years. These projects include Grosvenor Heights (Bethesda, MD) and Chelsea (Silver Spring, MD). The total loan size for these projects were \$108M and \$32M, respectively.

Wells Fargo Bank, N.A. has a deep relationship with EYA since its founding in 1992 and considers EYA a premier client within the Mid Atlantic portfolio. EYA has significant borrowing capacity at Wells Fargo Bank and we believe EYA could secure funds that may be required to acquire and redevelop the George Mason High School – West Falls Church PPEA property.

With regards to their current financial condition, EYA has more than sufficient net worth to fund all equity needed for pre-development costs for the property. Should EYA become the contract Purchaser for this property, I believe that there are currently sufficient cash and/or liquid assets immediately available to them to support the pre-development costs of the Project. Please contact me at 202-303-3054 with any questions. Thank you.

Sincerely yours,

Charles Schulz  
Vice President  
Wells Fargo Bank, N.A.  
Commercial Real Estate



May 1, 2018

Jim Wise, Purchasing Agent  
The City of Falls Church  
300 Park Avenue  
Falls Church, VA 22046

RE: EYA Proposal, RFP No. 0501-18-GMHS-WFC

Dear Mr. Wise,

M&T Bank has been requested to provide you with information concerning the financial capacity and capability of EYA Homes, LLC ("EYA"). EYA and its affiliated entities have provided cash and obtained credit facilities for the acquisition, development, and construction of three large scale, urban-infill residential projects with M&T in the last three years. These projects include The Oronoco (601 N. Fairfax Street in Alexandria, VA), Chancellor's Row (NE Washington, DC) and Mosaic District (Fairfax, VA). The total budgets for these projects were \$76M, \$85M, and \$56M, respectively.

M&T Bank has a deep relationship with EYA and considers EYA a premier client within the Mid Atlantic portfolio. EYA has significant borrowing capacity and access to capital to secure construction funding required to acquire and develop the George Mason High School – West Falls Church PPEA property. M&T Bank would be extremely pleased to be the construction lender on the Project.

Should EYA become the contract Purchaser for this property, I believe they have sufficient cash, access to capital and/or borrowing capacity to cover pre-development costs for the Project.

Please feel free to contact me at 703-748-3747 for more background on our excellent relationship with EYA.

Best regards,

Sincerely yours,

A handwritten signature in black ink, appearing to read 'D. Vigen', written over a light blue horizontal line.

Douglas L. Vigen  
Group Manager  
Commercial Real Estate Finance  
M&T Bank



April 12, 2018

Jim Wise, Purchasing Agent  
The City of Falls Church  
300 Park Avenue  
Falls Church, VA 22046

Re: EYA Proposal, RFP No. 0501-18-GMHS-WFC

Dear Mr. Wise,

EagleBank has been requested to provide you with information concerning the financial capacity and capability of EYA Homes, LLC ("EYA"). EYA and its affiliated entities have provided cash and obtained credit facilities for the acquisition, development, and construction of Chevy Chase Lake, a large scale, urban-infill residential project located in Chevy Chase, MD.

EagleBank has a deep relationship with EYA and considers EYA a premier client within the portfolio. Based on previously provided financial information, EYA has significant borrowing capacity at EagleBank and we believe EYA could secure any funds that may be required to acquire the above referenced property.

Based on previously provided financial information, EYA has more than sufficient net worth to fund all equity needed for pre-development costs for the property. Should EYA become a contract Purchaser for this property, I believe that there are currently sufficient cash and/or liquid assets immediately available to them to support the pre-development costs of the Project. Please contact me at 240-497-2094 with any questions. Thank you.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "Jake Emerson", written over a blue circular stamp or watermark.

Jake Emerson  
AVP, Relationship Manager  
Commercial Real Estate Banking  
EagleBank

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7830 Old Georgetown Road, 3rd Floor  
Lending Center  
Bethesda, MD 20814



**VIA PDF**

April 26, 2018

Jim Wise, Purchasing Agent  
The City of Falls church  
300 Park Avenue  
Falls Church, VA 22046

**RE: PN Hoffman Proposal, RFP No. 0501-18-GMHS-WFC**

Dear Mr. Wise,

PSP Investments is pleased to provide this preliminary equity commitment letter in conjunction with PN Hoffman's submission for the West Falls Church RFP.

In PSP's experience, PN Hoffman has a market-leading ability to conceptualize and execute world class projects and neighborhood transformations – across all product types. This is now fully on display at The Wharf, in which we hold a nearly 50% interest. PN Hoffman's passion for engaging with the community throughout the planning process contributed immensely to The Wharf's embrace by the entire Washington region, and to its economic viability. When this unique development approach and execution expertise is combined with PSP's long-term investment hold period, the design quality of the buildings and public spaces created can far exceed that of combining traditional development companies with capital sources focused on short-term gains. It is for these reasons that we have identified PN Hoffman as one of our pension plan's key strategic development relationships, and why we find the West Falls Church opportunity so compelling. PN Hoffman builds for the long-term, and we invest for the long-term.

For background, PSP Investments is one of Canada's largest pension investment managers, with \$135.6 billion of net assets under management as at March 31, 2017. The firm invests funds for the pension plans of the Public Service, the Canadian Armed Forces, the Royal Canadian Mounted Police and the Reserve Force. Our skilled and dedicated team of more than 700 professionals manages a diversified global portfolio composed of investments in public financial markets, private equity, real estate, infrastructure, natural resources and private debt.

Although we are headquartered in Montreal, our team is regularly in Washington, D.C. working with PN Hoffman, and would welcome an opportunity to speak further about this unique opportunity. Please feel free to contact me at any time per my information below.

Sincerely,



Loren Shore  
Director  
PSP Investments  
1250, boul. René-Lévesque Ouest, bureau 900  
Montréal (Québec) H3B 4W8  
T. 514-925-4508 C. 514-824-6802

Updated as of 5/11/17

**CREDIT REFERENCES  
REGENCY CENTERS, L.P.**

**Headquarters Office**  
One Independent Drive, Suite 114  
Jacksonville, FL 32202

Phone: 904.598.7000  
Website: [www.regencycenters.com](http://www.regencycenters.com)

**OFFICERS:** (not a complete list)

Martin E. Stein, Jr..... Chairman and CEO  
Lisa Palmer..... President and CFO  
James Thompson..... Executive Vice President, Operations  
Mac Chandler..... Executive Vice President, Development

**FEDERAL TAX I.D. NUMBER:**.....59-3429602  
(W-9 attached)

**DATE INCORPORATED:**.....October 1993

With more than 50 years of experience, Regency is the preeminent national owner, operator and developer of neighborhood and community shopping centers. The Company's portfolio of 429 retail properties encompasses over 59 million square feet, is primarily anchored by productive grocers and is located in affluent and infill trade areas in the country's most attractive metro areas. Regency has developed 227 shopping centers since 2000, representing an investment at completion of more than \$3.5 billion. Operating as a fully integrated real estate company, Regency is a qualified real estate investment trust that is self-administered and self-managed, and a member of the S&P 500 index.

**FINANCIAL REFERENCES:**

Cash Management and Sole Lead Arranger on our \$1B Line of Credit	Cash Management and Lockbox Administration	Supplier Credit Card Program
Wells Fargo Bank	PNC Bank	US Bank
Contact..... <i>Matthew Ricketts</i>	Contact..... <i>Marcy Burns, VP</i>	Contact..... <i>Mark Driscoll, VP</i>
550 South Tyron Street	120 South Central	1100 Abernathy Road NE
6 <sup>th</sup> Floor	Mailstop S1-YB93-08-06	Suite 1250, Building 500
Charlotte, NC 30339	Clayton, MO 63105	Atlanta, GA 30328
Phone: 704.410.1771	Phone: 314.898.1235	Phone: 770.512.3128
Email: <a href="mailto:matt.ricketts@wellsfargo.com">matt.ricketts@wellsfargo.com</a>	Email: <a href="mailto:marcy.burns@pnc.com">marcy.burns@pnc.com</a>	Email: <a href="mailto:mark.driscoll@usbank.com">mark.driscoll@usbank.com</a>

**TRADE/VENDOR REFERENCES:**

Office & Technology Supplies	Marketing & Public Relations	Software Solutions & Consulting
Staples Advantage	Drummond Press, Inc.	CDW
Contact..... <i>Karen Rucks</i>	Contact..... <i>Michael Maxwell</i>	Contact..... <i>Craig Holzem</i>
6631 Executive Park Court North Building 108, Suite 100	2472 Dennis Street	200 North Milwaukee Ave.
Jacksonville, FL 32216	Jacksonville, FL 32204	Vernon Hills, IL 60061
Phone: 904.285.3329	Phone: 904.354.2818	Phone: 877.325.6648
Email: <a href="mailto:karen.rucks@staples.com">karen.rucks@staples.com</a>	Email: <a href="mailto:michaelm@drummondpress.com">michaelm@drummondpress.com</a>	Email: <a href="mailto:cholzem@cdw.com">cholzem@cdw.com</a>

To view detailed information about Regency including financial statements, a complete list of officers, office locations and investor information, please visit our website at [www.regencycenters.com](http://www.regencycenters.com).

Regency Centers, L.P.

By: Celia R. Paulk  
Vice President-Corporate Accounting

Attached W-9



Form **W-9**  
(Rev. December 2014)  
Department of the Treasury  
Internal Revenue Service

## Request for Taxpayer Identification Number and Certification

**Give Form to the  
requester. Do not  
send to the IRS.**

Print or type  
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**Regency Centers, L.P.**

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:  
 Individual/sole proprietor or single-member LLC  
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ \_\_\_\_\_  
**Note.** For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.  
 Other (see instructions) ▶ \_\_\_\_\_  
 C Corporation  
 S Corporation  
 Partnership  
 Trust/estate

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  
 Exempt payee code (if any) \_\_\_\_\_  
 Exemption from FATCA reporting code (if any) \_\_\_\_\_  
*(Applies to accounts maintained outside the U.S.)*

5 Address (number, street, and apt. or suite no.)  
**1 Independent Drive, Suite 114**

6 City, state, and ZIP code  
**Jacksonville, FL 32202-5019**

7 List account number(s) here (optional)

Requester's name and address (optional)

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number

--	--	--	--	--	--	--	--	--	--

or

Employer identification number

5	9		-	3	4	2	9	6	0	2
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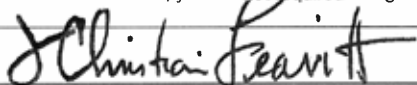
**Note.** If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

### Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are **currently** subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 **does** not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are **not** required to sign the certification, but you must **provide** your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶  Date ▶ 12/10/2015

### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/fw9](http://www.irs.gov/fw9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
  - Form 1099-C (canceled debt)
  - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.*

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.