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# WEST FALLS CHURCH ECONOMIC DEVELOPMENT PROJECT

RFP NO. 0501-18-GMHS-WFC

VOLUME I



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 By: [Signature] Company's Legal Name 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.

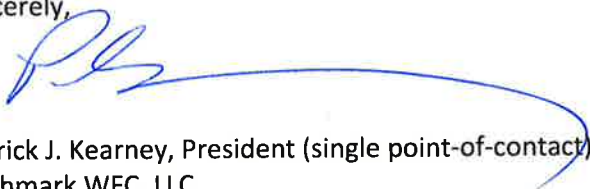
Our team’s combined experience and qualifications provide a broad array of multidisciplinary talent and capability, as well as a unique and versatile redevelopment approach. In preparing our response we have confirmed that the success of the project largely relies upon a careful understanding of the 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](mailto:pkearney@rushmark.com)  
2900 Fairview Park Drive  
Falls Church, VA 22042

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