



TEAM DESCRIPTION

TAB 1

DEVELOPMENT TEAM

FIVESQUARES DEVELOPMENT

Co-Lead Developer, Day-to-Day Development Manager

Fivesquares Development is a transit-oriented, mixed-use focused development firm established in 2015 by Andy Altman, former planning director of Washington DC, and Ron Kaplan, former Chief Investment Officer of Federal Realty. Our development team possesses a unique combination of skills and experience best suited to maximize value and achieve the objectives for the City of Falls Church.

Fivesquares Development is an award-winning development firm whose principals have a proven track record of partnering with land-owning non-profits, institutions, and cities to design exemplary high-quality real estate projects that integrate community oriented amenities and deliver superior returns. We are experienced in navigating complex entitlement processes in local jurisdictions. Ron Kaplan, while Chief Investment Officer at Federal Realty, one of the largest and most successful retail and mixed used developers in the United States, created the Street Retail business (including Bethesda Row and Santana Row) and is expert at financial structuring and building complex mixed-use developments that generate urban vitality in suburban contexts. Andrew Altman, former DC Planning Director, has won international design awards for his work in Washington DC on the Anacostia Waterfront and CityCenter. He also led the largest regeneration project in the United Kingdom as the Chief Executive Officer of the London Olympic Park Legacy Company which transformed the 600-acre 2012 Olympic Park into a new urban center. Andy provides our team with unparalleled master planning expertise.

OUR TEAM OFFERS

- Substantial experience and award-winning design talent for transit-oriented development planning , complex master planning and smart growth
- Unwavering commitment to community outreach and community-based planning
- Demonstrated dedication to market-based solutions for multi-modal mixed-use development
- Deep knowledge of various land uses in the Northern Virginia Real Estate Market
- Proven track record of award-winning, high-quality residential development
- Proven creativity in structuring complex public/private development agreements and profit sharing arrangements
- Financial strength and construction loan guarantee capacity

DEVELOPMENT TEAM SUMMARY

We are a Principal-driven company. The breadth of experience our team offers is designed to be deep and diverse. When you select our firm, you are working directly with the principals of Fivesquares on a daily basis and getting the benefit of their extensive experience to devise and execute the best solution to meet your needs. We are at the meetings and we are personally involved in leading all aspects of the work.

Andy Altman – Urban Planning and Public/Private Development background spanning from Planning Director of DC to CEO of the London Olympic Park Legacy Company and Deputy Mayor for Economic Development and Planning, City of Philadelphia

Ron Kaplan – Financial background and expertise in creative financial structuring, former CIO of Federal Realty and founder of Streetscape Partners

Paul Sowter – Construction background with over 30 years of experience, was former Senior Construction Executive at Vornado, who worked with some of the world's most famous architects and led some of the most complicated

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construction projects in the District

Matt Harris – Project Management background, was project manager for EastBanc Development for one of the most complex mixed use projects in the District, the Hine School, with long experience leading developments through extremely complicated entitlement approvals and community engagement

EDENS

Co-Lead Developer, Retail Development and Leasing, Master Planning and Placemaking

EDENS is a retail real estate owner, operator and developer of a nationally leading portfolio of 125 places. Our purpose is to enrich community through human engagement. We design our places to achieve 3.5 trips per week and 5 hours of dwell time. We know that when people come together, they feel a part of something bigger than themselves and prosperity follows – economically, socially, culturally and soulfully.

From a small family-owned business in South Carolina, to the innovative, nationally-leading company we are today, EDENS has a rich history that spans more than 50 years. Our founder, Joe Edens, created the company in 1966 on the foundation of entrepreneurship, human connection and exceptional service. Rooted in community, our history is far more than the places we have built; ours is a story of the diverse people, neighborhoods, partnerships and places we have served. We understand that when we come together as community, we connect and form bonds – with each other and neighbors – creating meaningful stories that are passed on from generation to generation. Our values are reflective of this human ideal and they continue to live through our culture today.

We have a proven track record of developing vibrant mixed-use districts in suburban locations. Our recent projects such as South Bay in Boston, MA, Mosaic District in Fairfax County Virginia, and Union Market in Washington, DC each showcase our ability to transform underutilized land into vibrant, connected communities through innovation, connectivity, careful planning, and execution.

DESIGN TEAM

CUNNINGHAM | QUILL ARCHITECTS

Master Planner, Urban Designer, Architecture and Sustainability Manager

Cunningham | Quill Architects, PLLC located at Canal Square in historic Georgetown, Washington, DC, was founded in 1996 to provide complete professional services in the fields of community planning, urban design and architecture. Founding principals Lee Quill, FAIA, CNU and Ralph Cunningham, FAIA bring over forty years of experience to the practice, that has shaped a unique design sensibility and well-rounded approach, helping the firm grow substantially over the years. Cunningham | Quill has a staff of 25 architects and planners experienced in urban design, master planning, and architecture.

From mixed-use, multi-family buildings to master planning for entire towns, Cunningham | Quill Architects uses an approach tailored to the unique demands of every project. The most definitive characteristic of the firm is excellence in design achieved through rigorous attention to detail. Whether we defer to context and history or break the mold with inventive designs, our ultimate goal is to create and enhance Place. Cunningham | Quill employs extensive community outreach in order to create architecture and urban design that serves not only the client but everyone affected by the project. As Washington, DC natives, the two Founding Principals are deeply committed to enriching the local and regional built environment. This commitment is an integral facet of the Cunningham | Quill design philosophy.

For its design achievements, the firm has received 74 American Institute of Architect awards, including the Award of

Excellence for Architectural Design, the Award of Merit for Architectural Design and Planning, the Washingtonian Award of Residential Distinction, the “Pro Bono Public Award” honoring outstanding design in public interest, and the “Outstanding Redevelopment Plan” from the Virginia Chapter of the American Planning Association. Internationally recognized, Cunningham | Quill has received two Charter Awards from the Congress for the New Urbanism.

Our mission is to bring together complementary strengths and experience to unite client interests and community needs with design excellence.

WILES MENSCH

Civil Engineering

Wiles Mensch Corporation (WMC) established in 1986, is a woman-owned firm that provides civil engineering, survey, urban design, and development consulting services to public and private organizations throughout Northern Virginia and the Washington DC metro area. Innovative solutions and sound technical advice are reflected in all of WMC’s areas of expertise including: site selection, design and engineering, development planning, urban design, comprehensive and environmental planning, growth management and urban research.

WMC offers a full spectrum of survey and engineering services including topographic, boundary & utility surveying, GPS and close range photogrammetry, site design for grading, drainage, stormwater management, water, sewer, roads, paving, parking, transportation networks, and sedimentation and erosion controls. The accumulated experience is national in scope and includes a significant number of transit oriented mixed-use, park, government, design/build, university, museums, historic structures, technical centers, research facilities, and public building projects. WMC is equally aware of the special nature and unique requirements of developmental and rehabilitation projects within historic and environmentally sensitive areas.

WMC has completed numerous landscape and environmental assignments in communities and jurisdictions with unique environmental features that require innovative development programs. WMC offers a full range of landscape architectural services for various project types including public parks and recreation facilities, county-wide park and preservation planning; mixed-use, residential, and commercial development, as well as urban streetscapes and civic spaces.

WMC has worked with the leading developers, architectural firms and contractors in the Washington, DC area and has been successful in completing thousands of projects in the last three decades. These ranged from tight urban sites to multiple building campus settings. All required WMC’s expertise in planning, topographic modifications, utility research and study; subsurface analysis, renovation studies, agency review processing, and interdisciplinary coordination.

HUNTON ANDREWS KURTH LLP

Zoning and Land Use

Hunton Andrews Kurth LLP is a law firm created by the 2018 merger of two preeminent firms, each more than a century old: Hunton & Williams and Andrews Kurth Kenyon. With 1,000 lawyers in the United States, Asia, Europe and the Middle East, the firm serves clients across a broad range of complex transactional, litigation and regulatory matters.

The combination brings together two internationally preeminent energy practices, uniting a tier one oil and gas practice with a tier one power practice. It also integrates two deep and diversified corporate and finance practices, strengthening already robust capabilities in capital markets, private equity and structured finance. The firm now has

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one of the largest full-service litigation practices in the country, with particular depth in the key litigation markets of Texas, California, Florida and the Mid-Atlantic.

Hunton Andrews Kurth brings together multiple widely recognized industry-leading practices, including privacy and cyber security, intellectual property, environmental and P3, public finance and infrastructure. Both legacy firms have received recognition and accolades in the league tables and rankings outlets for their work in these, and other, practice areas.

CONSTRUCTION TEAM

CLARK CONSTRUCTION

Pre-Construction Services and General Contractor

Clark Construction Group is one of the most experienced and respected building and civil construction firms in the United States. For over a century, we have been transforming the ideas and visions of our clients into award-winning projects. We build with the intention of exceeding our clients' expectations for safety, quality, functionality, and aesthetics, and deliver finished products that stand the test of time. Clark has been helping our clients build for over a century. American owned and operated since 1906, we have grown from a small local excavator into one of the most capable and trusted providers of construction services. As one of the nation's most established firms with annual revenue in excess of \$4 billion dollars, we have a long-term perspective that is invaluable in our industry.

Clark is a diversified contractor, and is able to safely meet the needs of public and private clients on a variety of project types, including new construction and renovation of office buildings, healthcare facilities, roadways, airports, water treatment plants, multi-family residential housing, sports facilities, convention centers, performing arts and entertainment venues, hotels, educational facilities, laboratories, rail stations, correctional institutions, manufacturing plants, and all manner of infrastructure. We remain true to the same principles on which our company was founded over a hundred years ago: providing superior service to our clients, putting safety first, creating opportunities for our people, delivering exceptional work, fostering innovation, acting with integrity, and strengthening our communities. These tenets unite us as one company, and guide every aspect of our business.

As one of the Mid-Atlantic Region's largest and most respected contractors, Clark has a solid track record for completing projects in the Greater Washington, DC area, including Falls Church. Our professional capabilities and reputation, coupled with our long standing commitment to the local community, means that our clients can be confident that their project is in the best possible hands.

Clark has been the general contractor for well over 900 projects in the area and for all types of work, spanning the full breadth of our product offerings, especially high-rise office buildings. With an average of \$1.8 million in annual revenue in the region, the depth of our experience has provided our project team with the opportunity to develop strong relationships with local subcontractors; first-hand knowledge of how to fully satisfy unique Fairfax County requirements; and access to the region's most comprehensive database of real-time construction pricing data.

Clark's depth of local experience, as well as our leadership position in the local marketplace, allows our clients to receive the most competitive prices from the most qualified subcontractors, vendors and suppliers. Additionally, our established relationships throughout the local subcontracting community will allow for early subcontractor involvement for purposes of estimating, value analysis and constructability review. This will both directly and positively benefit your future project by ensuring that it is ultimately constructed at the lowest overall cost without sacrificing safety or quality.

TEAM DESCRIPTION
ORGANIZATIONAL CHART

