



# West Falls Church Economic Development Project

RFP No. 0501-18-GMHS-WFC

Submitted By  
SCD Acquisitions Mid Atlantic LLC  
(Skanska USA Commercial  
Development Inc.)

May 1, 2018

**SKANSKA**

# Skanska Differentiators

## Financial Strength

- Ability to execute our vision through 100% self-financing
- Integrated approach - finance, develop and build
- Certainty of closing and delivery
- Ability to deliver in any economic environment

## Timely Decisions

- Act Locally
- Committed to collaboration with The City of Falls Church to reach highest value
- Agile and responsive team that has experience in the D.C. Region

## Risk Mitigation

- One company delivering development, construction, infrastructure and civil expertise
- In house construction expertise allows for early involvement and planning for unknown
- Team experience in building stakeholder consensus and intricate masterplanning exercises
- Extensive development experience in Washington D. C. Region

## Vision

- Collaboration with the City of Falls Church and its citizens to develop a vision that:
  - Maximizes the value of the site and revenue to The City of Falls Church
  - Creates a new transit-oriented live/work/play neighborhood that complements the adjacent uses
  - Focuses on place making and creating a sense of community

## World Class Development and Construction

- Skanska's extensive resume including experience with various product types
- Experience working with premier architects on highly complex and innovative projects



**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](mailto: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)**

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**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:  
 SCD Acquisitions Mid Atlantic, LLC  
 (c/o Skanska Commercial Development) \_\_\_\_\_ By: \_\_\_\_\_  
 Company's Legal Name Authorized Representative - Signature in Ink

Address 1776 Wilson Blvd Name: Mark Carroll  
Suite 250 Title: Manager

Arlington, VA Zip: 22209 Date: April 30, 2018

Phone: 703-351-2700 Email: mark.carroll@skanska.com

FAX: 703-351-2701 VA SCC Business Registration # T0572224  
See Section 8.5 "Proof of Authority To Transact Business In VA"

***This Proposal contains appropriately marked proprietary and/or confidential Information.***  
**XNo   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.

April 30, 2018

On behalf of SCD Acquisitions Mid Atlantic LLC ("Skanska"), thank you for the opportunity to present the following response to the Request for Proposal(RFP) provided by the City of Falls Church.

We have thoughtfully reviewed the RFP and have set forth in this response an integrated approach to how we would like to create a shared vision, design, and ultimately a successful development for this highly-coveted site. One that will meet the goals of the City of Falls Church; creating a mixed-use, transit oriented, civic focused and sustainable destination that would complement the adjacent educational uses, while delivering the highest potential value/tax revenue to the City of Falls Church and its citizens.

We look forward to collaborating with The City of Falls Church and having an open, productive dialogue with the local stakeholders that will give the project team the ability to create a collective vision that will provide a win-win solution for all.

Skanska is unique in many ways that will directly benefit The City of Falls Church and this potential development:

- We have a team of experienced professionals that have extensive and very relevant professional expertise.
- Our alignment with Skanska's Building Group brings efficiencies that no other developer can offer.
- Our internal 100% self-financing capability is a resource that we believe is extremely compelling and offers The City of Falls Church a significant level of certainty at this development.
- As a partner you will find an unparalleled commitment to transparency, integrity, safety and excellence.

Skanska greatly values the opportunity to work with The City of Falls Church to develop a destination project and we look forward to discussing the attached proposal in further detail. In the meantime, should you have any questions please feel free to contact me directly.

Sincerely,



Mark Carroll  
Executive Vice President  
Skanska USA Commercial Development Inc. Washington, DC Region

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