

VOLUNTARY CONCESSIONS, COMMUNITY BENEFITS, TERMS AND CONDITIONS

Broad & Washington

Revised ~~August 10~~December 16, 2020

In association with the requested special exception to allow the redevelopment of the property with addresses of 100 N. Washington Street, 127 and 131 E. Broad Street, having real property codes 53-104-051, 53-104-036, and 53-104-050 (the “B&W Property”) and the Park Place Parking Lot having real property code 53-104-015 (the “City Property”, collectively with the B&W Property the “Subject Property”), Broad and Washington LLC ~~and the City of Falls Church (collectively~~ (the “Owner”) voluntarily proffers the following for the benefit of the community and the City of Falls Church (the “City”). The Owner acknowledges that through special exception approval, it has been granted certain bonuses, including height and increased residential uses, and other benefits in reliance upon its agreements as set forth below, to provide certain features, design elements, uses, services, or amenities desired by the City, including but not limited to, site design, public improvements, environmentally sustainable and energy-efficient building design, affordable housing creation, and capital contributions to City parks, library, and schools as part of the development. As used herein “Owner” shall refer to the applicant, any contract owner, the property owner (except the City of Falls Church), and any successors or assigns:

1. Conformance with Conceptual Development/Special Exception (CDP/SE) Plan: The Owner agrees to develop the Subject Property in conformance with (1) the Conceptual Development Plan (CDP) dated November 20, 2019 and revised ~~on April 3, 2020 and August 10~~through December 16, 2020 as prepared by Bowman Consulting Group, LTD and (2) the Traffic Impact Study (TIA) dated ~~April~~February 18, 2020 prepared by Gorove/Slade. The City Manager may approve minor deviations from conformance with these documents, as requested by the Owner, provided the deviations do not conflict with what is specifically agreed to in these Voluntary Concessions, are consistent with the purpose and intent of the City Council's approval of the Special Exception, and either (i) are necessary to permit reasonable construction of the project, or (ii) as determined by the City Manager, improve the project's overall functioning or benefit to the City. The Owner may appeal an adverse decision by the City Manager to the City Council. The Owner agrees that the project will include no more than 339 residential units in total, none of which shall be 3 bedroom units. The Owner further agrees that the residential gross floor area (apartments, lobbies, and amenity space) in the project is capped at 350,502 square

feet. ~~The City Manager may approve minor deviations from conformance with these documents, as requested by the Owner, provided the deviations do not conflict with what is specifically agreed to in these Voluntary Concessions, are consistent with the purpose and intent of the City Council's approval of the Special Exception, and either (i) are necessary to permit reasonable construction of the project, or (ii) as determined by the City Manager, improve the project's overall functioning or benefit to the City. The Owner may appeal an adverse decision by the City Manager to the City Council.~~

~~Notwithstanding the above and the tabulations shown on the CDP, the Owner may construct an additional 800 square feet of other commercial floor area, subject to the provisions in Voluntary Concession 2, without the need for amendments to these Voluntary Concessions or the CDP and without the need for a determination by the City Manager.~~

2. Uses: The Owner agrees that the uses allowed on the Subject Property shall be limited to the following: a multifamily use, which is intended to be rental, but can be converted to condominiums at the discretion of the Owner, and ground floor uses as described below.

i. Work from Home. The Owner will provide a minimum of 10,000 square feet of the residential gross floor area will be dedicated to work from home units and their associated amenities, but in its sole discretion may increase that amount to 30,000 square feet. The work from home units will be generally provided in the locations shown in the special exception application materials. The work from home units will be designed to include dedicated work areas in each unit. The Owner will include amenities specifically dedicated to the work from home units, which may include but are not limited to conference rooms and business centers.

ii. ~~i.~~ Ground Floor Uses.

- i. Retail Plan. The Owner shall provide the following ground floor uses:

1. A minimum of 6,500 square feet of ground floor space shall be reserved for retail sales and restaurant uses. The Owner anticipates a variety of retail sales uses and restaurant types, including, but not limited to, full service, sit-down restaurants, more casual restaurants, and bakery/cafés.
2. A minimum of 56,600 square feet of full service grocery use at the ground floor and mezzanine levels. Inclusion of a full service grocery use must be provided in accordance with these Voluntary Concessions,

including the conformance provisions in Voluntary Concession 1.

3. A minimum of 5,000 square feet of ground floor space is reserved for Creative Cauldron. Subject to obtaining a signed lease with Creative Cauldron and to specific provisions in any lease with Creative Cauldron, which shall control, the Owner agrees to build out the 5,000 square foot Creative Cauldron space at its cost and to specifications agreed to between Creative Cauldron and the Owner. If Creative Cauldron's use is not established within six (6) months after issuance of the first residential certificate of occupancy or if Creative Cauldron ceases to operate in the space after obtaining an occupancy permit, then the Owner shall prepare a marketing plan, which shall be submitted to the City, and shall actively market the 5,000 square feet to other arts and entertainment tenants and community use for a minimum period of six (6) months after submission of the marketing plan. If after that six (6) month period is completed an arts and entertainment or community use tenant has not signed a lease for the space, then the 5,000 square feet may be utilized for any non-Prohibited use.
 4. The Owner may redistribute up to ~~10%~~2,500 square feet of the ground floor area between the uses in this Voluntary Concession ~~2(ii)(1) and (2)~~ in its sole discretion. The Owner may redistribute an amount of reserved floor area above ~~10%~~2,500 square feet between the uses in this Voluntary Concession ~~2(ii)(1) and (2)~~ with consent of the City Manager, which consent may be granted only upon certification by the City Manager that such change does not have a substantial negative fiscal impact for the City, or on an appeal of the City Manager's decision to the City Council.
- ii. Prohibited. The following uses ~~shall be~~are prohibited in the ground floor of the proposed building:
1. Public buildings and facilities
 2. Hotels, motels
 3. Business and professional offices, including medical and dental
 4. Clinics
 5. Offices for medical, dental and optical laboratories and offices for operations devoted exclusively to scientific research
 6. Offices for tax preparation or insurance sales

7. Real estate offices
8. Inns, bed and breakfasts
9. Group homes permitted by Section 48-486(10)
10. Parking lots as a principal use
11. Self-service laundries
12. Laundry and dry cleaning establishments and depots
13. Shoe repair shops
14. Barbershops, beauty salons, and nail salons
15. Studios, including yoga
16. Antique shops
17. Mortuaries
18. ~~Adult uses~~ [Pornographic book store, pornographic theatre or amusement facility, or any other facility selling or displaying pornographic materials or having such displays](#)
19. Any drug paraphernalia establishment
20. Amusement arcade, as a principal or accessory use
21. Satellite television antenna or ground-mounted conventional television or radio antenna
22. The preparation, processing, assembling of electronic devices and equipment, including computer systems, communication systems, security systems, fire protection systems, control systems and the like
23. Drive-thru or drive-through facility
24. Temporary shelters
25. Auction house
26. Flea market
27. Blood bank
28. Car wash
29. Rental car offices or sales
30. Car dealerships
31. [Gun stores or firearm dealers, or shooting ranges, or other weapons dealers](#)
32. [Roller Rinks](#)
33. [Second hand store, except consignment](#)
34. [Bingo hall](#)
35. [Vape stores or other tobacco uses or related](#)

3. Ground Floor Retail Design Requirements: The Owner agrees that the following design standards shall be met for all ground floor retail space identified as part of the GLA in the project:
 - i. Retail ceiling heights: the ground floor retail spaces shall be constructed with a minimum interior ceiling height in at least 75% of the retail space (measured “slab to slab”) of 16 feet ~~in~~ [height or more](#).
 - ii. The Owner agrees that the aggregate ground floor retail or

other ground floor commercial space ~~wall~~-fronting E. Broad Street ~~or~~ and N. Washington Street shall have an average ~~40~~58% transparency (meaning a clear view from the outside to the interior space and activity and not obstructed by drapes or blinds, or by any other window coverings, or shelving or other furniture) for the area of any wall facing said streets that is between three (3) feet and eight (8) feet above ~~grade~~the retail finished floor. This provision is not intended to prohibit merchandise displays that are viewed from the street within the transparency area or restaurants that utilize blinds or curtains to intermittently shade customers from unwelcomed sunlight. Further, this provision is not intended to prohibit restaurants from placing seating adjacent to windows. The transparency requirements shall not apply to any theater use.

- iii. The Owner agrees that all retail businesses that front E. Broad Street and N. Washington Street shall have retail storefront entrances that provide retail customers ingress and egress to and from ~~the adjacent street~~those streets.
- iv. At least 5,000 square feet of ground floor space shall have access to a fire rated ventilation shaft through the roof that meets all City Building Code requirements for restaurant use. Such access shall be provided prior to issuance of a certificate of occupancy for ground floor restaurant spaces.
- v. Prior to issuance of the first certificate of occupancy for ground floor uses, the Owner agrees to build out the ground floor retail spaces with a minimum HVAC, electric rough in, plumbing rough in, storefront doors and windows along E. Broad Street, sprinkler and fire alarm rough-in, and a rear door.

4. Architectural Design. The architectural design and building materials shall be in general conformance with the illustrative elevations included in the special exception application, but may be modified by the Applicant as part of final engineering and building design, provided that such modifications provide an equivalent quality of design and materials to those shown on the illustrative elevations included in the special exception application, subject to approval by the Planning Commission with recommendation by the Architectural Advisory Board. Any exterior vents on the façade shall be painted to match the color of the surrounding material.

5. Pedestrian Improvements

i. Streetscape:

- i. The Owner agrees to construct streetscape improvements along E. Broad Street, and N. Washington Street, ~~and Lawton Street~~ in conformance with the City of Falls Church's adopted Streetscape Standards adopted March 13, 2017.

Notwithstanding the above, the streetscape design for areas adjacent to the Urban Plaza will be designed to integrate into the overall design of the Urban Plaza and may deviate from the adopted Streetscape Standards.

- ii. The Owner agrees to maintain the streetscape improvements (excluding maintenance of and cost of electricity for City standard streetlights) constructed as part of this project as long as the project remains. The terms of such maintenance responsibilities will be set forth in a Streetscape Maintenance Agreement to be negotiated between the Owner and the City, which agreement will be finalized, approved by the City Manager, and executed by the Owner prior to issuance of a Certificate of Occupancy for any occupiable space in the project. At a minimum, the Streetscape Maintenance Agreement will include the standards set forth in these Voluntary Concessions.
- iii. The Owner agrees to provide two, 2" empty conduits for fiber optic cable, for use by the City, to run under the West Broad Street and North Washington Street sidewalks and crosswalks constructed by the Owner. The conduit and pull boxes shall be located along the frontage of the lot and shall comply with the specifications provided by the City. ~~Pull boxes~~Conduits shall be placed at each intersection corner and with spacing not to exceed 600' also include VDOT standard pull junction boxes/hand-hole vaults at ends of right of way property boundary and every 600' maximum along the conduit path. Pull boxes located at intersection corners shall have separate pull boxes from the traffic signal boxes; however, two, 2" conduits will be required to connect the two pull boxes.
- iv. The Owner agrees to install an exterior electrical outlet (quad outlet) at each planter bed, and an exterior water bib every 100 linear feet along N. Washington Street and E. Broad Street along the building face.
- ii. Bus Stop: The Owner agrees to construct two bus stops including shelters with appropriate signage and landing pad amenities at locations generally shown on the CDP, but with the final location to be determined in coordination with the City Manager as being consistent with the City's Bus Stop & Shelter Plan during Site Plan approval. The bus stop design and amenities shall be included in the Site Plan approval, and will be in conformance with the City's adopted Bus Stop & Shelter Plan, which provides specifications and target locations for such bus stops. The shelter shall include conduit and electrical service to allow for installation of a real time bus information sign. The Owner further agrees that, in lieu of building the shelters, and at the discretion of City, the Owner may pay the City \$40,000 per bus shelter prior to the issuance of

building permits for the project, as its contribution toward a bus shelter elsewhere in the City.

iii. Crosswalks.

i. The Owner agrees to construct ADA-compliant pedestrian crosswalks between the existing curb lines at the E. Broad Street and N. Washington Street intersection as shown on Sheet C4.0 of the CDP as “PROPOSED BRICK CROSSWALK UPGRADE”. If at the time of site plan submission the City determines that redesign of the E. Broad Street and N. Washington Street intersection is desired, the Owner may escrow \$75,000 with the City in lieu of providing the crosswalks contemplated in the Voluntary Concession.

ii. The Owner agrees to construct an ADA-compliant pedestrian crosswalk at Lawton Street as shown on Sheet C4.0 of the CDP as “PROPOSED BRICK CROSSWALK”.

iii. The Owner agrees to construct ADA-compliant pedestrian crosswalks between the existing curb lines on the south side of the N. Washington Street and Park Place intersection as shown on the CDP. This condition shall ~~only~~ be required only if the median break and traffic signal contemplated in Voluntary Concession 10 below is effectuated. If VDOT has not approved the median break and traffic signal contemplated in Voluntary Concession 10 below two (2) years after approval of this Special Exception, then this condition shall be of no further force and effect.

6. Schools Capital Cost Contribution: The Owner agrees to make a voluntary contribution to the City of Falls Church to offset school capital costs. The ~~developer~~Owner agrees to voluntarily contribute \$7,511 for each of the market rate rental apartments to offset school capital costs. The total contribution shall be paid at the time of the issuance of the first residential certificate of occupancy.

7. Public Safety

i. Public Safety Radio: The Owner agrees to ensure that all buildings and parking garages on the Subject Property are constructed in a manner that permit public safety radio signals to be transmitted and received throughout all areas within the building and from those areas to all outdoor areas of the property that is the subject of the Special Exception. The Owner will install the necessary equipment and, with at least five days' notice to the City Manager, perform a radio transmission test upon completion of the project, but prior to issuance of the first Certificate of Occupancy, in order to establish that there exists the ability to transmit and receive public safety radio signals

from the interior of the building and parking garages, including the subterranean levels. The Owner agrees to permit the City Manager or his designee to be present at the site during the tests and to verify the results. Should the test fail, the Owner will find and implement a solution acceptable to the City so as to resolve the problem with 90 days of the test.

- ii. Life Safety: The Owner agrees to provide:
 - i. Emergency Generator: Natural gas, or other approved power supply, generator sized to accommodate the following loads all at one time for the Subject Property:
 - 1. Fire Alarm System
 - 2. Fire Pump, if equipped
 - 3. Emergency Hall and Exit Lighting
 - 4. One Elevator for the Multifamily Use ~~and One Elevator for the Office Use.~~
 - 5. Domestic Water Pumps, if equipped, and ~~6.~~ Sump Pumps.
 - 6. Public Safety Radio, as provided in Voluntary Concession 7(i).
 - ii. Fire command center with control and annunciation of elevators, generator, fire pump, and HVAC systems, including a separate cooling system for the command center.
8. Parking Plan. A Parking Plan dated ~~June 23~~ December 16, 2020 (the “Parking Plan”) is included in this Special Exception application and attached to these Voluntary Concessions. A final parking plan consistent with the Parking Plan will be submitted to the City Manager for written approval prior to site plan approval. The final parking plan will include:
- i. Permanent free public parking in the new parking garage will be available to the public 24-hours per day and will be unimpeded by parking controls.
 - ii. Public parking signage will be provided on the exterior of the building and within the parking garage in conformance with the Parking Plan and the final parking plan provided above.
 - iii. Perpetual easements, in a form approved by the City Attorney, will be conveyed to the City to permit public access to, and use of, the dedicated public parking spaces.
9. Transportation Demand Management (TDM) and Parking Management Plan.
- i. The Owner agrees to develop and implement a TDM program as referenced in the Transportation Management Plan that was submitted with the special exception application. The Owner agrees to obtain the City Manager’s approval of the TDM program as meeting the standards of this VC and as likely to achieve the

goals listed below, before site plan approval. The Owner agrees to implement the TDM program and Parking Management Plan, together, in a way that achieves the goal of reducing the number of PM peak hour vehicle trips for multi-family and office by 25 percent from ITE Trip Generation Model predictions. The TDM program will include a list of infrastructure and incentives to be provided as well as monitoring programs and additional techniques to be administered in the event performance goals are not achieved. In addition, the TDM program will categorize infrastructure, techniques and incentives (hereafter collectively referred to as “elements”) as falling into one or more of four categories: (1) Site Design, Infrastructure and Options; (2) Promotion, education and incentives; (3) Monitoring and Enforcement; and/or (4) Adaptive Management. The Owner agrees to work with the City Manager to reach agreement as to how the elements will be used at any given time. The TDM program will conform to these documents and the CDP and will be finalized and approved as part of the Site Plan process.

ii. The Owner agrees that City of Falls Church staff upon prior written notice to the Owner’s designated representative will have access to the garage on the Subject Property at all times to conduct parking utilization counts and to monitor compliance with the TDM and Parking Management Plans.

10. N. Washington Street Traffic Signal. The Owner shall design and construct a median break and traffic signal at the intersection of N. Washington Street and Park Place in the location shown on the CDP prior to removal of the existing surface parking on the City Property. This Voluntary Concession is conditioned upon receiving all City and VDOT approvals necessary to construct the median break and install a traffic signal. Failure to obtain VDOT or City approval, despite diligent efforts, shall not prevent the Applicant from obtaining site plan approval, building permits, or certificates of occupancy for the Subject Property.

11. Environmental Improvements:

i. Green Building Criteria: The Owner agrees to have the project designed such that a Leadership in Energy and Environmental Design (“LEED”) Accredited Professional (“LEED AP”) can and will certify that the project is likely to yield at least the points necessary to achieve status of LEED Gold under LEED v4. Prior to site plan approval, the Owner will provide the City with a LEED checklist as prepared by a LEED AP. Following completion of construction and occupancy, and in accordance with LEED guidelines, the Owner will prepare the necessary documentation to seek official LEED certification from the U.S. Green Building Council. Prior to the issuance of first certificate of

occupancy for a residential certificate of occupancy, the Applicant will post a \$50,000 bond or letter of credit for the project which includes terms approved in advance by the City Manager to assure the City that the Owner will satisfy its obligations ~~under this paragraph~~ to achieve LEED Gold certification under this paragraph. If the project achieves the intended LEED certification within three (3) years after issuance of a certificate of occupancy for the last residential unit, then the associated bond or letter of credit will be released by the City. If the project does not achieve the intended LEED certification within three (3) years after the issuance of the last residential certificate of occupancy but fell within five (5) points of attainment intended LEED certification, 50% of the bond or letter of credit will be released to the Owner; the City will redeem the other 50% of the associated bond or letter of credit for City environmental improvements at the project location and/or vicinity with the scope at the City's sole discretion. If the project does not achieve the intended LEED certification within three (3) years after the issuance of the last residential certificate of occupancy but was more than five (5) points from attaining the intended LEED certification, the City will redeem the associated bond or letter of credit for City environmental improvements at the project location and/or vicinity with the scope at the City's sole discretion.

- ii. Future Solar Panels: The Owner agrees to aggregate rooftop mechanical systems to the ~~best~~greatest extent possible, and where possible, to take into consideration the possibility that in the future an opportunity may arise for installation of rooftop solar panels to capture solar energy to be sold to the grid. In such future event the Owner agrees to a good faith evaluation of the feasibility of allowing the installation of solar panels for providing solar energy to the grid; ~~provided however,~~ Nothing in this Voluntary Concession will prevent the Owner ~~reserves the right for~~from the future installation of solar panels to provide solar energy to be consumed exclusively by the project.
- iii. Electric Vehicle Charging Station: The Owner agrees that a minimum of five charging stations for electric vehicles will be provided in the project parking garage. The Owner further agrees to provide conduit for the future installation of ~~five~~ten additional charging stations for electrical vehicles. The location of the charging station will be determined at Site Plan Approval.
- iv. Sanitary Sewer Capacity: ~~The~~Prior to site plan approval, the Owner agrees to conduct a sewer capacity analysis by a qualified engineer ~~to an extent determined by the Director of Public Works,~~

~~but not more than 1000 feet downstream~~ at lateral tie in points that demonstrate sufficient capacity exists. If capacity does not exist, the developer shall, at their sole cost, upgrade the section of sewer main so that the project in any direction. During Site Plan the Owner and Public Works will determine if any sanitary sewer improvements are necessary to alleviate sewer has sufficient capacity concerns identified after for the development flows are modeled. The design and construction costs to perform necessary improvements (excluding capacity analysis) will be determined during Site Plan approval. The Owner agrees to design and construct the system improvements. ~~The~~ needed for this project. If the City determines that additional improvements are needed for other unrelated developments, then the City may request the Owner complete those improvements. If the Owner agrees to construct the other unrelated improvements, the City will waive part or all of Sewer Availability fees associated with the Subject Property in an amount equal to the verified costs of design and construction of said improvements. Any unrelated improvements will be determined based on demand from other known development projects or City Council approved sewer planning documents.

- v. Storm Drainage and Runoff: The Owner agrees to provide storm water management in conformance with that shown on the CDP. ~~Owner agrees, including an agreement~~ to reduce the storm water runoff from the site during a 10-year storm by an additional 20% from the minimum requirements set forth in Chapter 35 of the City Code. Existing conditions may be used as the basis of the peak flow calculation.
- vi. Stormwater Fund Contribution: ~~The~~ Prior to issuance of the first residential certificate of occupancy, the Owner agrees to contribute \$20,000 to the City's Stormwater Fund for the sole purpose of future planting of trees and other vegetation in the Tripps Run and Four Mile Run watershed, such as rain gardens or streetscape plantings, as approved by the City Arborist.
- vii. Installation of Vegetation: The Owner agrees that the vegetation installed for the project will consist of native and regionally adapted species with a majority being from the City's list of recommended plants. Final sizes, species and placement will be determined at Site Plan Approval. Plant materials shall be at least the following sizes at installation:
 - i. Evergreen trees (8 to 10 feet in height at planting)
 - ii. Shade trees (minimum 3.5 inch caliper, 16 feet in

- height at planting on W Broad Street and minimum 2.5 inch caliper otherwise)
- iii. Shrubs (minimum 24 inches)

The timing of installation of vegetation shall be determined ~~during the~~ as part of Site Plan ~~Approval~~ approval. The City Arborist may allow modification to the timing of installation based on the planting season, availability of plant materials, or weather, which may not permit installation of plant materials and/or street trees by the required timing.

12. Affordable Housing Contribution: The Owner agrees to provide affordable housing on the following terms:

i. Provision of Affordable Dwelling Units

i. Baseline: The Owner will provide affordable dwelling units (“ADUs”) in the project equal to six (6) percent of the total number of dwelling units (rounded up to the nearest whole number) actually constructed. The proportion of ADUs will follow the same proportionate mix for the market rate units in the project. The ADU's shall be offered for rents that are affordable to households whose income is no more than 60% of HUD PMSA AMI.

ii. Alternative: Prior to Site Plan approval, and ~~upon agreement by the City and the Owner~~ as an alternative to the baseline in Voluntary Concession 12(i)(i), the Owner will provide ADUs at the percentage of total dwelling units, AMI levels, and unit mix containing the below table. Use of this alternative option is expressly conditioned upon agreement by the City and the Owner during the site plan approval process. If the City and the Owner cannot mutually agree upon use of this alternative, then the Owner will provide ADUs in conformance with the provisions in Voluntary Concession 12(i)(i) or a cash in lieu payment in conformance with Voluntary Concession 12(i)(iii). For alternatives consisting of a mix of studio and 2-bedroom units, 50% of the ADUs will be provided as efficiency units and 50% of the ADUs as two-bedroom units, rounded up to the nearest whole number

AMI	% of Units	Unit Mix
60%	5.0%	Studio and 2-Bed Only
40%	3.5%	Same as Market
40%	3.2%	Studio and 2-Bed Only
30%	2.9%	Same as Market
30%	2.7%	Studio and 2-Bed Only

- ii. Cash in Lieu Payment. Prior to ~~issuance of the first residential occupancy permit for the project, and upon the written agreement of Site Plan approval and as an alternative to the baseline in Voluntary Concession 12(i)(i).~~ the City, ~~the~~ and Owner may agree to make a cash contribution to the City's housing trust fund in lieu of providing some or all of the ADUs described in this Voluntary Concession. The Use of this alternative option is expressly conditioned upon agreement by the City and the Owner during the site plan approval process, including agreement on the amount of the cash contribution shall be mutually agreed upon by the City and the Owner. If the City and the Owner cannot mutually agree upon a contribution amount, then the Owner will provide ADUs in conformance with the provisions in ~~this~~ Voluntary Concession 12(i)(i) or (ii). Any payment made under this Voluntary Concession 12(i)(iii) shall be made prior to issuance of the first residential certificate of occupancy.
- iii. Conditions Applicable to ADUs. The following conditions are applicable to any ADUs provided pursuant to this Voluntary Concession 12. They shall not apply if a cash in lieu payment is provided.
- i. ADUs, including the rent maximums below and unit mixes, will be in effect for the life of the Project.
 - ii. ~~i.~~ The ADU sizes will be in keeping with the typical unit size in the project for each similar unit type. The ADUs will be dispersed throughout the project. If the Owner provides parking for market-rate units, the Owner shall provide at least one parking space for each comparable ADU unit. If a parking fee is imposed, the same parking fee shall apply to comparable ADU units. The Owner shall have the right to require the payment of security deposits and other deposits or fees for ADU units that are also charged to market-rate Units with the exception of amenities fees. Tenants of the ADUs shall have access to the same amenities as market rate tenants.
 - iii. ~~ii.~~ The Owner agrees to record Restrictive Covenants among the land records of the Clerk of the Circuit Court of Arlington County, which shall define terms and conditions of the ADUs as such terms and conditions are agreed to in these Voluntary Concessions regarding issues including, but not limited to, price control periods and owner/renter occupancy and the matters agreed to in these voluntary concessions. These Covenants shall run with the land and be an encumbrance on the ADUs. The Covenants shall be recorded with the City's land records in Arlington County, after certification by the City Manager of their conformance with these Voluntary Concessions, and evidence of such

recordation will be provided to the Zoning Administrator before a Certificate of Occupancy is issued for any dwelling unit in the project.

- iv. ~~iii.~~—The Owner will rent the ADUs directly or through its designated agent to qualified tenants, as determined by the City. The City will regulate and establish ADU qualification priorities.
- v. ~~iv.~~—The monthly rent for the ADUs will be set by the Housing Commission with reference to the U.S. Department of Housing and Urban Development (“HUD”) Washington Primary Metropolitan Statistical Area (“PMSA”) area median household income (“AMI”). ~~Such rent and unit mixes will be in effect for the life of the Project.~~ ADU monthly rent shall include an additional amount as calculated by the percentage increase in AMI, but not less than the original ADU monthly rents listed above.
- vi. ~~v.~~—If any ADU rental units are marketed for sale as individually and separately owned condominiums within 20 years after the first residential certificate of occupancy is issued ~~for the residential building~~, then such ADU units will become home ownership units subjected to the conditions in **Voluntary Concession 12(iii)(~~vi-vii-viii~~)** below. The City Owner will ~~be notified~~ notify the City in writing a minimum of 120 days prior to the sale of the first ADU condominium unit. All ADUs that the Owner desires to sell will be made available for sale within 6 months after the above 120 notice period ends. Tenants of individual ADU units will be given the right to purchase their individual unit at prices established under **Voluntary Concession 12(~~vi-viii~~)**. ADU tenants opting not to purchase will receive relocation benefits from the Owner as outlined in the City of Falls Church Voluntary Relocation policy.
- vii. ~~vi.~~—If sold as a condominium, the Owner agrees to use commercially reasonable efforts to reduce and minimize condominium fees for such ADUs as allowed by the Virginia Condominium Act and applicable law. Upon written notification by the Owner (as outlined by the City) that an ADU is available for sale, the City or its designee will have the right of first offering to purchase the for-sale ADU for a 60-day purchase offer period following delivery of such written notification to the City Manager. In the event the City does not exercise such right to purchase the ADU or ultimately to close on the sale of the ADU, the ADU shall be offered for sale exclusively to City qualified and designated non-profit organizations for a period of 30 days.

- viii. ~~vii.~~ In the event that the ADU is not sold as outlined above, the Owner will be entitled to sell the ADU without further restrictions at market rate. Net sale proceeds received by the Owner in excess of the ADU price will be divided equally between the City and the Owner. The Owner agrees that the ADU sales price will be set by the Housing Commission with reference to the HUD PMSA AMI at a sales price that are affordable to households whose income is no more than 65% of HUD PMSA AMI.
- ix. ~~viii.~~ The ADU sales price will include an additional amount as calculated by the percentage increase in HUD median income at the time building permits are issued, but not less than the original sales prices listed above. The limitations on sale of ADUs will apply for a period of twenty years following the initial sale and with resale within that first twenty years of each subsequent ADU owner's date of purchase.
- x. ~~ix.~~ ADU tenants/owners will have the same duties, rights and privileges as all other tenants/owners in the project, except as such ADU duties, rights and privileges are expressly altered by these voluntary concessions.
- xi. ~~x.~~ A minimum of one of the ADU units shall be accessible as defined by federal law. Additionally, as provided by federal law, all ADU and market-rate units shall be ADA adaptable.
- xii. ~~xi.~~ The Owner will comply with all applicable fair housing laws.

13. Libraries, Parks and Recreation. In return for various benefits to the Owner granted through the special exception process and to ameliorate the reduction of open space in the City and increase in residents resulting from the Special Exception Approval, the Owner agrees to increase the sustainability of its project by contributing to the City's libraries and parks. The Owner agrees to provide a contribution to the City of \$500 per residential unit (excluding ADUs) in support of community improvements and future planned upgrades to City libraries and City owned Parks. The total contribution will be paid prior to issuance of the first residential certificate of occupancy.

14. Publically Accessible Amenities. During the site plan review process, the Owner shall prepare and submit for the City's review and approval a plan for managing public access to the Urban Plaza, Lawton Street park space, and the residential building lobby (the "Public Access Plan"). The Public Access Plan for the Urban Plaza and Lawton Street park shall include wayfinding signage, permitted hours of public use, and processes and procedures for public and private events in the space

(including a point of contact in charge of space). The Owner ~~reserves the right to create~~may establish rules and regulations for use of the space related to public safety and compatibility with the residential and retail users of the building. The Owner further agrees to maintain the public amenities at its own cost, but reserves the right to charge a fee to cover direct costs and expenses related to public and private events in the space.

15. Lighting: The Owner agrees that all exterior lighting for the Subject Property shall comply with the City Ordinances with respect to spill over to residential neighborhood north and east of the project, and exterior lighting shall be shielded and directed away from any adjacent residential property. To the extent feasible, low energy light fixtures will be used. ~~The Owner agrees that the~~ lighting plan for exterior lighting on Lawton Street will incorporate dark sky lighting principles in accordance with the standards of the International Dark Sky Association.

16. Lawton Street Improvements.
 - i. Balconies. Residential units facing the Lawton Street frontage and adjacent to the 107 Lawton Street property shall not have accessible balconies.
 - ii. Outdoor Seating. Outdoor seating shall be prohibited at the intersection of E. Broad Street and Lawton Street.
 - iii. Transformer Screening. The proposed transformers shown on the CDP shall be screened from view at the street level.
 - iv. Traffic Calming and Permit Parking. Prior to issuance of the first certificate of occupancy for any space in the building, the Owner agrees to contribute \$50,000 to the City for its use in installing traffic calming measures on Lawton Street and creation of a parking permit program for residents of Lawton Street.
 - v. Signage. No project or retail signage will be installed on the Lawton Street frontage.
 - vi. Additional Landscaping. Prior to site plan approval, the Owner shall coordinate with the owners of 102 Lawton, 107 Lawton, and 201 E. Broad on additional screening landscaping on their properties. The final screening landscaping selected shall be contingent upon agreement by both parties and the written permission of the owners of 102 Lawton, 107 Lawton, and 201 E. Broad for the Owner to install the agreed upon landscaping.
 - vii. Parking Garage: The Owner agrees that any parking garage spandrel panels that are visible and directly across the street from a single family home shall be at least 42 inches high (or as otherwise approved by the Planning Commission at Site Plan) to block headlights of vehicles parking in the garage from shining across the street. The Owner further agrees to work to ensure that

lighting is designed based on best practices and is sensitive to visibility from neighboring buildings.

17. Construction Management:

- i. Construction Parking and Staging Plan: Prior to issuance of any demolition and/or building permits the Owner agrees to prepare, submit, and obtain the City Manager's approval of a demolition and staging plan for the project, which at a minimum will include construction access locations and construction traffic routes. All demolition and construction of the project shall be done in conformance with the approved demolition and staging plan. Once a contractor has been selected for the project, the Owner will prepare a Construction Parking Plan and a Construction Traffic and Staging Plan to be enforced by the Owner for the entire construction phase of the project, and to obtain the City Manager's approval of the plan as providing sufficient parking or other transportation services for working getting workers to the site, and not having an adverse impact on traffic safety, prior to the issuance of any building permit for the project. The Owner acknowledges and agrees that violations of these Plans during construction ~~can may~~ result in a Stop Work Order and other enforcement measures by the City.
- ii. Community Liaison During Construction: The Owner agrees to identify a person who will serve as liaison to the community throughout the duration of construction. This individual shall be on the construction site throughout the hours of construction, including weekends. The name and telephone number of this individual shall be provided in writing to residents, property managers and business owners whose property abuts the site, and to the Zoning Administrator, and shall be posted at the entrance of the project. ~~Once a contractor has been selected for the project, the Owner will work with the City staff to prepare a construction management plan. The plan shall include a construction parking plan, construction traffic and staging plan and other required plans for the life of the construction phase of the project. The plan must be approved by the City Manager, or City Manager's designee, prior to commencement of any work on the site, including demolition.~~
- iii. Excavation Monitoring: The Owner agrees to continuously monitor for soil movement and structural damage to adjacent structures during and after excavation for the project. Structures within a distance equivalent to or less than the depth of the excavation plus 10 feet, including at a minimum 107 Lawton, 201 E. Broad, 203 Lawton, 102 Lawton, 130 N. Washington and 124 N. Washington, will be surveyed by the Owner for pre-development conditions and compared to post-development

conditions. For such structures, the Owner agrees to provide insurance coverage for damage caused by excavations or construction activities, as independently verified by a third party engineering consultant provided by the Owner. In no way will this provision limit the liability of the Owner or its contractors for damages caused by construction activity.

- iv. Sidewalk Accessibility: The Owner agrees to maintain safe pedestrian walkways throughout construction and thereafter, and to ensure that such walkways are, at all times, separated from street traffic. Sidewalks shall not be completely closed on either side of the street, unless the City Manager or his designee approves such closing, after finding that the Owner (1) cannot reasonably provide such a pedestrian walkway, (2) will provide clear signs and access to the sidewalk on the other side of the street, and (3) will manage the closure so that the pedestrian walkway is not closed for more than 15 consecutive days.
- v. Pest Control and Plan: The Owner agrees to contract with a certified pest control company licensed to do such business in the Commonwealth of Virginia for a thorough extermination of any pests and/or rodents that may be present on the Subject Property and provide a containment plan prior to the start of demolition work and/or any other land disturbing activities, and throughout construction. The pest containment plan is subject to review and approval by the Building Official prior to issuance of a demolition permit.
- vi. Pavement Rideability During Construction: The Owner agrees to monitor, by visual observation, the integrity of the roadway surfaces adjacent to the Subject Property, including North Washington St, East Broad St, and Park Pl, during construction of the project. The Owner agrees to repair those portions of the adjacent streets that are agreed upon by Owner and the Director of Public Works ~~and~~^{as} having been damaged by construction traffic associated with the project and that materially impact the safe use of the roadway from a rideability standpoint. This periodic repair during construction, if necessary, shall be in addition to any paving or patch work required upon completion of the project. The required repair shall be only that directly caused by construction traffic on the Subject Property and shall not include damage caused by any other source, including but not limited to that caused by others not associated with the project, utility company improvements, and other not in the direct control of the Owner or Owner's representatives. Furthermore, the Owner shall conduct a pre-construction site visit with the Director of Public Works in order to document the existing road conditions prior to the start of construction.

18. Bicycles: The Owner ~~shall~~agrees to provide secure bicycle storage facilities consistent with those shown on the CDP for the residential uses of the project. The Owner agrees to provide an annual financial contribution equal to the actual cost of operation and maintenance of the “Bike Share” facility located at the intersection of Park Place and N. Washington Street, or a location on the N. Washington frontage of the Subject Property, up to a maximum of \$20,000 annually. The annual financial contribution will be made every year after issuance of the first residential occupancy permit on the property for the life of the project or until the discontinuation of the “Bike Share” facility at Park Place and N. Washington Street or a location on the N. Washington frontage of the Subject Property. The Owner will make the first contribution on or before the last day of the month in which the first residential occupancy permit is issued, with subsequent annual contributions on or before the last day of the month in which the first residential occupancy permit was issued, (for example if the first residential occupancy permit is issued in March 2022, then the first payment would be due by March 31, 2022 and annual contributions would be due by March 31 of subsequent years).
19. Other terms and Conditions
- i. Owner acknowledges that the Special Exception as granted, runs with the land and is not transferable to other land.
 - ii. Owner acknowledges that if granted, the Special Exception will be contingent upon the conditions noted above, and shall not relieve the Owner from compliance with the provisions of all applicant ordinances, regulations, or adopted standards.
 - iii. Owner acknowledges that if granted, the Special Exception shall automatically expire, without notice, thirty-six (36) months after the date of approval unless the use has been established or construction has commenced and been diligently pursued, in accordance with Division 3. Section 48-90. (d), (6) of the City of Falls Church Zoning Ordinance.
 - iv. Prior to approval of a final site plan in conformance with these Voluntary Concessions and the CDP or upon expiration of the Special Exception, the Owner may continue to use the Subject Property and existing improvements for all permitted uses in the B-2 District, including but not limited to demolishing some or all of the existing buildings and using the Property as a surface parking lot, without triggering the commitments of this Special Exception and Rezoning. The current improvements and permitted uses shall be deemed conforming. The Owner ~~may~~continueagrees to maintain, and repair the existing improvements in a commercially reasonable manner, and may upgrade the

existing improvements, but shall be prohibited from expanding the existing improvements. Additionally, if prior to approval of a final site plan in conformance with these Voluntary Concessions and the CDP or expiration of the Special Exception any or all of the existing improvements are destroyed or damaged by any casualty that is not intentionally caused by the Owner, it may, in the Owner's sole discretion, be reconstructed as it currently exists or may be developed in accordance with the CDP and Voluntary Concessions.

- v. Site plan approval is defined as approval of the site plan for the subject property by the Planning Commission pursuant to Section 48-1142 of the Zoning Ordinance. Owner shall apply within 90 days of that Site Plan approval for associated administrative staff approvals and related bonds using good faith efforts to complete these approvals in a timely manner. There may be consideration of one extension of ~~three (3) months~~90 days for the above timeframe at the discretion of the Director of Community Planning and Economic Development Services (CPEDS).
- vi. The Owner agrees to provide the City of Falls Church Commissioner of Revenue and/or his designated staff shall be provided access to the residential portions of parking garage for inspection of window stickers related to personal property taxes for vehicles. In the event the access methods are changed or updated the Commission of Revenue shall be provided notice within thirty (30) calendar days.
- vii. Timing of Commitments. Notwithstanding the foregoing, ~~upon demonstration if the Owner demonstrates~~ that despite diligent efforts or due to factors beyond the Owner's control commitments specified in these Voluntary Concessions have been delayed beyond the timeframes specified, the City Manager may ~~agree to approve, in writing,~~ a later date for completion of said commitments.
- viii. Should the Owner sell its interest in the Subject Property or a portion thereof, rights, approvals, or convey a controlling interest to their respective corporations or similar legal entity, any purchaser of such interests, rights, approvals, or controlling interest shall be bound by the terms and conditions contained herein.
- ix. Owner voluntarily submits the foregoing concessions, terms, and conditions to the City Council to be incorporated by reference within the Resolution for the Special Exception, should City Council grant the application for Special Exception.
- x. The Owner acknowledges, understands and agrees that the property shall only be developed in accordance with the Special Exception as granted.

The Owner voluntarily submits the foregoing concessions, terms, and conditions to the City Council to be incorporated by reference into the Resolution for the Special Exception as voluntary concessions and conditions to the Special Exception approval, should City Council grant the applications for Special Exception subject to the conditions set forth in this submission.

Broad and Washington, LLC

By: _____

Name: _____

Title: _____

City of Falls Church

By: _____

Name: _____

Title: _____

Document comparison by Workshare 10.0 on Thursday, December 17, 2020
9:19:38 AM

Input:	
Document 1 ID	iManage://DMSPROXY/Active/139036199/1
Description	#139036199v1<Active> - 03 Revised Voluntary Concessions (2)
Document 2 ID	iManage://DMSPROXY/Active/139035513/1
Description	#139035513v1<Active> - Active_134033864_3_Broad and Washington Voluntary Concessions (12-16-20 Submission)
Rendering set	Standard

Legend:	
Insertion	
Deletion	
Moved from	
Moved to	
Style change	
Format change	
Moved deletion	
Inserted cell	
Deleted cell	
Moved cell	
Split/Merged cell	
Padding cell	

Statistics:	
	Count
Insertions	128
Deletions	79
Moved from	6
Moved to	6
Style change	0
Format changed	0
Total changes	219

