The NHP Foundation
& Gibson Spyre
RFP 2000004100
East County Part B
Property Redevelopment
April 11, 2025

COLUMBIA CROSSROADS

Soto architecture & urban design
The NHP Foundation Preserving America's Affordable Housing
GIBSON SPYRE LLC
LandDesign CREATING PLACES THAT MATTER.
operation pathways a subsidiary of The NHP Foundation

SECTION 1

TRANSMITTAL LETTER

Dear Mr. Fleetwood:

On behalf of The NHP Foundation (NHPF) and Gibson Spyre, we are pleased to submit our proposal to partner with FCRHA on Columbia Crossroads, a service-enriched affordable building that will transform East County Parcel B into a people-oriented community.

Together, NHPF and Gibson Spyre bring a mission-driven approach, a history of successful public partnership, and deep expertise in the financing and delivery of complex affordable and mixed-income communities coupled with resident services. We understand the urgent need for sustainable and accessible housing in Fairfax County and are eager to collaborate with FCRHA on this important initiative.

NHPF is a nationally recognized nonprofit real estate organization that has created and preserved over 10,000 affordable housing units since 1989. With extensive experience in structuring complex financing, we've consistently delivered high-impact developments that offer long-term affordability and stability for residents.

Gibson Spyre, a veteran-owned and -operated development consultancy, specializes in multifamily housing across Virginia. Their innovative approach and deep development expertise will help ensure this project becomes a model for high-quality, sustainable, community-focused affordable housing.

We believe this partnership—between NHPF, Gibson-Spyre, our broader development team, and FCRHA—can make a meaningful contribution to Fairfax County's efforts to expand and preserve affordable housing. We are aware that FCRHA is selective in its partnerships, and we are confident that our team's capabilities, experience, and shared values make us uniquely suited for this opportunity.

NHPF's creative approach to financing and building affordable housing recently led us to issue our first $75 million social bond to support affordable housing communities. Our enduring commitment to improving the lives of our residents is reflected in our partnership with Operation Pathways, a CORES-certified nonprofit resident services provider that offers case management services to our residents.

To deliver on our vision, we've assembled a team of award-winning professionals with a deep knowledge of Fairfax County. Our team members have partnered on several County developments, including the original CDP/FDP for this site and the redevelopment of the adjacent Alta Nova.

As detailed in our proposal, we envision a thoughtfully designed building that provides urgently needed affordable housing and a community-centered nonprofit services hub. This hub will house Second Story—the lead Opportunity Neighborhoods agency in Bailey's Crossroads—and Neighborhood Health, a trusted community health provider that has sought a presence in the area for over a decade. The building will combine architectural quality, environmental sustainability, residential amenities, and accessibility, all while emphasizing cost-efficient construction.

I am authorized to make a binding commitment on behalf of the development team without the consent or joinder of any other party or authority. This proposal is valid for 180 days, and, if selected, we are prepared to negotiate in good faith with FCRHA.

Thank you for your time and consideration. We look forward to the opportunity to partner with you on this transformative project.

Please feel free to contact me with any questions at jwelsh@nhpfoundation.org or (571) 236-3415.

Sincerely

John Welsh
Senior Vice President, The NHP Foundation

SECTION 2

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COLUMBIA CROSSROADS

SECTION 3

EXECUTIVE SUMMARY

Columbia Crossroads is an equity-driven affordable housing and community development initiative proposed by The NHP Foundation (NHPF) and Gibson Spyre in partnership with Fairfax County. Located in Bailey's Crossroads, an Opportunity Neighborhood, the project is deeply aligned with Fairfax County's goals for neighborhood revitalization, inclusive growth, and racial and social equity as outlined in the One Fairfax Policy.

Designed around the core principles of Connection and Opportunity, Columbia Crossroads will transform a currently underutilized site into a dynamic, mixed-use community that delivers high-quality, service-enriched affordable housing and integrates on-site community resources to enhance opportunity and mobility for all residents.

PROJECT OVERVIEW AND KEY OBJECTIVES

Columbia Crossroads will offer 160 units of affordable, service-enriched housing, all targeted to households earning between 0% and 60% AMI, with an average of 56% AMI. The development directly addresses the County's need for family-sized housing: 75% of the units will have two or more bedrooms, and at least 15% will offer three-bedroom layouts. The project emphasizes accessibility, with 100% universal design units and at least 15% fully ADA accessible units.

At the heart of the project is a nonprofit service center hub, which will co-locate trusted nonprofit partners to provide youth programming, healthcare, case management, and other wraparound services. This hub will be a vital asset not only for building residents but for the broader Bailey's Crossroads community.

Key objectives of Columbia Crossroads include:

- Expanding affordable housing access through family-friendly, and inclusive units.
- Strengthening community connections through walkable design and thoughtfully designed open spaces—including courtyards, green mews, and gathering areas—that foster interaction, wellness, and neighborhood cohesion.
- Enhancing resident and neighborhood services through a nonprofit service center hub.
- Promoting equitable revitalization in a historically underserved area.
- Supporting sustainability and people-centered urban design, including EarthCraft Gold certification and multimodal infrastructure.
- Encouraging long-term neighborhood investment through mixed-use design that integrates housing and essential services.
- Balancing aesthetics with cost-effective construction, such as above-ground structured parking discreetly screened by landscape and architecture.

DESIGN PLAN

Columbia Crossroads is designed as a welcoming, community-focused development that balances density with livability. The seven-story building will include five residential levels above a two-story podium that houses structured parking, active ground-floor uses, and generous indoor and outdoor amenities. At the heart of the design is a 5,900 SF nonprofit service center, which will provide a permanent home for trusted local organizations such as Second Story and Neighborhood Health—creating a true community hub that delivers youth programming, healthcare, and family support services on site. The building also features an array of thoughtfully designed open spaces, including two elevated residential courtyards, a shared green mews that connects to the adjacent Alta Nova development, and a dedicated dog park. These landscaped areas include amenities such as play zones, lounge areas, grilling stations, and shaded seating—all intended to foster social connection, support resident well-being, and create a safe, vibrant environment for families. The design prioritizes walkability and accessibility, blending seamlessly into the surrounding neighborhood while reinforcing the County's vision for a more connected and equitable Bailey's Crossroads.

FINANCIAL STRUCTURE AND PUBLIC BENEFITS

Columbia Crossroads will be financed using a hybrid 9% and 4% LIHTC structure—an efficient, proven model that enables deeper affordability and greater unit production. This approach allows the County to retain long-term ownership of the land while placing no financial risk on Fairfax County. The project will generate $100,000 annually in ground lease payments to FCRHA, treated as unsubordinated, must-pay debt, and at the end of the 99-year lease term, all improvements will revert to County ownership. The development will also deliver significant fiscal returns, including an estimated $400,000 in annual property tax revenue, $2 million in one-time sales tax revenue, and over $1 million in impact fees, proffers, and tap fees.

Further, as part of our site improvements, the development team will fund and construct the full build-out of Seminary Road between Street A and Columbia Pike, ensuring that it meets all County connectivity and infrastructure standards. The project also includes major investments in pedestrian and bicycle infrastructure, including extended sidewalks, protected bike lanes, signalized crosswalks, and pedestrian-scale lighting. Utilities along Columbia Pike and Seminary Road will be undergrounded. These enhancements will significantly improve neighborhood mobility and safety, transforming this key corridor into a people-centered, multimodal connector that supports the County's long-term vision for Bailey'sCrossroads.

DEVELOPMENT SCHEDULE

The Columbia Crossroads team is ready to begin work immediately upon award. Our top priorities in the initial phase include finalizing our agreement with the County, refining the concept plan, launching robust community engagement, and initiating the entitlement process. We are targeting a March 2027 9% LIHTC submission, which would allow us to close in early 2028 and complete construction in early 2030. Key milestones include:

Summer 2025	**RFP Award**
Summer 2025	**Commence Conceptual Design, Community Outreach, and County Agreements**
Fall 2026	**Submit Entitlement Package**
Summer 2026	**Entitlement Approval**
March 2027	**Submit 9% LIHTC Application**
Spring 2028	**Financial Closing**
Spring 2030	**Construction Completion**
Fall 2030	**Fully Leased and Stabilized**

This schedule reflects both our commitment to moving the project forward and our experience managing complex entitlement and funding timelines. At every stage, we will coordinate closely with Fairfax County to ensure efficient approvals and successful delivery.

While the 2027 submission provides the strongest foundation for entitlement and design development, we are also prepared to pursue a more accelerated path. If preferred by FCRHA, we are also positioned to pursue a March 2026 9% LIHTC application. This would require compressing the entitlement and community engagement timelines but could support an earlier financial closing in 2027 and construction completion in 2029. While more aggressive, this schedule remains feasible.

COMMUNITY AND STAKEHOLDER OUTREACH STRATEGY

Community engagement is a core pillar of the Columbia Crossroads development approach. Our team is committed to a transparent, inclusive, and culturally responsive process that ensures the voices of Bailey's Crossroads residents are meaningfully incorporated into the design and programming of the project. Outreach will begin immediately following the RFP award and will continue throughout the entitlement and design phases. We will partner with trusted local organizations such as Second Story and Neighborhood Health to facilitate multilingual engagement, host accessible community meetings, and inform programming for the on-site nonprofit hub. This process will not only inform building and open space design but will help ensure the development reflects and supports the priorities of the surrounding community.

DEVELOPMENT TEAM OVERVIEW

Columbia Crossroads is led by a highly experienced and mission-driven team: NHPF and Gibson Spyre. NHPF is a national nonprofit affordable housing developer, owner, and operator with over 9,200 units across 16 states and DC. The organization brings deep expertise in affordable housing finance, including hybrid 9%/4% LIHTC structures, and is one of the few nonprofit developers in the country with an AA-S&P credit rating. Gibson Spyre is a veteran-owned development firm with strong local experience and a track record of executing complex public-private partnerships across the country. Together, they offer a powerful combination of national capacity and local knowledge. Pamela Lee, Assistant Vice President at NHPF, will serve as the main point of contact for this project. She will lead day-to-day coordination and engagement, working closely with John Welsh, NHPF Senior Vice President, and Thomas Gibson of Gibson Spyre to guide the project through financing, design, and delivery.

Supporting the core team is a group of experienced professionals familiar with Fairfax County, including Soto Architecture, Harkins Builders, Bohler, LandDesign, Gorove Slade, Wire Gill, Klein Hornig, and The Franklin Johnston Group. Resident services will be provided by Operation Pathways, and nonprofit partners such as Second Story and Neighborhood Health are committed to anchoring the on-site services hub. This team brings the technical skills, community relationships, and proven track record needed to deliver a high-quality, community-focused development for Bailey's Crossroads.

EQUITY STRATEGY AND ALIGNMENT WITH ONE FAIRFAX

Columbia Crossroads is rooted in the principles of equity and inclusion that define the One Fairfax Policy. Located in Bailey's Crossroads, one of Fairfax County's most diverse yet economically underserved areas, the project is intentionally designed to address systemic disparities in access to affordable housing, health services, and economic opportunity. It exemplifies Fairfax County's commitment to building communities where all residents can thrive, regardless of race, income, ability, or background.

The project advances One Fairfax priorities through the following strategies:

- **Prioritizing larger units to serve multi-generational and immigrant households.**
- **Designing all homes with universal design features and reserving at least 15% of units as fully ADA accessible.**
- Co-locating trusted, culturally sensitive nonprofit services on-site.
- **Creating inclusive open spaces that provide free, accessible opportunities for social interaction, recreation, and wellness.**
- Investing in pedestrian and bicycle infrastructure that ensure safe, multimodal mobility for residents of all ages.
- Locating affordable homes in a transit-accessible area, near major corridors and bus routes, to connect residents to jobs, education, and essential services.
- **Promoting long-term neighborhood stability, with community-serving amenities and permanent affordability that counteract displacement and speculative investment.**

Columbia Crossroads reflects a comprehensive approach to equity—combining thoughtful design, inclusive housing, and integrated services to advance health, opportunity, and prosperity for Fairfax County residents. It is a model of public-private collaboration aligned with the full intent of One Fairfax.

SECTION 4 - DEVELOPMENT TEAM INFORMATION

COLUMBIA CROSSROADS

SECTION 4

DEVELOPMENT TEAM OVERVIEW AND ORGANIZATIONAL STRUCTURE

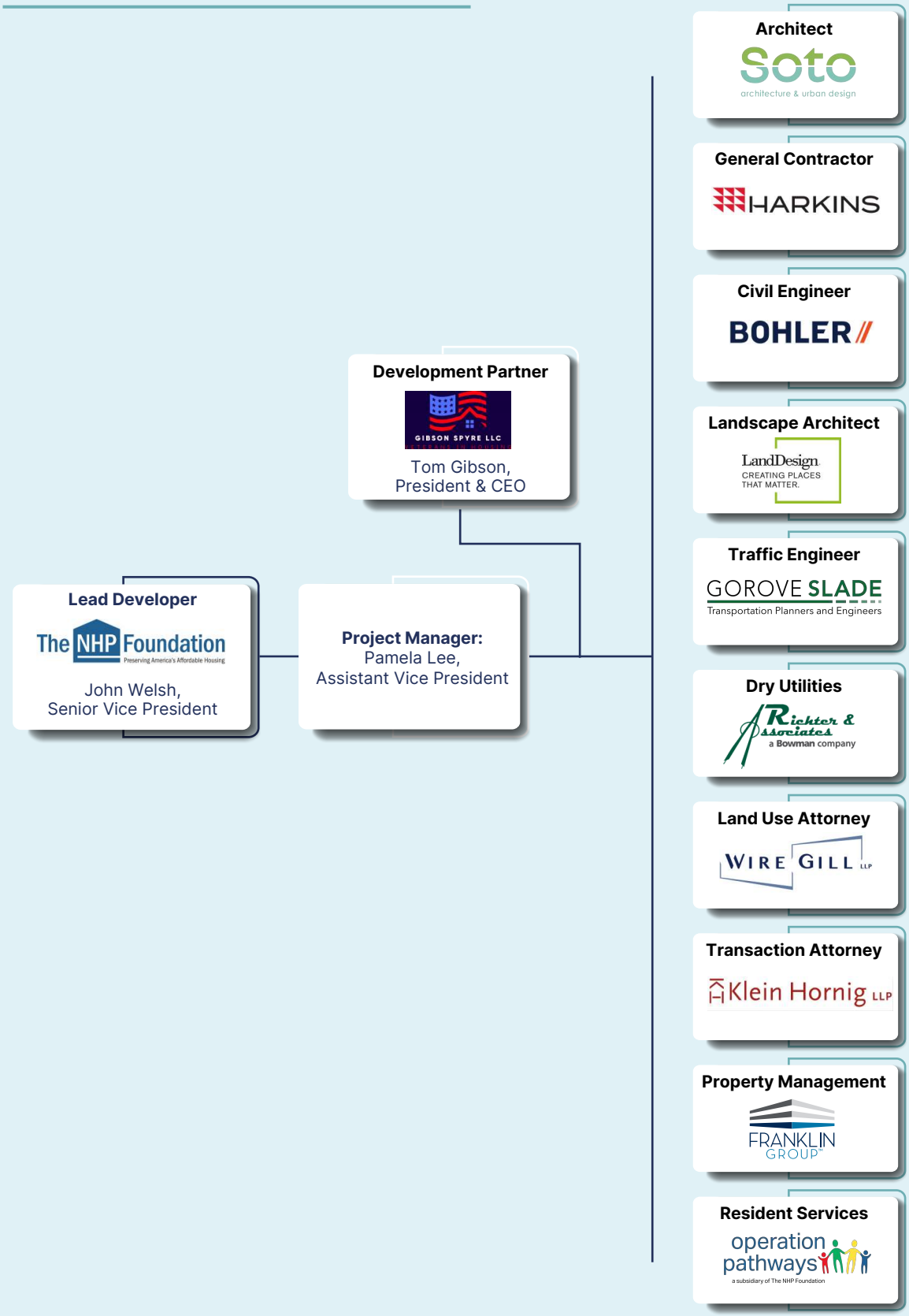
Through meaningful collaboration, The NHP Foundation and our development team propose to partner with FCRHA to redevelop the County's parcel into a vibrant, thriving community. NHPF is a nonprofit affordable housing owner, developer, and operator. We were created by an act of Congress in 1989 to preserve and create service-enriched affordable housing. We now serve more than 25,000 residents in 9,200 units across 16 states and DC. We are experts in affordable housing finance, including 4%, 9%, and hybrid structures, HUD mixed-finance transactions, and 501c3 bonds and other creative financing tools. We are one of the only nonprofit developers with an S&P AA- bond rating, reflecting our financial strength. We serve residents for the long-term and pride ourselves on forming diverse partnerships to develop vibrant, equitable communities.

We have strategically partnered with Gibson Spyre LLC, a veteran-owned and -operated development firm that will work with us to secure financing and guide major decision-making. Together, NHPF, Gibson Spyre, and our development team will partner with FCRHA and the broader community to build a sustainable, vibrant, and accessible community.

We have carefully selected a team of award-winning professionals with meaningful experience in Fairfax County. Our team has collaborated on multiple County developments and was specifically selected to ensure a thoughtful, efficient redevelopment of the County's parcel. Our team members know the site well; some have worked on the site's original CDP/FDP, as well as the redevelopment of the neighboring Alta Nova.

The main point of contact for this project will be Pamela Lee, Assistant Vice President, who has extensive experience working in Fairfax County, including leading the successful Comp Plan Amendment process for the West Falls Church Metro Station area while she was at EYA. She will work closely with John Welsh, Senior Vice President, who has been developing housing in Northern Virginia for 25 years. He previously led AHC's development efforts, where he was successful in 12 out of 12 LIHTC applications with Virginia Housing. Together, they will lead a team that includes:

ORGANIZATIONAL CHART



Development Partner: Gibson Spyre

Gibson Spyre is a veteran-owned and -operated development consulting firm run by Thomas Gibson, who served on the Virginia Housing Board of Commissioners for eight years. He has extensive experience working on complex affordable housing projects across the country.

Gibson Spyre will serve as a development partner with NHPF, helping to guide major decisions, secure financing, and manage the development team.

Architect: Soto Architecture & Urban Design

Soto is an award-winning architecture and interior design firm committed to enriching the communities where they practice. Soto's expertise is the design of inspiring mixed-income and mixed-use communities; they have led the design for several public-private partnerships in the DMV area.

Soto will serve as the project's architect and will lead the design to ensure the building is exciting, sustainable, and financially-viable while conforming with County and community goals.

General Contractor: Harkins Builders

Harkins Builders is a leading general contractor with extensive experience working in Fairfax County, specifically on prior FCRHA projects. They build high-quality residential and mixed-use developments with a focus on affordable housing and community-oriented projects.

Harkins will provide preconstruction, budgeting and constructability services, and will help navigate local codes and regulations.

Civil Engineer: Bohler

Bohler is a highly experienced civil engineering firm with a strong record of work in and with Fairfax County. They are intimately acquainted with the site, as they oversaw the original CDP/FDP for Columbia Crossroads and were the civil engineer for the neighboring Alta Nova property, developed by Wood Partners.

Bohler will oversee site, infrastructure, transportation, utility, and landscape design, as well as the stormwater management strategy. They will ensure that the community has adequate infrastructure in place.

Landscape Architect: LandDesign

LandDesign focuses on creating outdoor spaces that are valuable community assets. Their Northern Virginia-based team has extensive experience in Fairfax County, including overseeing the landscape design of the Alta Nova and the transformation of the West Falls Church Station Area.

Land Design will create people-centered outdoor spaces that will bring people together and will integrate with the designs they oversaw at the Alta Nova, ensuring the creation of a cohesive, mixed-income community.

Traffic Engineer: Gorove Slade

Headquartered in Fairfax County, Gorove Slade is the County's leading transportation and traffic engineering firm. In addition to experience working on Fairfax County public-private partnerships, Gorove Slade was the traffic engineer for the CDP/FDP for Columbia Crossroads and provided traffic engineering and access studies for the Alta Nova.

Gorove Slade will provide traffic engineering and site access evaluation services.

Dry Utilities Consultant: Richter & Associates

Richter & Associates have been the premiere dry utilities consultant for Northern Virginia, overseeing dry utilities for several large projects, including Fairfax Old Town District.

They will design, develop, and implement dry utility infrastructure for the community.

Land Use Attorney: Wire Gill

Based in Fairfax County, Wire Gill is a legal practice focused on land use and real estate issues in Northern Virginia. Wire Gill specializes in complex entitlements in Fairfax County and has strong relationships that will facilitate the entitlement process.

The Wire Gill team, led by Evan Pritchard, will provide counsel on all matters relating to land use and entitlement and will provide guidance on the outreach strategy.

Transaction Attorney: Klein Hornig

Klein Hornig has extensive experience structuring, negotiating, and closing multifamily affordable housing projects, specifically in collaboration with public agencies.

Led by Erik Hoffman, who pioneered the hybrid 9%/4% LIHTC structure, Klein Hornig will serve as the team's housing finance attorney and will help structure and secure financing.

Property Management: The Franklin Johnston Group

TFJG has extensive experience managing affordable housing in Virginia, particularly LIHTC properties. Approximately 80% of TFJG's portfolio units has some affordability component.

TFJG will provide day-to-day property management services, ensure compliance with all regulatory requirements, and will oversee lease-up and marketing of the new community.

Resident Services: Operation Pathways

OP is a nonprofit subsidiary of NHPF that provides on-site resident services and coordination in our properties. They are the first resident services provider in the country to be CORES certified.

OP will provide services and offer one-on-one individualized coaching to all residents. They will connect residents with services that meet their specific needs.

Our development team is partnering with key nonprofit service providers who are interested in collocating at the proposed nonprofit service center in Bailey's Crossroads. These mission-aligned organizations will play a central role in supporting and uplifting the surrounding community through integrated services and on-site programming.

Second Story

Second Story is the lead Bailey's Crossroads agency for Fairfax County's Opportunity Neighborhoods (ON) initiative.

They are interested in relocating their offices from Vienna to the new building, and leasing dedicated classroom space to support their ON work.

Neighborhood Health

A vital provider of accessible, high-quality healthcare for underserved populations, Neighborhood Health is exploring a long-term presence in the new nonprofit center.

Their inclusion will ensure local families have access to essential medical, dental, and behavioral health services, helping to eliminate barriers to care in Bailey's Crossroads.

Food for Others

In response to increasing food insecurity in the area, FFO is interested in establishing a presence in Bailey's Crossroads.

They would share space with Second Story, creating a natural partnership to provide wraparound support services to families and youth engaged in Opportunity Neighborhood programs.

Our Stomping Ground

OSG is committed to fostering inclusive communities for individuals with disabilities through advocacy, social engagement, and support services.

In partnership with NHPF's resident services partner, Operation Pathways, OSG will provide integrated, on-site programming tailored to residents of the new community.

Northern Virginia Family Services

With deep roots in Northern Virginia and a robust portfolio of human services—including workforce readiness, childcare, and case management—NVFS may be considered as a substitute or addition if space becomes available, if other partnerships shift, or if community input suggests a stronger need for their services.

Development Team Resumes & Profiles

COLUMBIA CROSSROADS

Lead Developer

The NHP Foundation
Preserving America's Affordable Housing

The NHP Foundation®

Preserving America's Affordable Housing

Where **You** Live Matters—
Building **Community** Together.

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- Meet NHPF
- A Legacy of Integrity and Financial Security
- Meet the Leadership Team
- Meet Operation Pathways
- Our Investors
- Let’s Work Together

Meet NHPF

> NHPF does invaluable work to preserve and promote affordable housing, inspiring myself and others to continue to work harder on behalf of the vulnerable of our country.
>
> **—SENATOR RON WYDEN, OR**

Who We Are

NHPF IS

A not-for-profit real estate corporation dedicated to:

- **Community-building** through sustainable, service-enriched housing
- **Preserving and creating** affordable multifamily homes for low and moderate income families and seniors
- **Resident-led** programs that support stability and growth

MISSION

The NHP Foundation is a not-for-profit real estate organization dedicated to preserving and creating sustainable, service-enriched multifamily housing that is both affordable to low and moderate income families and seniors, and beneficial to their communities.

VISION

A future where communities flourish because attractive, sustainable housing options and life-enhancing services are ensured for income-challenged Americans.

NHPF'S VALUES

NHPF seeks to promote greater diversity, inclusion, racial equity, and social justice in addition to its long-established mission of providing sustainable, service-enriched affordable housing. NHPF is committed to increasing access to opportunities for historically underrepresented individuals and businesses in the development and operation of affordable housing communities.

A Legacy of Financial Strength and Integrity

The NHPF story began in 1989 to preserve and create value-added affordable multifamily housing. As a not-for-profit, NHPF combines financial discipline with a charitable mission to ensure smart, impactful investments.

NHPF's success for the last 30+ years is owed to early institutional investors who saw the potential of this asset class to produce worthy returns, both financially and socially. Those initial investments from pioneering companies totaled just $3M that NHPF smartly and strategically leveraged for the preservation of over 100 properties. The organization has grown into an industry leader, leveraging nearly half a billion dollars in LIHTC equity to develop sustainable, service-enriched housing and most recently issued its first $75 million social bond, earning an AA- rating from Standard & Poor's—the highest rating ever achieved by a not-for-profit social housing provider. As well, NHPF also received its first award from the CDFI Fund's Capital Magnet Fund.

NHPF's financial strength and strategic relationships with lenders have positioned it as a leader in the affordable housing sector. Through an entrepreneurial approach, NHPF forms innovative public/private partnerships, leveraging 4% and 9% LIHTC to drive substantial rehabilitation and new development projects. The organization has successfully created, invested in, and managed multiple equity funds to acquire and redevelop properties, demonstrating its expertise in structuring complex financial transactions. Through strategic financial management and strong lender relationships, NHPF continues to drive innovative solutions that ensure the availability of affordable housing nationwide.

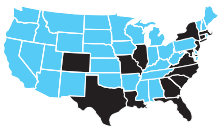
Through its divisions—Acquisition/Preservation, Development, Construction, and Asset Management—NHPF identifies projects for preservation or new construction leveraging a broad network of relationships, using its experience and management prowess to create and preserve affordable housing. This includes building strategic partnerships with various community organizations such as faith-based entities and other smaller developers. NHPF also participates with Public Housing Authorities in the Rental Assistance Demonstration (RAD) program to transform public housing into new, revitalized communities as well as the District of Columbia's Tenants Opportunity to Purchase Agreement (TOPA), a unique partnership program between developers and tenant associations.

With strategic partnerships across financial institutions, municipalities, and investors, NHPF has facilitated nearly 20,000 affordable homes for families and seniors, securing vital funding through LIHTC credits, grants, subsidies, vouchers, and loans.

NHPF Today

4
Offices: New York, Washington DC, Chicago, & Baltimore

60
Employees



16
States and the District of Columbia

65
Properties

9,600
Units

25,000+
Residents

Meet the Leadership Team for East County Parcel B

ERIC W. PRICE

PRESIDENT & CEO

Eric Price has dedicated more than 30 years of his career to the preservation and creation of affordable housing. Joining NHPF in early 2019 as Senior Vice President, he immediately began shaping the organization's strategic direction, driving innovation, and expanding into new markets. Most recently as President, Price spearheaded the issuance of NHPF's first $75 million social bond in 2023, earning an AA– rating from Standard & Poor's—the highest rating ever achieved by a not-for-profit social housing provider. Additionally, he secured NHPF's first award from the CDFI Fund's Capital Magnet Fund.

Price previously served as Deputy Mayor for Planning and Economic Development in Washington, DC, where he was responsible for managing several City agencies with a combined $120 million annual budget. During his tenure, he created funding for the City's Housing Production Trust Fund (HPTF), establishing a dedicated tax revenue which since 2015 has invested approximately $1 billion in affordable housing throughout the City. In addition, he oversaw a successful $300 million Tax Increment Financing (TIF) Program, providing jobs and neighborhood retail investment throughout the City.

In addition to not-for-profit and public agency experience, Price has held leadership positions in community development, affordable housing finance, and for-profit developers. He served as Executive Vice President of the AFL-CIO Housing Investment Trust, where he originated debt financing through Housing Finance Agencies, FHA mortgage bankers, and partnered with not-for-profit and for-profit multifamily developers. As the leader of a community development entity, Price deployed $185 million in New Market Tax Credits and has held executive positions with the Local Initiatives Support Corporation (LISC) and Abdo Development, among others.

JOHN M. WELSH

SR. VICE-PRESIDENT, DEVELOPMENT

John Welsh has over three decades of experience of affordable housing development experience in the DMV. At NHPF, he leads a regional development team active in the Washington Metropolitan Area, and expanding into new markets in TX, CO, and Virginia. Prior to joining NHPF, Welsh led real estate development for AHC Inc. for 23 years, with a specific focus on affordable and mixed-income communities in Northern Virginia and Baltimore. At AHC, he acquired and developed more than 6,200 units and was successful in 12 out of 12 applications for 9% LIHTCs in Virginia, including as part of hybrid 4% and 9% structures. During his tenure, several AHC developments won local, state, and national awards for design and resident programming, including Project of the Year, the President's Award from the National Park Service, and others. Welsh holds a BS in finance from Villanova University and a master's in regional planning from Cornell University. Welsh is on the Northern Virginia Affordable Housing Alliance (NVAHA) Leadership Council and the board of the Housing Association of Nonprofit Developers (HAND).

PAMELA P. LEE

DIRECTOR OF DEVELOPMENT, DC, MD, VA

Pamela Lee's well-rounded experience in affordable housing encompasses affordable housing development, market-rate, for-sale, and mixed-use development, housing finance policy, and direct agency experience. She has successfully led multifamily acquisition, rehabilitation, and new construction projects, securing millions in financing and driving strategic development initiatives. At NHPF, she is leading a partnership with the City of Falls Church to support affordable homeownership and she structured the District's first 501(c)(3) bond transaction for Ridgecrest 2, an affordable project financed entirely without the use of LIHTCs. At EYA, she oversaw two award-winning, luxury, mixed-income public-private partnerships with the Montgomery County Housing Opportunities Commission.

Previously, Lee also held positions at the Urban Institute, HUD, and the Cambridge Housing Authority. She is on the board of Greater Greater Washington and the Women in Affordable Housing Network (WAHN) DMV, and is on the NVAHA Leadership Council.

Meet Operation Pathways

> Operation Pathways brings out the best in people and shapes future leaders. Through my summer internship, I discovered my passion for law enforcement, and with the unwavering support of Karina (Plaza B RSC), I achieved my dream of attending John Jay College to pursue my career.
>
> **—HECTOR LOBO**

Operation Pathways (OP), a subsidiary of The NHP Foundation, transforms affordable housing by providing onsite resident services across 12 states and the District of Columbia. Serving over 4,500 households and 9,000 residents annually at 32 sites, OP empowers individuals and families with the tools, guidance, and resources needed to achieve their goals and improve their quality of life via vibrant, collaborative communities.

Operation Pathways: Supporting Residents on Their Self-Led Journeys

- **Every resident** has the power to shape their own future. Together with Resident Services Coordinators (RSCs) offering guidance, resources, and encouragement, they pursue their self-led paths to a better quality of life.
- **Personalized Support** RSCs listen first, working closely with residents through Family-Centered Coaching to help them navigate opportunities, overcome challenges, and take meaningful steps toward their goals.
- **Resident-Led Success** Programs and services support:

Academic Achievement
Expanding education and career opportunities.

Financial Stability
Strengthening financial habits and long-term security.

Healthier Living
Promoting well-being and community connection.

Aging in Place
Enhancing independence and social engagement for older adults.

- **Advisory Councils** RSCs amplify resident voices, fostering leadership through councils where neighbors collaborate on local solutions.
- **Measuring Impact** We track progress through resident feedback, participation data, and outcome evaluations, ensuring our support remains effective and meaningful.

At Operation Pathways, we don't lead the journey— we walk beside residents as they build stronger, brighter futures for themselves and their communities.

Meet Operation Pathways: Resident Voices

Finding Community Through Service: Miss Linda's Journey

Residents of affordable housing often face feelings of loneliness, especially those who have relocated away from family or trusted support systems in search of affordable living. This challenge is even more pronounced among seniors, many of whom live alone and may also be managing health concerns.

However, there is hope. Affordable housing communities that offer onsite resident services are creating opportunities for connection, engagement, and meaningful relationships. Through these programs, residents are finding not just support, but also a sense of belonging that enriches their lives and strengthens their communities.

Here is one such example.
Miss Linda wasn't always an active presence in the Ships' Cove Community Room. She first started attending small workout groups, joining a few activities here and there. But it wasn't until she got more acquainted with her Resident Services Coordinator (RSC) Caitlyn and began volunteering with Operation Pathways that she truly found her place.

Through hours of service—helping at the food bank, organizing holiday meals, assisting with outreach, and participating in National Night Out—Miss Linda not only gave back to her community but also found something invaluable: a sense of family. The bonds formed through these efforts have extended far beyond the walls of Ships' Cove. Volunteers now check in on one another, spend time together outside of scheduled programs, and encourage more residents to get involved.

"If it weren't for Miss Linda and the other volunteers, our sense of community wouldn't be as strong as it is today," shares Ships' Cove RSC Caitlyn Luis.

But Miss Linda's journey didn't stop at Ships' Cove. The confidence and social connections she built through volunteering have enriched her personal life as well. She finds it easier to strike up conversations with strangers, has a more positive outlook, and feels motivated to engage more in the world around her.

Her advice to others? "Put yourself in new situations, find your sense of belonging, and don't be afraid to seek support if you need it. Therapy has helped me throughout my life."

Miss Linda loves the person she has become and has no plans of slowing down. Through her kindness and commitment, she has not only changed her own life but also strengthened the heart of the Ships' Cove community—one act of service at a time.

Where Miss Linda lives matters

Meet Operation Pathways: Resident Voices

The Heart and Soul of Volunteering

At two NHPF properties, The Mark Twain in Chicago and St. Luke's Plaza in St. Louis, two women found purpose and fulfillment in the embrace of volunteerism. Angela Williams (above left) and Winona Butler (right), residents of these two communities respectively, embarked on a journey of service which not only enriched their own lives but also transformed the fabric of their communities.

Operation Pathways, the onsite service provider subsidiary of NHPF, provides residents the tools, resources, and coaching they need to achieve housing stability and meet their academic, financial, and wellness goals. Angela, a cheerful and dedicated member of The Mark Twain, first dipped her toe into volunteering by assisting with various activities and events organized by the RSC at Mark Twain. Her eagerness to contribute eventually led her to take on a more significant role in the development and execution of these programs.

Similarly, Winona, a proud mother and longtime resident of St. Luke's Plaza, found renewed purpose and connection through her involvement with Operation Pathways. Initially drawn to the community store, Winona's curiosity about resident programming led her to join the Operation Pathways Resident Advisory Council (OPAC), where her enthusiasm and commitment quickly became invaluable assets.

As Angela and Winona immersed themselves in the vibrant tapestry of community life, they discovered the profound joy that comes from giving back. Angela's infectious enthusiasm and warm personality sparked a newfound interest among fellow residents, breathing life into events and activities that brought neighbors together. Winona's dedication and passion for service shines brightly as she volunteers tirelessly for community initiatives, from staffing the community closet store to organizing events that celebrate the diverse talents and cultures within St. Luke's Plaza.

One memorable highlight of Winona's experience was the collaborative effort to host a Resident Potluck dinner for the Christmas holiday, an idea championed by Winona and embraced by the entire community. With her unwavering determination and knack for rallying support, Winona ensured that the event was a resounding success.

Reflecting on their experiences, both Angela and Winona expressed profound gratitude for the opportunity to make a meaningful impact on their communities and as they continue their journey of service, Angela and Winona know that the threads of kindness they weave into the fabric of their communities will endure and make a difference.

Where Angela and Winona live matters.

Meet Operation Pathways: Resident Voices

RSC Andrea Richard Launches Young Women's Wellness Program

Andrea Richard, the RSC at both Anacostia Gardens and Benning Heights, had a brainstorm. As she got better acquainted with the preteen girls living in both communities, Andrea sensed a need to provide a gathering place where the young women could receive education and engage in meaningful conversation on topics like personal empowerment, body awareness, and self care.

Andrea reached out to a few companies in the progressive feminine hygiene space including Aunt Flow, Saalt, and Lhamo Organic pads. All three responded with project funding and sample products. Thus, the Red Tent Gathering was launched. Andrea describes Red Tent as a "community where we provide education for pre-adolescent girls, teenagers, and women." The program offers space for sharing, creativity outlets, parenting classes, expectant mom support, and rites of passages for our young women. Andrea adds, "I feel like we had a good turnout and look forward to growing this program at both Anacostia Gardens and Benning Heights in 2023."

The need to provide education, agency, and bodily awareness for the young women of our communities is great and this program is impactful because it connects, educates, and encourages the younger population onsite, including expectant mothers. This rewarding work benefits all the residents of both properties.

Where you live matters.

Investors in NHPF and Operation Pathways

> Citi has a long, rich history in financing affordable housing along with The NHP Foundation to help deliver housing where it is most needed.
>
> **—MAHESH AIYER, MANAGING DIRECTOR, CITI**

Let's Work Together

> MassHousing's success in preserving affordable housing is exemplified by our work with NHPF on Blue Mountain Apartments, and we extend our gratitude to our joint venture lenders and development team for their commitment to creating quality housing for lower-income seniors and families.
>
> **—MARK TEDEN, VICE PRESIDENT, MULTIFAMILY PROGRAMS, MASSHOUSING**

Transforming Complex Deals into Thriving Communities

NHPF specializes in tackling challenging transactions that others avoid—leveraging deep expertise, innovative funding sources, and strategic partnerships to deliver high-quality, on-time, and on-budget affordable housing projects.

Why Partner with NHPF?

Unmatched Expertise

Our team brings multi-generational knowledge spanning acquisitions, asset management, construction, development, and financial structuring.

Efficient Construction Management

In-house specialists optimize cost savings, resources, and economies of scale, ensuring turn-key solutions.

Strategic Collaborations

We partner with faith-based organizations, housing authorities, tenant groups, and municipalities to revitalize existing properties and develop new ones.

Building a Sustainable Future

NHPF is committed to building communities that can weather environmental, social and insurance industry challenges:

Developing trusted partnerships with insurance provider who value mission-driven housing work.

Enhancing security and partnering in community policing programs to reduce crime risk perceptions.

Strengthening building exteriors, upgrading structural designs beyond code requirements, incorporating multiple backup power sources for resilience.

Join Us in Creating Lasting Impact

With a leadership team dedicated to integrity and financial security, NHPF continues to shape the future of affordable housing. **Let's work together to build stronger, more sustainable communities.**

Development Partner

GIBSON SPYRE LLC

Gibson Spyre

Veterans In Housing.

Role: Joint Venture developer will support financing and managing the projects

- Gibson Spyre, LLC is a housing, economic development, and real estate development consulting firm
- Veteran-owned and operated small business based in Alexandria, Virginia. Sole ownership- Thomas A. Gibson
- Virginia LLC
- Verified veteran-owned small business (VOSB) as determined by the U.S. Small Business Administration
- Small, micro business as designated by the Commonwealth of Virginia Department of Small Business and Supplier Diversity

Clients & Projects:

- True Ground Housing Partners, Inc.
  - AvonLea Family (137 units of new construction in Loudoun County, VA)
- Community Preservation Partners, a WNC Company
  - Allegheny Commons (136 units, occupied rehab, Pittsburgh, PA)
  - Cambridge Square (204 units, occupied rehab and new construction, Monroeville, PA)
  - Brewery Square (104 units, historic and occupied rehab, New Haven, CT)
  - Sycamore Village (128 units, occupied rehab, Pittsburg, KS)
  - Highland Park (150 units, occupied rehab, Milwaukee, WI)

CERTIFIED SWaM Small, Women and Minority-Owned
Supplier Diversity Strengthens the Commonwealth
by the Virginia Department of Small Business & Supplier Diversity

SBA U.S. Small Business Administration
VETERAN-OWNED CERTIFIED

Experience:

- Public Experience:
  - Department of Housing and Community Development, District of Columbia
  - Office of the Deputy Mayor for Planning and Economic Development, District of Columbia
  - United States Marine Corps (Active & Reserves)
- Private Experience:
  - Winn Development
  - Stratford Capital Group
  - Community Preservation Partners, a WNC Company
  - Deals: PA, NC, CT, MA, KS
- Policy Experience:
  - Virginia Minority Business Commission
  - Alexandria Economic Opportunities Commission
  - Arlington Tenant-Landlord Commission
  - Virginia Housing Board (8 years)

GIBSON SPYRE LLC
VETERANS IN HOUSING

Thomas A. Gibson, President and CEO, Gibson Spyre LLC

Recognized as a "40 Under 40" Honoree by both Alexandria and Arlington, Virginia Chambers of Commerce, Thomas A. Gibson currently serves as President and CEO of Gibson Spyre LLC, a veteran-owned and operated multifamily development company. With experience in both the public and private sectors, Mr. Gibson specializes in structuring and managing complex multifamily developments through creative financing strategies and public-private partnerships. Mr. Gibson has been appointed by the Governor of Virginia, Senate of Virginia, Arlington County Board, and City Council of Alexandria to various boards and commissions serving Northern Virginia and the Commonwealth. He was appointed by two Governors to Virginia Housing where he served for eight years on the Board of Commissioners for one of the nation's largest housing finance agencies. Mr. Gibson now serves on the Boards of the Virginia War Memorial Foundation and Empower Equity, a startup driving innovation in the ways commercial and industrial buildings finance their critical energy equipment and infrastructure projects. As an artillery officer in the U.S. Marine Corps Reserve, he has served in various leadership positions in the U.S., Morocco, and Japan. Mr. Gibson holds a bachelor's degree from the University of Virginia and holds master's degrees from Georgetown, Cornell, and Harvard Universities. He holds professional certifications from both the U.S. Green Building Council and the Project Management Institute.

Years of Experience: 10+ years
Specific Responsibilities for this Project: Joint Venture developer; will assist with financing and project management

President and CEO, Gibson Spyre LLC, Alexandria, VA (Jul 2022-Current)
▪ Gibson Spyre LLC is a veteran-owned business providing consulting and development services for multifamily developers and public entities in the fields of affordable housing, veteran housing, and economic development. The business is a verified veteran-owned small business (VOSB) as determined by the U.S. Small Business Administration and is a small, micro business as designated by the Commonwealth of Virginia Department of Small Business and Supplier Diversity.
▪ Past clients include the Housing Authority of Prince George's County, MD, Abacus Property Solutions, LLC, and E & G Group. Current clients include Community Preservation Partners and True Ground Housing Partners.
▪ Currently manage the 9% LIHTC application process for a 137-unit new construction project in Loudoun County, Virginia and manage affordable housing developments in PA, CT, KS, and WI that are in construction or pre-development.

Director of Special Projects, Community Preservation Partners, Reston, VA (Sep 2023-Dec 2024).
▪ Oversaw the development of real estate, acting in the capacity of a relationship manager, decision-maker, and problem-solver
▪ Closed or in the process of closing 7 multifamily rehabilitation and new construction projects utilizing 4% Low-Income Housing Tax Credits ("LIHTC"), tax-exempt bonds, historic tax credits, state tax credits, conventional debt, and equity investments
▪ Managed professional teams of in-house staff and external contractors, architects, accountants, attorneys, etc. in developing over 500 units of housing in PA, NC, MA, CT, TN, & KS

Senior Development Manager, Community Preservation Partners, Reston, VA (Jul 2021-Jun 2022).
▪ Managed multi-faceted real estate development projects from conception through construction completion and lease-up
▪ Closed an acquisition bridge loan for a 136-unit multifamily rental property in Pittsburgh, PA totaling $19.8 million. Later closed a $47,653,525 tax credit and bond transaction to rehabilitate the property.
▪ Secured all financing and closed a tax credit and bond transaction to acquire and rehabilitate a 100-unit multifamily rental property in suburban Knoxville, TN totaling $20,151,634 in development sources and uses.
▪ Secured all financing and closed a tax credit and bond transaction to acquire and rehabilitate a 99-unit multifamily rental property in suburban Charlotte, N.C. totaling $29,940,832 in development sources and uses. Oversaw 9 months of construction with on-time completion and within budget. Submitted 8609 package and oversaw all equity installments.

Marine Officer, Student, and Consultant, (Aug 2018-Jun 2021).
▪ Following completion of business school at Cornell University and an overseas deployment to Japan (Jun 2019-May 2020), admitted into Harvard University as a graduate student in Industrial & Organizational Psychology.
▪ Accomplishments include restructuring ownership entities maintained by the Housing Authority of Prince George's County, MD, finalizing the closing of a 163-unit mixed-income, new construction senior deal located near a metro station, implementing new project management software, and drafting the first parcel development RFP since 2004

Vice President of Development, Stratford Capital Group, Vienna, VA (Jan 2018-Jul 2018)
▪ Directly responsible for underwriting and project management efforts of large-scale new construction and acquisition rehabilitation projects in Northern Virginia, Maryland, Georgia, and Florida totaling 561 units and $143.2 million in total development costs. Projects included complex elements of housing finance, including historic tax credits, low-income housing tax credits, state finance agency subsidies, state tax credits, local housing trust funds, and other sources of economic development financing.
[Note: Departure due to military deployment and business school completion]

Project Director, Winn Development, Washington, D.C. (Apr 2016-Jan 2018)
Real Estate Project Manager, Office of Deputy Mayor for Planning and Economic Development, Washington, D.C. (Apr 2015-Mar 2016)
Housing & Development Project Manager, Department of Housing & Community Development, Washington, D.C. (Mar 2014-Apr 2015)

Education

- **Harvard University,** Cambridge, Massachusetts, Master of Liberal Arts in Extension Studies, Industrial & Organizational Psychology
- **Cornell University,** Ithaca, New York, Master of Business Administration
- **Georgetown University,** Washington, District of Columbia, Master of Professional Studies in Real Estate, Real Estate Finance
- **University of Virginia**, Charlottesville, Virginia, Bachelor of Arts, Majors in Government and Political Philosophy, Policy, and Law

Professional Designations

- LEED AP BD+C, Accredited Professional in Building Design and Construction, U.S. Green Building Council License Number: 0010782303, Active
- PMP, Project Management Professional, Project Management Institute, PMP Number: 1803923, Active

Architect

Soto
architecture & urban design

Soto

Architecture & Urban Design

www.sotopllc.com

CORPORATE RESUME

FOUNDED IN **2014**

REGISTERED IN DC, MD + VA

MULTIPLE DESIGN AWARDS AND RECOGNITIONS

SMALL, MINORITY-OWNED ARCHITECTURAL FIRM **(MBE/SBE/DBE/CBE)**

15 DESIGN TEAM MEMBERS

ZERO TERMINATED CONTRACTS OR CLAIMS

5,300+ UNITS AND **$600M+** IN CONSTRUCTION VALUE

3,300+ AFFORDABLE UNITS

15 LOW-INCOME HOUSING TAX CREDIT DEALS

1,300+ SUSTAINABLE APARTMENTS (LEED, PHIUS, ZERH, GREEN COMMUNITIES, ETC)

We are **Soto**, an Award-winning Architecture and Interior Design firm, passionate about the design of high-quality community, commercial, residential and mix-use developments in urban settings. We are dedicated to crafting exceptional spaces and lasting structures that enrich our neighborhoods and lives.

We are a Minority-owned, Small Business Enterprise, Registered as an MBE and DBE (Disadvantaged Business Enterprise) as well as a CBE (Certified Business Enterprise) in the State of Maryland and The District of Columbia.

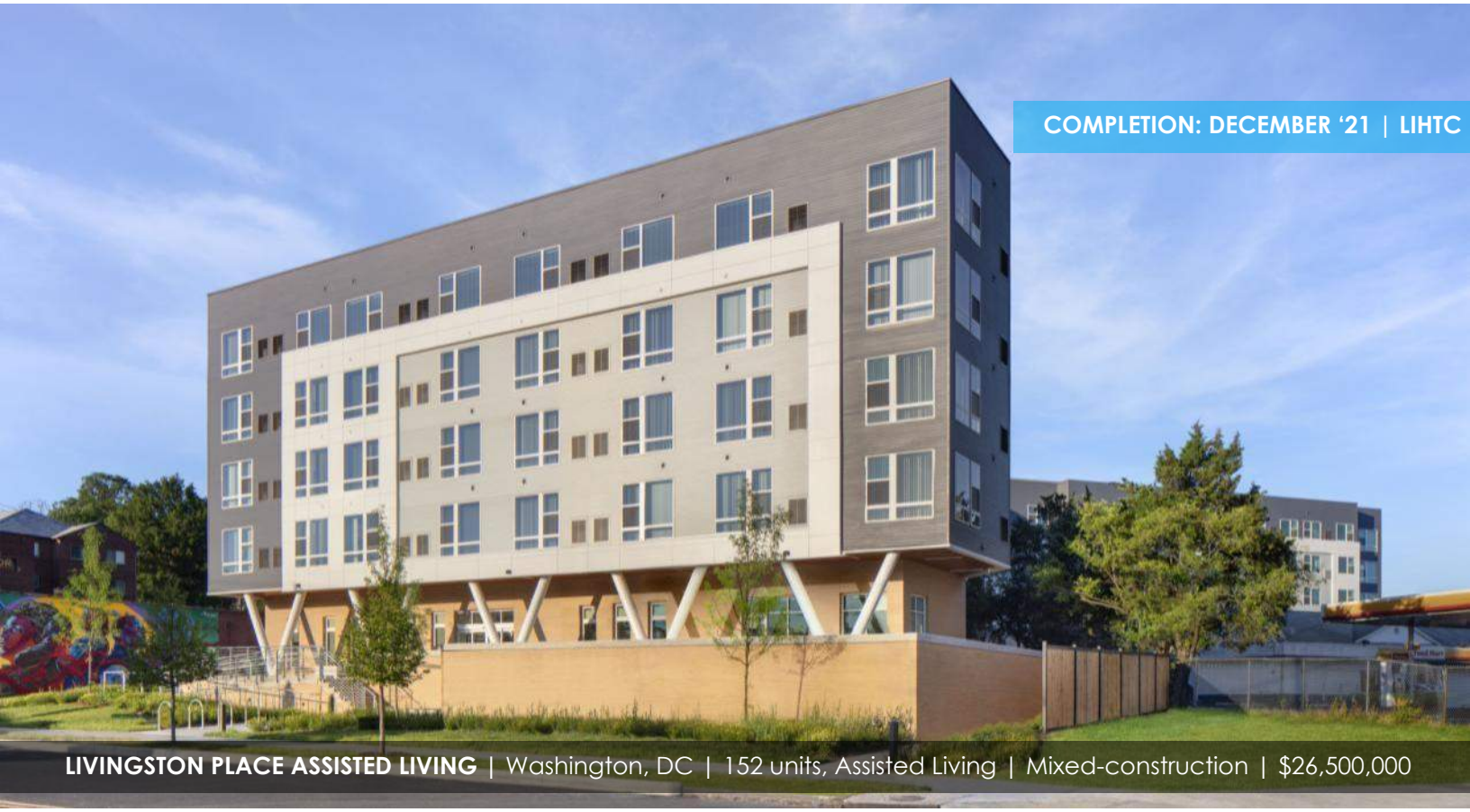
Our expertise is wide and diverse; ranging from master-planning to the renovation and new construction of a variety of institutional, residential, and mixed-use developments.

Our specialty is client and user focused. We listen to our clients' visions and constraints and then lead the design process through the innumerable details and decisions each project entails. We assist our clients in engaging stakeholders in the design decision-making process. We work collaboratively, creatively, and diligently to understand the project conditions, establish goals and priorities, verify, refine and reconcile project criteria, and develop alternative design strategies.

We believe in being good stewards of our clients' funds; our designs provide great value and inspiring concepts while routinely working on accelerated schedules and following sustainability programs such as LEED, Energy Star, EarthCraft, Passive House (PHIUS), Zero Energy Ready Homes, NGBS, and Green Communities.

Soto Architecture & Urban Design
1407 T Street NW, Suite 200
Washington, DC 20009
(202) 750-6717
www.sotopllc.com

PARK MORTON | Washington, DC | 142 units, multifamily | Mixed-construction | $40,000,000



LIVINGSTON PLACE ASSISTED LIVING | Washington, DC | 152 units, Assisted Living | Mixed-construction | $26,500,000

Soto architecture & urban design, pllc

1407 T Street NW | Suite 200 | Washington, DC 20009
[202] 750-6717 | www.sotopllc.com

6121 FRANCONIA | Alexandria, VA | 120 units, 4 stories

UNDER CONSTRUCTION | DELIVERY: JAN '27 | LIHTC

BELMONT CROSSING 2C & 2D | Washington, DC | 113 units, multifamily + Permanent Supportive Housing

Soto architecture & urban design, pllc

1407 T Street NW | Suite 200 | Washington, DC 20009
[202] 750-6717 | www.sotopllc.com

HERO'S BRIDGE VILLAGE | Warrenton, VA | 44 units, Housing for veterans

BEACON HILL SENIOR | Alexandria, VA | 52 units, 6 stories

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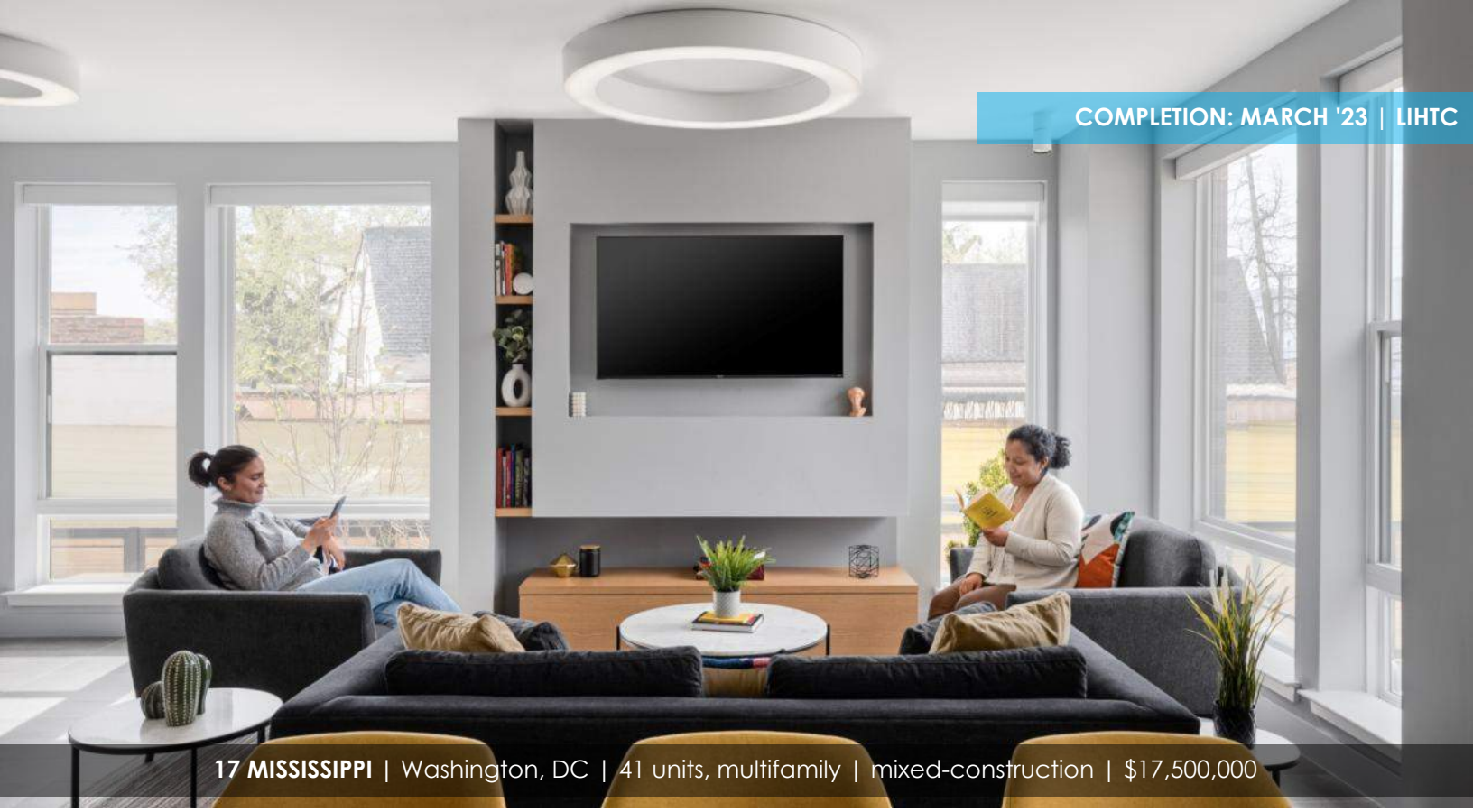
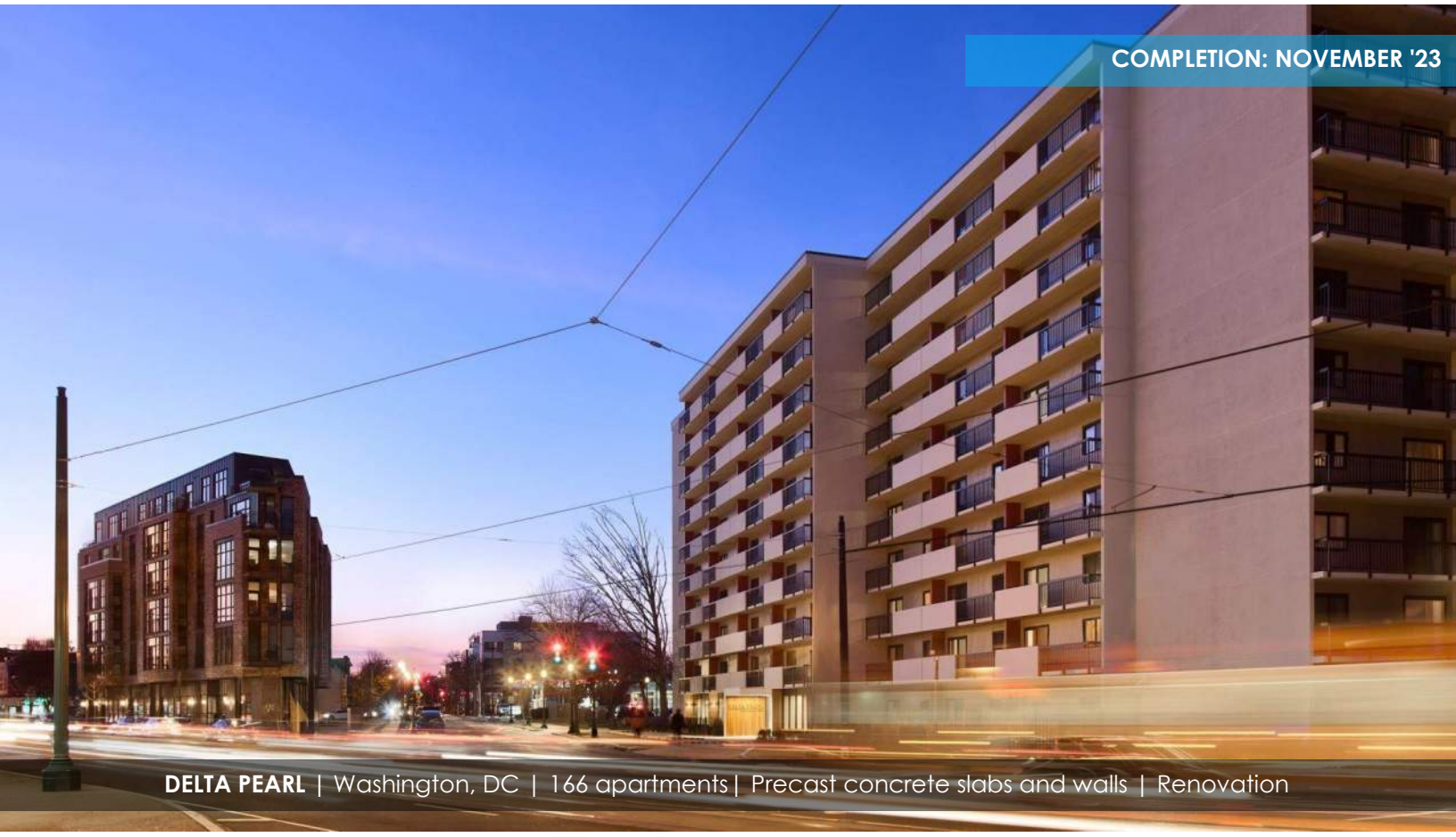


COMPLETION: MARCH '23 | LIHTC

17 MISSISSIPPI | Washington, DC | 41 units, multifamily | mixed-construction | $17,500,000



COMPLETION: NOVEMBER '23

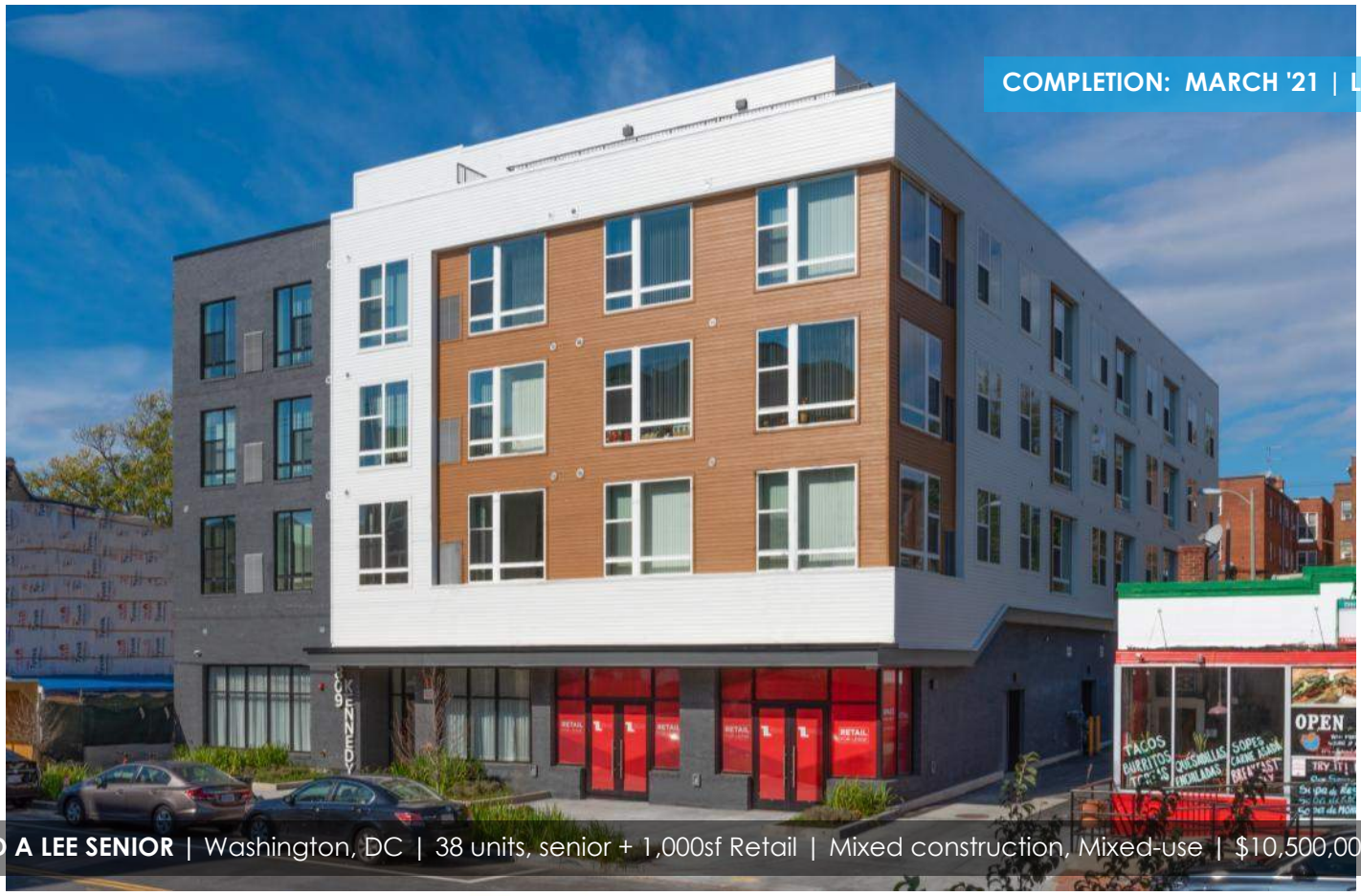
DELTA PEARL | Washington, DC | 166 apartments | Precast concrete slabs and walls | Renovation

Soto architecture & urban design, pllc

1407 T Street NW | Suite 200 | Washington, DC 20009
[202] 750-6717 | www.sotopllc.com

COMPLETION: MARCH '22 | LIHTC

THE LEWIS SENIOR APARTMENTS | Suitland, MD | 137 units, senior | Mixed-construction, mixed-use | $25,247,000



COMPLETION: MARCH '21 | LIHTC

TODD A LEE SENIOR | Washington, DC | 38 units, senior + 1,000sf Retail | Mixed construction, Mixed-use | $10,500,000

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[202] 750-6717 | www.sotopllc.com

UNDER CONSTRUCTION | DELIVERY: FALL '25 | LIHTC

BLUE OAKS AT NORTH ODENTON | Odenton, MD | 150 units, multifamily | Wood-frame construction | $29,100,000

COMPLETION: JANUARY '25 | LIHTC

COLD SPRING LANE | Baltimore, MD | 155 units, multifamily | Wood-frame construction | $29,411,000

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UNDER CONSTRUCTION | DELIVERY: SPRING '25 | LIHTC

PARK MONTGOMERY | Silver Spring, MD | 217 units, multifamily | Mixed construction | $45,000,000

COMPLETION: MARCH '23 | LIHTC

RESIDENCES AT SPRINGBROOK | Clinton, MD | 90 units, Senior | Wood-frame construction | $17,820,000

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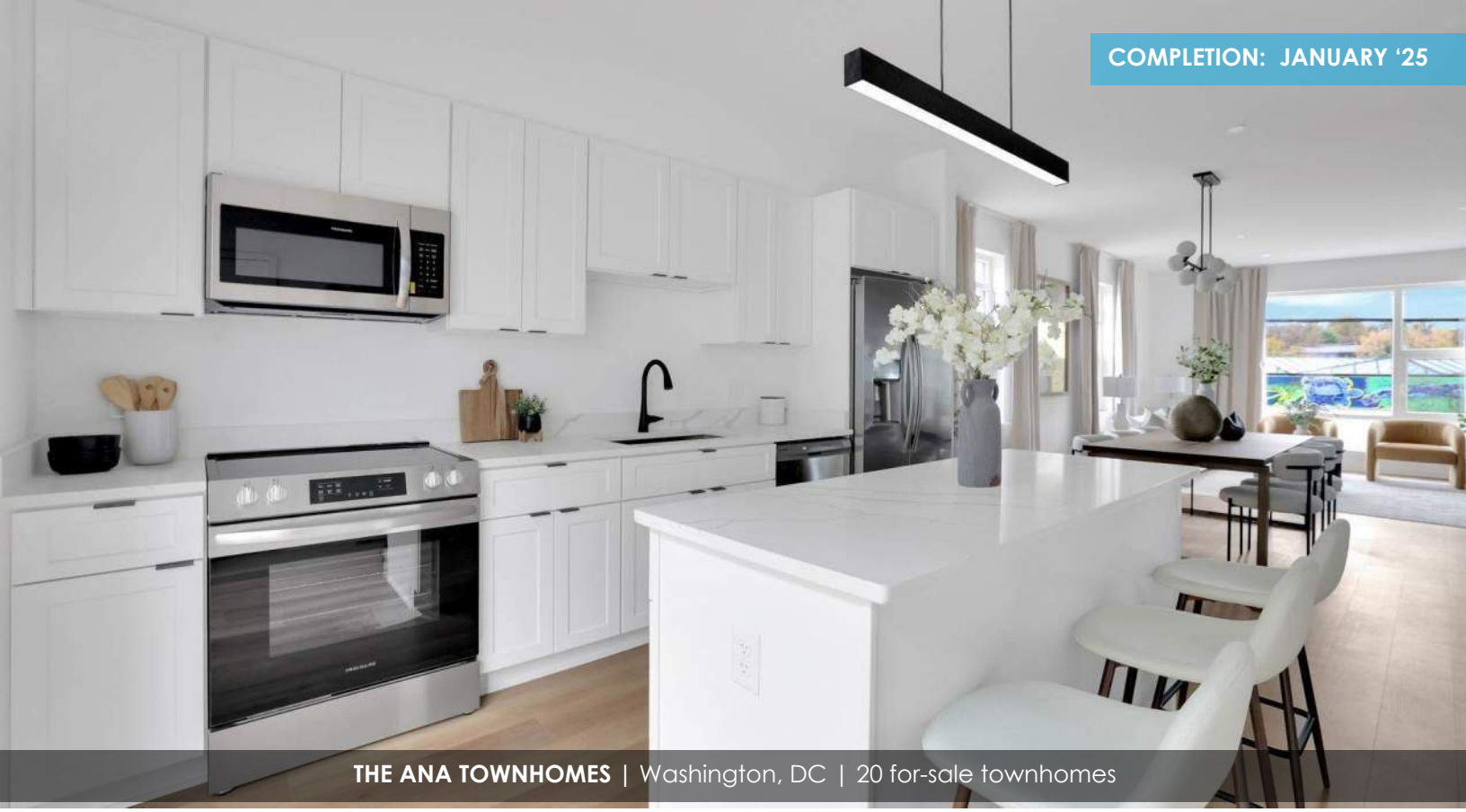
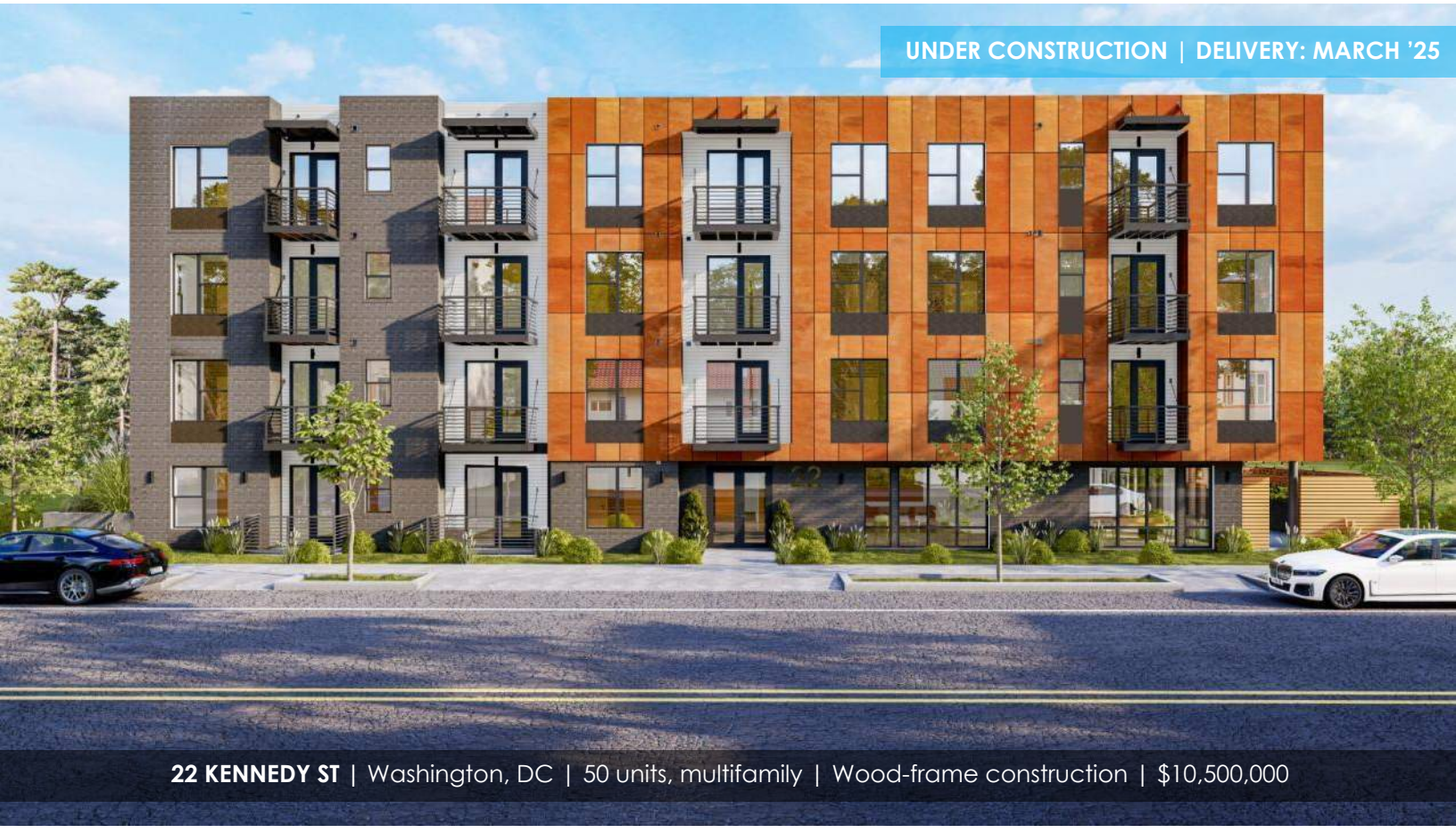


COMPLETION: JANUARY '25

THE ANA TOWNHOMES | Washington, DC | 20 for-sale townhomes



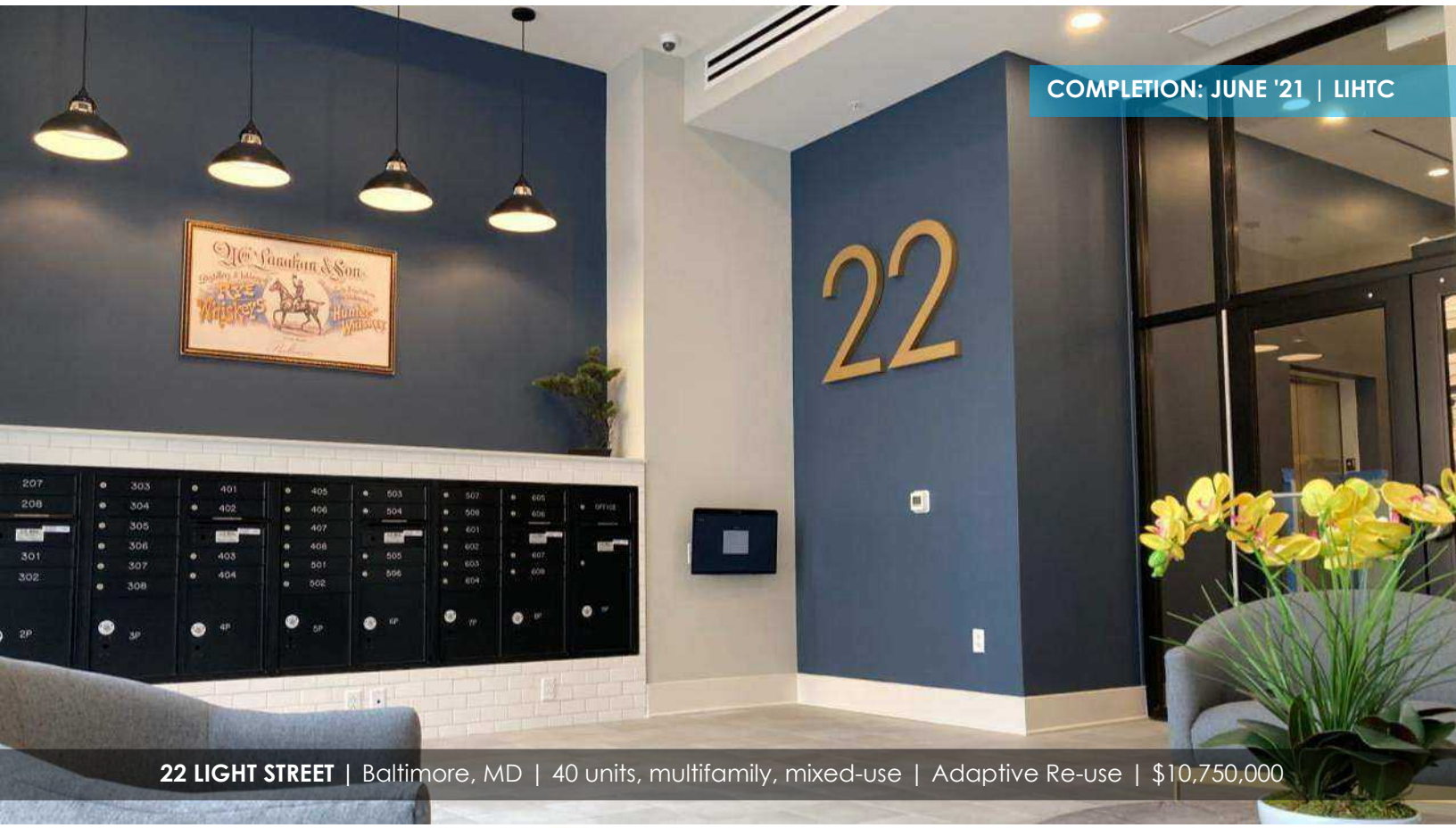
UNDER CONSTRUCTION | DELIVERY: MARCH '25

22 KENNEDY ST | Washington, DC | 50 units, multifamily | Wood-frame construction | $10,500,000

Soto architecture & urban design, pllc

1407 T Street NW | Suite 200 | Washington, DC 20009
[202] 750-6717 | www.sotopllc.com

H.R. CRAWFORD GARDENS | Washington, DC | 76 units, multigenerational | Mixed construction | $31,325,000



22 LIGHT STREET | Baltimore, MD | 40 units, multifamily, mixed-use | Adaptive Re-use | $10,750,000

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[202] 750-6717 | www.sotopllc.com

Soto architecture & urban design, pllc

Fernando Bonilla-Verdesoto, AIA NCARB

Principal & Founder

Minority Business Owner

NCARB Accredited

Reg. Architect & AIA Member

Architectural Registrations:

VA #0401016743
DC #ARC102241
MD #16486

Virginia Housing's Universal Design Certificate Holder

Education:

Bachelors of Architecture | 1998 | USFQ

Affiliations:

American Institute of Architects (AIA)
Nat. Council Architectural Boards (NCARB)
Urban Land Institute (ULI)
Housing Assoc. of Non-Profit Dev. (HAND)
International Code Council (ICC)

Relevant Projects:

Beacon Hill Senior | Alexandria, VA
3601 Wilson Blvd | Arlington, VA
Hero's Bridge Village | Warrenton, VA
Livingston Place AL | Washington, DC
Island Walk Comm. Center | Reston, VA
6121 Franconia Rd | Alexandria, VA
The Oxford | Oxon Hill, MD
22 Light St | Baltimore, MD
The Lewis Senior Apts | Suitland, MD
Cold Spring Lane | Baltimore, MD
Woodmore Apartments | Glenarden, MD

Fernando brings over 25 years of experience in the design, documentation and construction administration of large developments. His expertise includes new construction and renovations of mixed-use, multifamily, senior living, and student housing developments in urban settings.

Fernando's responsibilities include code review, quality control, scheduling, contracting, and leading Community Input Meetings. Fernando oversees all aspects of the design in a collaborative yet resolute manner with all stakeholders.

Fernando is a Universal Design Certificate Holder, has significant experience working on affordable housing developments and has a deep understanding of Virginia Housing's requirements including MDCR and accessibility compliance. He combines his knowledge of the requirements presented by local jurisdictions and stakeholders' desires, with his talent crafting valuable and exceptional spaces that enrich our communities.

Fernando is a board member of MiCasa, a non-profit affordable housing organization committed to providing quality housing in the DMV. Fernando is also a fellow of the ULI Leadership Program and a frequent Guest Speaker and Juror at the University of Maryland, George Washington University, and Catholic University.

Soto architecture & urban design, pllc

Joe Iwaskiw, AIA, LEED AP BD+C

Senior Associate / Project Manager

LEED Accredited Professional

Registered Architect & AIA Member

Virginia Tech Alum

Architectural Registrations:
DC#ARC102966

Education:
Masters of Architecture | 2013
Virginia Tech

B.S. in Architecture | 2009
University of Maryland

Affiliations:
American Institute of Architects (AIA)
US Green Building Council (USGBC)
Architecture Faculty (Virginia Tech)

Relevant Projects:
Beacon Hill Senior | Alexandria, VA
3601 Wilson Blvd | Arlington, VA
Hero's Bridge Village | Warrenton, VA
Island Walk | Reston, VA
4010 University Dr. | Fairfax, VA
Park Morton | Washington, DC
Todd A Lee Senior | Washington, DC
1201 Jefferson St | Washington, DC
17 Mississippi Ave | Washington, DC
Shops at Oxford | Oxon Hill, MD
NY Ave Men's Shelter | Washington, DC
The Oxford | Oxon Hill, MD

Joe is a passionate designer dedicated to creating outstanding spaces that enrich the way we live, work and play. He brings over 10 years of experience in the design, documentation, and construction administration of large multifamily, mixed-use, senior, educational, and commercial developments in the DMV area.

As a Project Manager, Joe's responsibilities include program development, zoning and density analysis, Community Input Meetings, BIM modeling, multi-disciplinary coordination, as well as Construction Administration.

Joe's most recent project is Park Morton, a mixed-income, Public-Private-Partnership development in Washington, DC that includes 148 units and an underground parking garage; Joe led the design and coordination with our consultants, secured permit approvals from the AHJ, and oversaw the construction administration phase of the project.

Harry Webb, AIA, NCARB, LEED BD+C

Project Manager/ Project Architect

LEED Accredited Professional

AIA Member

NCARB Accredited

Architectural Registrations:

DC#ARC201283

Education:

Master of Architecture - Urban Architecture and Urban Design Specialization | 2017
University of Oregon

Bachelor of Science in Architecture, Minor in Sustainability | 2015
University of Maryland

Affiliations:

American Institute of Architects (AIA)
US Green Building Council (USGBC)

Relevant Projects:

6121 Franconia Rd | Alexandria, VA
Island Walk Comm. Center | Reston, VA
Beacon Hill Senior | Alexandria, VA
3601 Wilson Blvd | Arlington, VA
4010 University Dr. | Fairfax, VA
Blue Oaks North Odenton | Odenton, MD
Todd A Lee Senior | Washington, DC
22 Light St | Baltimore, MD
Harvard Hall | Washington, DC
The Oxford | Oxon Hill, MD
Livingston Place AL | Washington, DC
Homes at Shelly | Glen Burnie, MD

Harry Webb joined the Soto team in 2017. An accomplished graduate of the University of Oregon and the University of Maryland, Harry is a strong proponent for sustainable architecture that fits flawlessly in the urban fabric. His diverse educational background and his dedication to creating vibrant urban communities have made him a vital member of our team.

Harry is a charismatic leader, passionate about urban design, sustainability and client success. As a project manager, Harry is responsible for all aspects of design and documentation, from concept planning to construction administration. Areas of expertise include entitlements, sustainability and multi-disciplinary coordination.

Harry's most recent projects include 6121 Franconia Road (Design for a 120 family-oriented affordable housing development), Blue Oaks at North Odenton (new construction of a twinning tax credit development with 150 (Design of a multi-family apartments), and Harvard Hall Apartments (renovation and vertical addition of an existing high-rise with 182 apartments in Washington, DC).

General Contractor

HARKINS

HARKINS

MULTIFAMILY QUALIFICATIONS

Submitted to:
The NHP Foundation
Pamela Lee,
Assistant Vice President
1090 Vermont Avenue, NW
Suite 400
Washington, DC 20005

Submitted by:
Harkins Builders, Inc.
Steve Rubin
Vice President of Project Development
10490 Little Patuxent Parkway
Suite 400
Columbia, MD 21044

Table Of Contents

MULTIFAMILY QUALIFICATIONS

- 1. Company Overview
- 2. Key Personnel
- 3. Relevant Projects
- 4. Project Listings

HARKINS

1.

Company Overview

HARKINS

HARKINS
BUILDING EXCEPTIONAL

OUR COMPANY AT A GLANCE

Founded in 1965, Harkins is an employee-owned construction company serving clients engaged in the development of multifamily, commercial, and government projects. We are the leader in the markets we serve, crediting our success to the shared values that guide our work and our relationships.

QUICK FACTS

1965 YEAR FOUNDED

8 YEARS AVERAGE EMPLOYEE TENURE

ENR MidAtlantic 2024 CONTRACTOR OF THE YEAR

$610M ANNUAL VOLUME

40 CURRENT PROJECTS

340 TOTAL EMPLOYEES

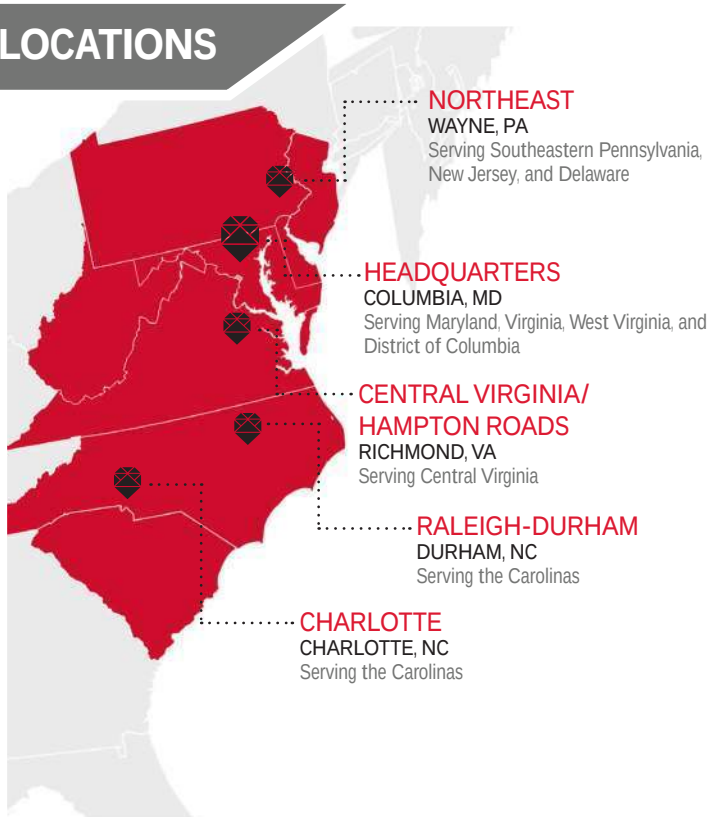
WHAT WE BUILD

COMMERCIAL
Base building construction, tenant fit-out services, garages, warehouses, dormitories, medical, health care, mission critical, military, and retail.

GOVERNMENT
Operational buildings, housing, military, dormitories, reserve centers, mission critical facilities, and o□ce spaces.

MULTIFAMILY
Affordable, townhomes, garden apartments, mid-rise and high-rise apartments, mixed-use, podium, wrapper, market rate apartments, renovation, and senior living facilities.

LOCATIONS



NORTHEAST
WAYNE, PA
Serving Southeastern Pennsylvania, New Jersey, and Delaware

HEADQUARTERS
COLUMBIA, MD
Serving Maryland, Virginia, West Virginia, and District of Columbia

CENTRAL VIRGINIA/ HAMPTON ROADS
RICHMOND, VA
Serving Central Virginia

RALEIGH-DURHAM
DURHAM, NC
Serving the Carolinas

CHARLOTTE
CHARLOTTE, NC
Serving the Carolinas

RANKINGS

#174 CONTRACTORS **ENGINEERING NEWS-RECORD** *TOP 400* — *June 2024*

#5 LARGEST CONTRACTORS **BALTIMORE BUSINESS JOURNAL** *TOP 30* — *April 2024*

#50 HOUSING GIANTS **PROFESSIONAL BUILDER** *TOP 240* — *May/June 2024*

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2.
Key Personnel

HARKINS

Omar Black

Chief Operating Officer (COO)

EXPERIENCE

Harkins: 22 Years

Prior Industry: 10 Years

EDUCATION

B.A. in History,
St. Mary's College
of Maryland, 1997

BOARDS/OTHER SERVICE

ACE Mentor Program of
Baltimore Board Member

The Harkins Foundation
Executive Board Member

CERTIFICATIONS

LEED AP

HARKINS

Omar joined Harkins in 2003 and has held various positions in the preconstruction department. Under his leadership, the preconstruction team achieved significant results over the years and set the standard for the department. He was promoted to Vice President in 2020 and to Senior Vice President in 2022. He has developed strong relationships with many clients and is well-respected both within our company and in the industry. Omar collaborates closely with all divisions to promote teamwork, ensure consistency across the company, develop teams, and achieve our goals. This year, he was promoted to Chief Operating Officer (COO).

As COO, Omar oversees company-wide operations and is crucial in driving strategic initiatives, ensuring operational excellence, and fostering a culture of collaboration and innovation. He maintains positive relationships with clients, architects, developers, engineers, local building officials, and Harkins employees, ensuring seamless project execution and the delivery of exceptional results.

REPRESENTATIVE PROJECTS

THE TERRACES AT ARLINGTON VIEW

Arlington, VA \ 104,125 gsf \ 77 units \ $27M

New construction of an affordable apartment community. The scope included the demolition of previously existing buildings. Amenities include a community room, fitness center, courtyard, leading office, and paring garage. Financed with VHDA.

WAYPOINT APARTMENTS

Alexandria, VA \ 104,604 gsf \ 81 units \ $25M

New affordable apartment community with below level parking garage. The building offers a mix of one-, two-, and three-bedroom units. Amenities include laundry facilities, community center, and a landscaped courtyard. Financed with VHDA.

JACKSON CROSSING

Alexandria, VA \ 106,165 gsf \ 78 units \ $16M

New construction of four-story wood frame over two levels of concrete and below-grade parking. Amenities include a rooftop patio, on-site management, and a community space. Financed by VHDA.

THE APEX (AKA THE BERKELEY)

Arlington, VA \ 373,050 gsf \ 256 units \ $57M

Two new five-story apartment buildings with a parking garage. Scope of work included the demolition of the previously existing buildings. EarthCraft Platinum certified. Recipient of an ABC Metro Washington Excellence in Construction Award. Financed with VHDA.

HARKINS

REPRESENTATIVE PROJECTS CONTINUED

KINDLEWOOD
(FRIENDSHIP COURT REDEVELOPMENT - PHASE I)

Charlottesville, VA \ 161,621 gsf \ 106 units \ $17M

New townhome community consisting of two buildings of units and one building that include a structured parking garage, center corridor, and additional apartment units. Amenities feature a large multipurpose room, library/lounge, conference room, a management suite, storage space for residents, and two fitness rooms. Financed by VHDA.

2 RIVERS (BLAINE LANDING APARTMENTS)

Williamsburg, VA \ 149,146 gsf \ 119 units \ $27M

New construction of four wood framed garden-style center corridor apartment buildings including one-, two-, and three-bedroom units and a clubhouse on 10.95 acres. Financed by VHDA.

ST. JAMES PLAZA

Alexandria, VA \ 149,200 gsf \ 93 units \ $23M

New affordable apartment community with a mix of one-, two-, and three-bedroom units. Amenities include an underground parking, fitness center, community room, and early childhood services. EarthCraft Platinum certified. Recipient of the ULI Washington 2020 Trends Award for excellence in housing affordability and an ABC Metro Washington Excellence in Construction Award. Financed with VHDA.

THE SHELL

Arlington, VA \ 167,730 gsf \ 83 units \ $21M

New five-story affordable apartment community that includes 7,000 sf of retail space and below/above grade parking. Financed with VHDA.

WOODBURY PARK APARTMENTS

Arlington, VA \ 349,297 gsf \ 364 units \ $31M

This comprehensive historical renovation consisted of the demolition and rehabilitation of 364 units in seven garden-style buildings. Financed with VHDA.

THE SPIRE

Alexandria, VA \ 165,957 gsf \ 113 units \ $30M

New affordable apartment community that includes a mix of one-, two- and three-bedroom units. Amenities include a community room, fitness area, landscaped courtyard, and parking garage. EarthCraft Gold certified. Recipient of an ABC Metro Washington Honorable Mention Award and a Viridiant Building Sustainability Award. Financed with VHDA.

Steve Rubin

Vice President of Project Development

EXPERIENCE

Harkins: 17 Years
Prior Industry: 15 Years

EDUCATION

B.S. in Finance and Marketing
University of Vermont, 1988

BOARDS / MEMBERSHIPS

Urban Land Institute (ULI): Baltimore, Charlotte, and Washington chapters

Housing Association of Non-Profit Developers (HAND)

Maryland Affordable Housing Coalition (MAHC)

Maryland Building Industry Association (MBIA), Board Member

Home Builders Care Foundation (HBCF), Executive Committee, Past President

AWARDS

MBIA Builder of the Year, 2021
MBIA Volunteer of the Year, 2019
MBIA Contractor of the Year, 2014

HARKINS

Steve joined the Harkins team in 2008 as director of project development and was promoted to project development executive in 2020. In 2024, Steve was promoted to vice president of project development. He oversees business development and client relationships in all the markets Harkins serves. Often working with clients during the early stages of project development, he provides invaluable assistance with planning recommendations, site analysis, market intelligence, and early cost projections. With his long career in development and vast experience in the construction industry, Steve always offers his clients a perspective from a developer's point of view.

Steve has a wide range of experience, including affordable, senior living, mixed-use, multifamily, student housing, renovation and commercial projects. He has worked on approximately 30,000 units during his 30 year career. In addition, he is well-versed in LIHTC and other HUD funding sources, including Maryland, Virginia, Pennsylvania, North Carolina and the District of Columbia's tax credit agencies.

REPRESENTATIVE PROJECTS

THE WAYPOINT AT FAIRLINGTON

Alexandria, VA \ 104,604 gsf \ 81 units \ $25M
New affordable apartment community with below level parking garage. The building offers a mix of one-, two-, and three-bedroom units. Amenities include laundry facilities, community center, and a landscaped courtyard. Financed with VHDA.

THE APEX (AKA THE BERKELEY)

Arlington, VA \ 373,050 gsf \ 256 units \ $57M
Two new five-story apartment buildings with a parking garage. Scope of work included the demolition of the previously existing buildings. EarthCraft Platinum certified. Recipient of an Excellence in Construction Award by ABC Metro Washington. Financed with VHDA.

THE TERRACES AT ARLINGTON VIEW

Arlington, VA \ 104,125 gsf \ 77 units \ $27M
New construction of an affordable apartment community. The scope included the demolition of previously existing buildings. Amenities include a community room, fitness center, courtyard, leading office, and paring garage. Financed with VHDA.

ST. JAMES PLAZA

Alexandria, VA \ 149,200 gsf \ 93 units \ $23M
New affordable apartment community with a mix of one-, two-, and three-bedroom units. Amenities include an underground parking, fitness center, community room, and early childhood services. EarthCraft Platinum certified. Recipient of the 2020 Trends Award for excellence in housing affordability by ULI Washington and an Excellence in Construction Award by ABC Metro Washington. Financed with VHDA.

Dave Griffin

Director of Preconstruction

EXPERIENCE

Harkins: 20 Years

EDUCATION

B.S. in Building Construction
Virginia Tech, 2006

CERTIFICATIONS

OSHA 30

LEED AP

EarthCraft VA Multifamily

TRAINING PROGRAMS

Harkins Emerging Leaders Program

ABC Metro Washington Professional Development Program

HARKINS

Dave joined Harkins in 2005 as an intern. After graduating in 2006 with a B.S. in building construction, Dave began full-time as a project engineer. After being assigned to work in the field, he returned to the office as an estimator in 2008 and then became a senior estimator in 2013. Dave has led preconstruction efforts on a wide variety of projects, including renovation, military, mixed-use, and affordable product types. In his current role, he focuses on specializing in the market rate segment in multifamily. In 2023, Dave was promoted to director of preconstruction.

As the director of preconstruction, Dave oversees all preconstruction activities for all projects. He also manages the work assignments and staffing for each division. Additionally, Dave maintains positive relationships with clients, architects, developers, engineers, local building officials for projects, and Harkins employee-owners.

REPRESENTATIVE PROJECTS

KINDLEWOOD
(FRIENDSHIP COURT REDEVELOPMENT - PHASE I)

Charlottesville, VA \ 161,621 gsf \ 106 units \ $17M
New townhome community consisting of two buildings of units and one building that include a structured parking garage, center corridor, and additional apartment units. Amenities feature a large multipurpose room, library/lounge, conference room, a management suite, storage space for residents, and two fitness rooms. Financed by VHDA.

2 RIVERS (BLAINE LANDING APARTMENTS)

Williamsburg, VA \ 149,146 gsf \ 119 units \ $27M
New construction of four wood framed garden-style center corridor apartment buildings including one-, two-, and three-bedroom units and a clubhouse on 10.95 acres. Financed by VHDA.

JACKSON WARD APARTMENTS

Richmond, VA \ 146,182 gsf \ 154 units \ $23M
New apartment community spread across three buildings. Project also included the historic renovation of a former convent. Amenities include a fitness room, computer space, and a dog wash area. Financed by VHDA.

WAYPOINT APARTMENTS

Alexandria, VA \ 104,604 gsf \ 81 units \ $25M
New affordable apartment community with below level parking garage. The building offers a mix of one-, two-, and three-bedroom units. Amenities include laundry facilities, community center, and a landscaped courtyard. Financed with VHDA.

HARKINS

REPRESENTATIVE PROJECTS CONTINUED

THE APEX (THE BERKELEY)

Arlington, VA ⟍ 373,050 gsf ⟍ 256 units ⟍ $57M

Two new five-story apartment buildings with a parking garage. Scope of work included the demolition of the previously existing buildings. EarthCraft Platinum certified. Recipient of an ABC Metro Washington Excellence in Construction Award. Financed with VHDA.

THE SPIRE

Alexandria, VA ⟍ 165,957 gsf ⟍ 113 units ⟍ $30M

New affordable apartment community that includes a mix of one-, two- and three-bedroom units. Amenities include a community room, fitness area, landscaped courtyard, and parking garage. EarthCraft Gold certified. Recipient of an ABC Metro Washington Honorable Mention Award and a Viridiant Building Sustainability Award. Financed with VHDA.

THE TERRACES AT ARLINGTON VIEW

Arlington, VA ⟍ 104,125 gsf ⟍ 77 units ⟍ $27M

New construction of an affordable apartment community. The scope included the demolition of previously existing buildings. Amenities include a community room, fitness center, courtyard, leading office, and paring garage. Financed with VHDA.

JACKSON CROSSING

Alexandria, VA ⟍ 106,165 gsf ⟍ 78 units ⟍ $16M

New construction of four-story wood frame over two levels of concrete and below-grade parking. Amenities include a rooftop patio, on-site management, and a community space. Financed by VHDA.

ST. JAMES PLAZA

Alexandria, VA ⟍ 149,200 gsf ⟍ 93 units ⟍ $23M

New affordable apartment community with a mix of one-, two-, and three-bedroom units. Amenities include an underground parking, fitness center, community room, and early childhood services. EarthCraft Platinum certified. Recipient of the ULI Washington 2020 Trends Award for excellence in housing affordability and an ABC Metro Washington Excellence in Construction Award. Financed with VHDA.

THE SHELL

Arlington, VA ⟍ 167,730 gsf ⟍ 83 units ⟍ $21M

New five-story affordable apartment community that includes 7,000 sf of retail space and below/above grade parking. Financed with VHDA.

3.

Relevant Projects

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THE APEX

Arlington, VA

Replacing an aging apartment complex built in the 1960s called The Berkeley, the renamed Apex has transformed the outdated property into a new affordable community. Originally made up of 137 units, the redevelopment almost doubled the amount of homes to 256 new, energy-efficient apartments for working families. Consisting of two five-story apartment buildings and a two-level subterranean parking garage, the apartments include a mix of studios, one-, two-, and three-bedroom apartment units for low- and moderate-income households.

The Apex overlooks Four Mile Run, a nine-mile stream that is part of an extensive master plan to turn the corridor into a model of urban ecological restoration. To integrate natural and urban areas, the redevelopment incorporates green design with active outdoor spaces and a green roof over the parking structure. New outdoor spaces include a playground and sport court, as well as a 12-foot widening of the Four Mile Run pedestrian/bike trail alongside the stream.

Community amenities include common rooms, a computer center, and a fitness area. It is located across the street from a shopping center with a grocery store and is in close proximity to schools and public transportation.

The team was able to turn over both buildings months earlier than anticipated, covering owner expenses and incorporating additional wish-list items, such as balcony finish upgrades and irrigation.

AHC INC.
Contact: Tom Wallinga
(703) 486-0626
thomas.wallinga@ahcinc.org

MTFA ARCHITECTURE
Contact: Dale Leidich
(703) 524-6616
dalel@mtfa.net

NEW AFFORDABLE APARTMENT BUILDINGS WITH GARAGE
256 Units / 373,050 gsf
Wood Frame / Concrete Podium

$56,700,000

Notice to Proceed:	**5/4/18**
Substantial Completion:	**7/4/20**

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THE APEX

ABC METRO WASHINGTON
EXCELLENCE IN CONSTRUCTION
Residential Multifamily Mid-Rise
Category

HARKINS

THE WAYPOINT AT FAIRLINGTON

Alexandria, VA

In 2016, Fairlington Presbyterian Church (FPC) began considering proposals to redevelop their underutilized parking lot in a way that extends their social justice mission and provides operational and financial benefits. Wesley Housing provided a proposal to redevelop the lot into 81 units of high-quality, affordable rental housing. In May 2017, members of the FPC took a congregational vote to move forward with the sale and to commence the entitlement process as a key stakeholder and partner with Wesley.

Throughout the process, Wesley Housing collaborated with and solicited feedback from FPC's congregation and other community members. Wesley and FPC made numerous joint decisions regarding the site and building design, as well as the name: The Waypoint at Fairlington. The name is a reflection of FPC's and Wesley's mutual inclusive and supportive vision to support households on their journey towards prosperity.

The Waypoint at Fairlington is a four-story wood frame structure consisting of 81 apartment units over a single level below grade concrete framed parking garage. The skin is 100% brick.

Units are a combination of one, two, and three bedroom units. Interior finishes consist of vinyl plank flooring, ceramic tile, LED light fixtures, and an electric split mechanical system. The community includes a courtyard plaza above the exposed portion of the parking garage. It was built in compliance with NGBS Silver.

WESLEY HOUSING
Contact: Kamilah McAfee
(703) 642-3830
kmcafee@whdc.org

HEFFNER ARCHITECTS
Contact: Jim Heffner
(703) 549-7766
jheffner@heffnerarch.com

NEW AFFORDABLE APARTMENTS
81 Units / 104,604 gsf
Wood Frame

$25,316,590

Notice to Proceed: **12/21/20**
Substantial Completion: **11/1/22**

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THE WAYPOINT AT FAIRLINGTON

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ACCOTINK VILLAGE APARTMENTS

Ft. Belvoir, VA

Accotink Village Apartments is a market rate, mixed-use revitalization project on a 6.6-acre parcel of historic Accotink Village. It is located along Richmond Highway between Fairfax County Parkway and Fort Belvoir's Tulley Gate. The wood frame apartment structure consists of 282 apartments, a fully wrapped parking deck, and an enclosed courtyard. The project also includes 11,500 sf of retail space and an 8,500 sf clubhouse.

The project included full site development such as deep foundations, ground improvement geo-piers, earthwork, and utilities, including a large underground SWM facility. The building site has a high clay content, requiring two to four feet of undercuts in the building footprint and the roadways. The undercuts will have to be managed carefully with the earthwork subcontractor throughout the grading process.

The building is adjacent to Route 1, so a HUSH analysis was performed to develop a plan for reducing traffic noise for the residents. As a result, higher-than-standard STC ratings on the windows and patio doors were required. STC ratings varied depending upon location along the building façade and proximity to Route 1, so careful management of the window and patio door installation was required.

CHESAPEAKE REALTY PARTNERS
Contact: Michael Moore
(410) 356-9900
mmoore@chesapeakerealtypartners.com

JDAVIS ARCHITECTS
Contact: Chad Atwater
(919) 835-1500
chada@jdavisarchitects.com

NEW MIXED USE APARTMENT WITH PRECAST PARKING GARAGE
282 Units / 348,625 gsf
Wood Frame / Conc. Podium

$41,798,173

Notice to Proceed: **8/24/15**
Substantial Completion: **4/26/17**

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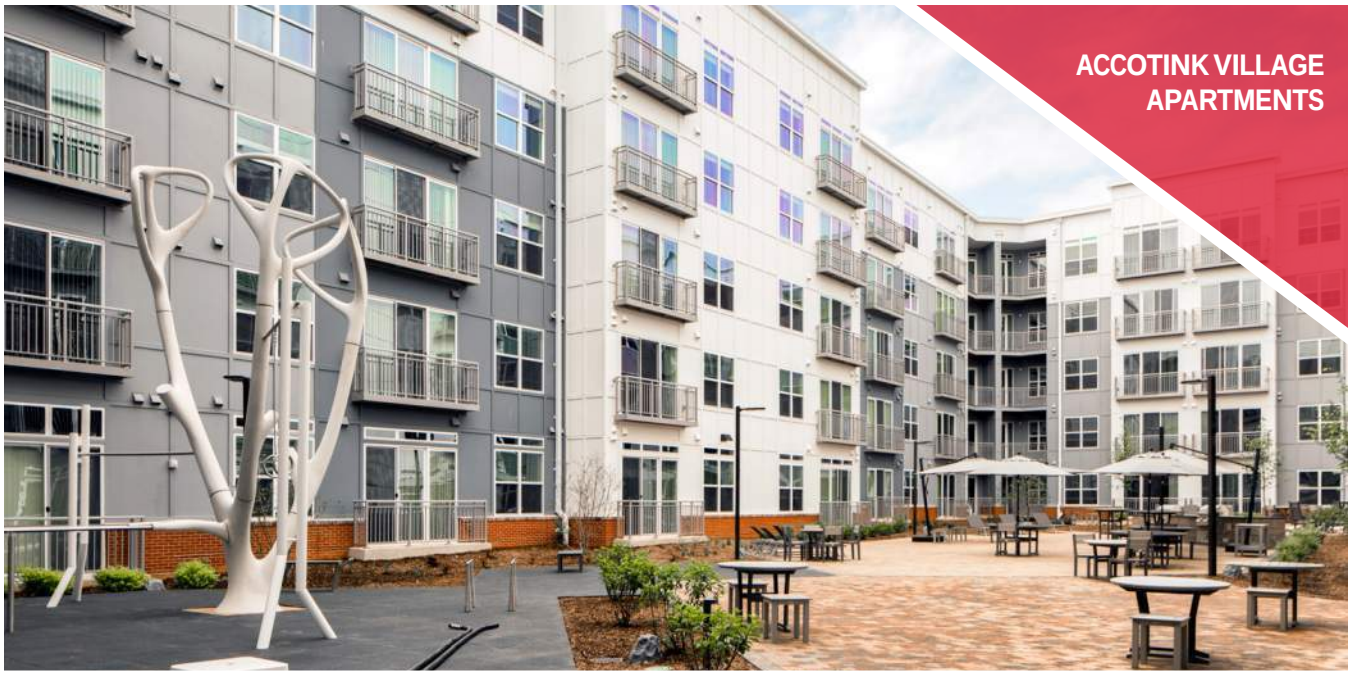
ACCOTINK VILLAGE APARTMENTS



4.

Project Listings

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VHDA PROJECTS (SINCE 2000)

		41 projects	4,947 units / 5,718,180 gsf	$607,970,391
PROJECT NAME **LOCATION**	**FINANCING TYPE**	**DEVELOPER / OWNER** **ARCHITECT**	**# UNITS / SIZE** **BUILDING USE**	**CONTRACT VOLUME** **COMPLETION DATE**
Residences at Government Center (Prev. Fairfax) Fairfax, VA	VHDA 4%; VHDA 9%	Lincoln Avenue Communities KTGY Group, Inc.	279 units / 379,910 gsf Apartments; Daycare Center;	$87,873,387 12/10/2026
Hazel Hill Fredericksburg, VA	VHDA 4%	National Housing Trust Studio 343	147 units / 132,710 gsf Apartments	$24,480,304 11/23/2026
Blaine Landing Apartments Phase II (4%) Williamsburg, VA	VHDA 4%; HUD 221(d)(4)	S.L. Nusbaum Realty TS3 Architects	60 units / 72,318 gsf Apartments	$11,864,500 08/05/2024
Blaine Landing Apartments Phase I (9%) Williamsburg, VA	VHDA 9%; HUD 221(d)(4)	S.L. Nusbaum Realty TS3 Architects	59 units / 74,833 gsf Apartments	$14,284,521 06/24/2024
Arna + Marbella Arlington, VA	VHDA 9%	True Ground Housing Partners KGD Architecture	163 units / 158,163 gsf Apartments	$18,942,713 06/14/2024
Braddock Senior Fairfax, VA	VHDA 4%; VHDA 9%	True Ground Housing Partners Grimm + Parker Architects	80 units / 80,575 gsf Independent Living; Apartments	$18,207,675 02/28/2024
Friendship Court Redevelopment - Phase I Charlottesville, VA	VHDA 9%	Piedmont Housing Alliance Grimm + Parker Architects	106 units / 161,621 gsf Apartments	$32,888,710 12/22/2023
Arlington View Terrace Arlington, VA	VHDA 9%	AHC Inc. Cunningham | Quill	77 units / 104,125 gsf Apartments; Parking	$27,106,818 03/31/2023
Quarry Station Manassas, VA	VHDA 4%; VHDA 9%	Wesley Housing Development Corporation Studio 343	80 units / 83,245 gsf Apartments	$6,390,388 03/14/2023
Whitefield Commons Arlington, VA	VHDA 9%; HUD Other	Wesley Housing Development Corporation ZA+D	68 units / 62,724 gsf Apartments	$9,930,751 12/20/2022
Waypoint Apartments (Fairlington Presbyterian Church) Alexandria, VA	VHDA 9%	Wesley Housing Development Corporation Heffner Architects, PC	81 units / 104,604 gsf Apartments	$25,082,089 11/01/2022
Knightsbridge Apartments Arlington, VA	VHDA 9%	Wesley Housing Development Corporation ZA+D	37 units / 36,540 gsf Apartments	$5,776,375 05/04/2021
The Spire Alexandria, VA	VHDA 9%	AHC Inc. Cunningham | Quill	113 units / 165,957 gsf Apartments	$30,045,555 03/25/2021
The Berkeley Arlington, VA	VHDA 4%; VHDA 9%	AHC Inc. MTFA Architecture, Inc	256 units / 373,050 gsf Apartments	$56,700,000 07/04/2020
Colonial Village West Arlington, VA	VHDA 9%	AHC Inc. ZA+D	70 units / 69,346 gsf Apartments	$5,598,990 07/30/2019
Wexford Manor Apartments B Falls Church, VA	VHDA 9%	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	36 units / 35,001 gsf Apartments	$3,552,959 10/31/2017
Wexford Manor Apartments Falls Church, VA	VHDA 9%	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	74 units / 70,002 gsf Apartments	$7,564,959 08/11/2017
Wexford Manor Apartments A Falls Church, VA	VHDA 9%	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	38 units / 35,001 gsf Apartments	$4,012,000 04/11/2017

PROJECT NAME LOCATION	FINANCING TYPE	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Woodbury Park Apartments Arlington, VA	VHDA 9%	AHC Inc. O'Neill Architects, Inc. (Formerly Collins & Kronstadt - Leahy, Hogan, Collins, Draper, LLP)	364 units / 349,297 gsf Apartments	$30,960,296 12/08/2016
Victoria Park at Woodbridge Woodbridge, VA	VHDA 9%	Osprey Property Company II LLC Winks Snowa Architects	110 units / 91,272 gsf Independent Living	$2,639,510 09/06/2015
Jackson Crossing Alexandria, VA	VHDA 9%	AHC Inc. Bonstra | Haresign Architects	78 units / 106,165 gsf Apartments; Retail	$16,100,000 08/03/2015
Buckingham Village Parcel B Arlington, VA	VHDA 9%	Telesis Corporation Wiencek + Associates - Gaithersburg Office	48 units / 44,003 gsf Apartments	$5,599,293 06/26/2015
The Shell Arlington, VA	VHDA 9%	AHC Inc. Cunningham | Quill	83 units / 167,730 gsf Apartments; Parking; Retail	$21,325,902 09/05/2014
Riverwoods at Lake Ridge Woodbridge, VA	VHDA 9%	Osprey Property Company II LLC KTGY Group, Inc.	72 units / 142,370 gsf Apartments	$10,025,000 05/16/2014
Shreveport Ridge Ashburn, VA	VHDA 9%	TM Associates/Windy Hill LeMay Erickson Willcox Architects	98 units / 116,295 gsf Townhomes	$11,000,000 04/30/2014
Suburbia Fairfax Fairfax, VA	VHDA 9%	Enterprise Community Development Wiencek + Associates - Headquarters	54 units / 55,500 gsf Apartments	$3,050,613 08/24/2012
Buckingham Village III Arlington , VA	VHDA 9%	Telesis Corporation Wiencek + Associates - Gaithersburg Office	92 units / 93,825 gsf Apartments	$10,605,702 11/30/2011
Tripod Housing Scattered Sites Arlington, VA	VHDA 9%	AHC Inc. ZA+D	103 units / 94,890 gsf Apartments	$5,117,543 10/04/2011
The Jordan Arlington, VA	VHDA 9%	AHC Inc. Bonstra | Haresign Architects	90 units / 97,588 gsf Apartments; Retail	$11,567,393 08/29/2011
Columbia Grove Arlington, VA	VHDA 9%	True Ground Housing Partners O'Neill Architects, Inc. (Formerly Collins & Kronstadt - Leahy, Hogan, Collins, Draper, LLP)	208 units / 180,600 gsf Apartments	$6,506,840 11/18/2009
The Shelton Arlington, VA	VHDA 9%	AHC Inc. Bonstra | Haresign Architects	94 units / 141,788 gsf Apartments; Parking	$18,046,734 09/05/2008
Gates of Ballston Community Center Arlington, VA	VHDA 9%	AHC Inc. O'Neill Architects, Inc. (Formerly Collins & Kronstadt - Leahy, Hogan, Collins, Draper, LLP)	9,918 gsf Community Center	$2,672,172 05/30/2008
Chesterbrook Residences McLean, VA	VHDA 9%	Chesterbrook Residences, Inc. Grimm + Parker Architects	97 units / 72,854 gsf Assisted Living	$8,750,524 06/08/2007
Gates of Ballston Arlington, VA	VHDA 9%	AHC Inc. O'Neill Architects, Inc. (Formerly Collins & Kronstadt - Leahy, Hogan, Collins, Draper, LLP)	464 units / 425,595 gsf Apartments	$29,103,956 08/21/2006
Gates of Ballston - Condo Arlington, VA	VHDA 9%	AHC Inc. O'Neill Architects, Inc. (Formerly Collins & Kronstadt - Leahy, Hogan, Collins, Draper, LLP)	19 units / 22,800 gsf Apartments	$2,933,361 08/02/2006
Orchard Mills Dale City, VA	VHDA 9%	Orchard Development Corporation Pinnacle Design & Consulting, Inc.	280 units / 320,121 gsf Apartments	$14,560,000 10/30/2004
The Landings @ Markham's Grant III Woodbridge, VA	VHDA 9%	National Housing Corporation Warner and Associates	162 units / 180,539 gsf Apartments	$8,543,726 07/26/2003

PROJECT NAME LOCATION	FINANCING TYPE	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Maple Avenue Apartments Purcellville, VA	VHDA 9%	Orchard Development Corporation Design Collective, Inc. - Baltimore	60 units / 80,064 gsf Apartments	$4,130,000 08/31/2002
Sky Terrace Town Homes Stafford, VA	VHDA 9%	RST Development Warner and Associates	187 units / 280,690 gsf Townhomes	$11,740,000 02/28/2002
Crestview Apartments Fredericksburg, VA	VHDA 9%	National Housing Corporation Warner and Associates	180 units / 220,382 gsf Apartments	$8,986,530 08/01/2000
Stonegate Apartments Stafford, VA	VHDA 9%	National Housing Corporation Warner and Associates	180 units / 224,169 gsf Apartments	$8,811,794 06/01/2000

HARKINS

FAIRFAX COUNTY PROJECTS

	30 projects	4,018 units / 3,949,943 gsf	$219,194,246

PROJECT NAME LOCATION	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Braddock Senior Fairfax, VA	True Ground Housing Partners Grimm + Parker Architects	80 units / 80,575 gsf Independent Living; Apartments	$18,207,675 02/28/2024
Brightview Fair Oaks Fairfax, VA	Brightview Senior Living Hord Coplan Macht, Inc.	170 units / 199,544 gsf Assisted Living	$35,196,413 08/20/2021
Wexford Manor Apartments B Falls Church, VA	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	36 units / 35,001 gsf Apartments	$3,552,959 10/31/2017
Wexford Manor Apartments A Falls Church, VA	Wesley Housing Development Corporation Wiencek + Associates - Gaithersburg Office	38 units / 35,001 gsf Apartments	$4,012,000 04/11/2017
Dulles Greene Clubhouse Herndon, VA	Toll Brothers Apartment Living Barton Partners	11,533 gsf Community Center	$2,900,711 07/28/2015
Brightview Great Falls Fairfax, VA	Brightview Senior Living Architecture Inc.	90 units / 76,935 gsf Assisted Living	$11,586,000 05/09/2014
Suburbia Fairfax Fairfax, VA	Enterprise Community Development Wiencek + Associates - Headquarters	54 units / 55,500 gsf Apartments	$3,050,613 08/24/2012
Chesterbrook Residences McLean, VA	Chesterbrook Residences, Inc. Grimm + Parker Architects	97 units / 72,854 gsf Assisted Living	$8,750,524 06/08/2007
Sunrise, The Fairfax Fairfax, VA	Sunrise Development, Inc. BeeryRio Architecture + Interiors	112 units / 78,102 gsf Assisted Living	$7,047,000 04/28/2006
Alexandria Scattered Sites 2005 Alexandria, VA	Enterprise Community Development Heffner Architects, PC	48 units / 67,437 gsf Townhomes	$6,700,000 12/16/2005
Dogue Creek Fort Belvoir, VA	US Army Corps of Engineers, Capital Area Office EAC Engineers and Architects	148 units / 238,240 gsf Barracks	$12,761,388 04/16/2004
Murraygate Village Apartments Alexandria, VA	Fairfax County Redevelopment & Housing Authority Dewberry & Davis	200 units / 188,760 gsf Apartments	$4,183,000 06/25/1993
Lewis Heights Ft. Belvoir, VA	US Army Corps of Engineers, Bay Area Office US Army Corps of Engineers (USACE) - Baltimore	236 units / 226,070 gsf	$7,109,029 04/02/1993
St. John's Wood Reston, VA	Bozutto & Associates The Architectural Group	250 units / 277,642 gsf Apartments	$9,773,865 01/01/1991
Alexandria Scattered Sites 1990 Alexandria, VA	Alexandria Redevelopment and Housing Authority EDG Architects, LLC	41 units / 44,458 gsf Townhomes	$3,744,213 12/15/1990

PROJECT NAME LOCATION	DEVELOPER / OWNER ARCHITECT	# UNITS / SIZE BUILDING USE	CONTRACT VOLUME COMPLETION DATE
Fairfax Health Center Fort Belvoir, VA	Army Retirement Foundation Dewberry & Davis	120 units / 126,285 gsf Nursing Home - Comprehensive Care	11/15/1989
Fairfax Midrise Fort Belvoir, VA	Army Retirement Foundation Dewberry & Davis	347 units / 487,034 gsf Independent Living	11/15/1989
Fairfax Villas Fort Belvoir, VA	Army Retirement Foundation Dewberry & Davis	35 units / 47,012 gsf Independent Living	11/01/1989
Tall Oaks Fellowship House Reston, VA	Fellowship Square Foundation Davis & Carter, P.C.	120 units / 103,700 gsf Independent Living	$6,000,000 10/03/1988
The Ponds Clifton, VA	The Investment Group CHK Architects & Planners	248 units / 277,629 gsf Apartments	$11,816,738 10/01/1988
Kingsley Commons Fairfax, VA	Rosenberg, Freeman & Associates Boston Architectural Team, Inc.	404 units / 436,700 gsf Apartments	$7,885,355 04/01/1985
Strawbridge Square - A Fairfax, VA	The NHP Foundation EDG Architects, LLC	42 units Apartments	$3,091,693 12/01/1979
Strawbridge Square - B Fairfax, VA	The NHP Foundation EDG Architects, LLC	86 units Townhomes	12/01/1979
Reston Gardens Reston, VA	Reston Garden Limited Partnership Zemaitis & Associates	185 units Apartments	10/15/1979
Reston Community Center Reston, VA	Fairfax County Department of Public Works Janson Associates	51,500 gsf Recreational	$2,400,000 10/01/1979
Hunter's Woods Village Reston, VA	Fellowship Square Foundation CHK Architects & Planners	224 units / 174,580 gsf Independent Living	$4,716,841 08/01/1978
Memco Department Store Reston, VA	Rt. 606/Reston Associates John M. Lehner, AIA	114,494 gsf Retail	$2,137,510 10/01/1977
Burke Centre Station Burke, VA	Fairfax Housing Authority B.A. Berkus, AIA	108 units / 94,732 gsf Apartments	$2,980,215
Gosnell Road Apartments Fairfax, VA	Vienna Woods Associates Bucher Meyers Polniaszek Silkey & Associates	217 units Apartments	
Accotink Village Apartments Ft. Belvoir, VA	Chesapeake Realty Partners JDavis Architects	282 units / 348,625 gsf Apartments; Parking; Retail	$41,798,173

Civil Engineer

BOHLER

FAIRFAX COUNTY REDEVELOPMENT AND HOUSING AUTHORITY

March 2025

Request for Proposal RFP2000004100

East County Part B Property Redevelopment

BOHLER

BOHLERENGINEERING.COM

Sheila Nale, P.E. | Principal

12825 Worldgate Drive, Suite 700

Herndon, VA 20170

703-709-9500

snale@bohlereng.com

KEY PERSONNEL

SNALE@BOHLERENG.COM

Sheila Nale, PE

Principal, Branch Manager

As the Branch Manager for Bohler's Herndon, Virginia office, Sheila oversees daily operations and drives strategic growth in the Mid-Atlantic region. With over 15 years of experience in design and land development, Sheila is pivotal in managing client relationships and projects across the Washington, DC, and Virginia Metropolitan area. Her expertise spans site investigation, due diligence, site layout and roadway design, stormwater management, and adaptive reuse.

Sheila has worked on significant multifamily developments throughout the District and Northern Virginia, specializing in multi-phased projects. Over the past decade, Sheila's work has contributed significantly to the housing stock, adding over 18,500 residential units throughout the region. Sheila's deep knowledge and established relationships with jurisdictional agencies in DC, Fairfax County, Arlington County, and the City of Alexandria enhance her effectiveness in navigating regulatory environments and facilitating project success.

Beyond her professional achievements, Sheila is a dedicated mentor within the land development community, actively participating in programs with local universities and the NAIOP's Northern Virginia chapter.

EDUCATION

B.S. Civil Engineering
Pennsylvania State University

PROFESSIONAL LICENSES

VA PE #0402065903

DC PE #908575

PROFESSIONAL AFFILIATIONS

Commercial Real Estate Women (CREW)

DC Real Estate Group

District of Columbia Building Industry Association (DCBIA)

Commercial Real Estate Development Association (NAIOP), Northern Virginia Chapter

Northern Virginia Building Industry Association (NVBIA)

Urban Land Institute (ULI)

Washington, DC Economic Partnership (WDCEP)

AWARDS

Washington Business Journal
40 Under 40, 2025 Honoree

RELEVANT EXPERIENCE

+ **Alexandria Crossing Multi-family, Alexandria, VA**
  7.3 acres multi-family residential development community consisting of 470 units across a multi-family apartment building and 85+ townhomes.
+ **The Trove Apartments, Arlington, VA**
  Renovation to apartment community for the addition of 380 apartments across three new buildings, with 99 affordable units.
+ **Unity Homes at Ballston, Affordable Housing, Arlington, VA**
  A mixed-use eight story community offering 144 affordable apartments and over 5,000 SF of amenity space, including an outdoor courtyard, community flex spaces, and a daycare center.
+ **Southern Hills Apartments, Affordable Housing, Washington, DC**
  Section 8 housing redevelopment to transform the community with new, modern affordable housing options on the 9.2 acre site.
+ **The Bridge Anacostia, Affordable Housing, Washington, D.C.**
  200,000 SF residential building offering 118 affordable units and 3,800 SF of ground-floor retail. The project design features a courtyard with a flexible community gathering space and a green roof.

KEY PERSONNEL

GELLWOOD@BOHLERENG.COM

Greg Ellwood, PE

Senior Project Manager

Greg Ellwood, PE, is a Senior Project Manager at Bohler, based in Herndon, VA. With a distinguished background in civil engineering design and land development, Greg leads a team of design engineers and manages a diverse portfolio of projects across Fairfax County and beyond. He specializes in overseeing residential and mixed-use developments in Fairfax County, the Town of Herndon, Prince William County, and Loudoun County, Virginia.

Greg has achieved Designated Plans Examiner (DPE) status in Fairfax County, a designation awarded by the Fairfax County Board of Supervisors. This certification recognizes his expertise in the design, preparation, and submission of land development plans, enabling him to participate in an expedited review process for qualifying site-related plans. Greg's role as a Fairfax County DPE supports Bohler's ability to produce high-quality plans that meet jurisdictional requirements for expedited review and approvals in the competitive Northern Virginia market.

EDUCATION

B.S. Civil Engineering
University of Virginia

PROFESSIONAL LICENSES

VA PE #0402055802

Fairfax County DPE #344

PROFESSIONAL AFFILIATIONS

Commercial Real Estate Development Association (NAIOP), Northern Virginia Chapter

Northern Virginia Building Industry Association (NVBIA)

Engineers and Surveyors Institute (ESI)

RELEVANT EXPERIENCE

+ **Alexandria Crossing Multi-family, Alexandria, VA**
  7.3 acres multi-family residential development community consisting of 470 units across a multi-family apartment building and 85+ townhomes.
+ **Barcroft Plaza Shopping Center, Falls Church, VA**
  Renovations supporting the modernized design and improvements to support tenant mix. The shopping center features over 20 shops, restaurants and services.
+ **Graham Park Plaza, Falls Church, VA**
  10-acre shopping center featuring a mix of restaurants and retailers with adjacent townhomes. Recent shopping center property improvements include renovations and amenities for outdoor gathering space.
+ **Reston Arboretum Townhomes, Reston, VA**
  40 four-level townhomes with rooftop terraces located 0.25 miles from the Herndon-Monroe Metro Station.
+ **The Belhaven Apartments at Kings Crossing, Alexandria, VA**
  Multi-family development of 349 residential units on 5 acres, replacing an aging strip mall. The development required extensive rezoning and entitlement coordination through Fairfax County.
+ **Trellis Affordable Housing, Herndon, VA**
  Repositioning conversion of hotel to 168-unit garden-style affordable housing community on 6.5 acres.

KEY PERSONNEL

NGEORGAS@BOHLERENG.COM

Nick Georgas, RLA, LEED AP BD+C

Project Manager, Landscape Architect

Nick plays a crucial role in managing entitlement projects and designing a diverse array of residential and commercial developments throughout the Northern Virginia region. His expertise lies particularly in master planning and landscape architecture design services, where he combines his creative vision with a deep understanding of the Fairfax County land development process. His extensive knowledge of local regulations and procedures ensures that designs are not only innovative but also align seamlessly with regional requirements and standards.

Throughout his career, Nick has amassed a highly diverse project portfolio. His ability to address complex development challenges with viable, detailed solutions underscores his proficiency and commitment to excellence in the field.

Nick brings a unique, unrivaled experience to the East County Part B property redevelopment. His intimate knowledge of the site includes his experience as the lead project manager for the rezoning of the Alta Crossroads development, working closely in partnership with Fairfax County.

EDUCATION

B.S. Landscape Architecture
University of Kentucky

PROFESSIONAL LICENSES

VA RLA #001653

Arborist License #MA5061A

PROFESSIONAL AFFILIATIONS

Reston Chamber of Commerce

RELEVANT EXPERIENCE

+ **Alexandria Crossing Multi-family, Alexandria, VA**
  7.3 acres multi-family residential development community consisting of 470 units across a multi-family apartment building and 85+ townhomes.
+ **Alta Crossroads Falls Church, VA**
  Revitalization and master planning for the rezoned development of 7+ acres for a new five-story, 351-unit multifamily development with ground-floor retail and single-family townhomes.
+ **Fairfax Crossing (formerly Fair Oaks Business Park), Fairfax, VA**
  Rezoning of an outdated suburban office park to allow for 1.2 million SF of mixed-use, primarily residential, totaling approximately 22 acres.
+ **Graham Park Plaza, Falls Church, VA**
  10-acre shopping center featuring a mix of restaurants and retailers with adjacent townhomes. Recent shopping center property improvements include renovations and amenities for outdoor gathering space.
+ **Trellis Affordable Housing, Herndon, VA**
  Repositioning conversion of hotel to 168-unit garden-style affordable housing community on 6.5 acres.

KEY PERSONNEL

BJAMES@BOHLERENG.COM

Bryan James

Associate

As an Associate for Bohler's Northern Virginia office, Bryan specializes in land development entitlements, bond release, and permitting for various projects throughout Virginia and Washington, DC. With over two decades of industry experience, Bryan is a skilled professional who excels at making expert decisions for his team and his clients.

Bryan provides permitting services for a diverse clientele, including private developers, retailers, restaurant owners, architects, land use attorneys, and title companies. Bryan also assists clients in preparing and posting performance bonds and development agreements, following plan approval and prior to construction. Upon successful completion of construction, he expedites the release of the bonds and ensures all agreement conditions are satisfied.

EDUCATION

M.S. Real Estate Development, George Mason University

B.S. Government Communication, George Mason University

PROFESSIONAL LICENSES

VA Qualified Stormwater Management Inspector #SWIN1708

PROFESSIONAL AFFILIATIONS

Fairfax County Customer Advisory Council

Commercial Real Estate Development Association (NAIOP), Northern Virginia Chapter, Government Relations Subcommittee

Commercial Real Estate Development Association (NAIOP), Northern Virginia Chapter, Fairfax County Subcommittee

Northern Virginia Building Industry Association (NVBIA)

Engineers and Surveyors Institute (ESI)

Loudoun County Builders Group

VDOT Roundtable

RELEVANT EXPERIENCE

+ **Alexandria Crossing Multi-family, Alexandria, VA**
  7.3 acres multi-family residential development community consisting of 470 units across a multi-family apartment building and 85+ townhomes.
+ **Alta Crossroads Falls Church, VA**
  Revitalization and master planning for the rezoned development of 7+ acres for a new five-story, 351-unit multifamily development with ground-floor retail and single-family townhomes.
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  10-acre shopping center featuring a mix of restaurants and retailers with adjacent townhomes. Recent shopping center property improvements include renovations and amenities for outdoor gathering space.
+ **Reston Arboretum Townhomes, Reston, VA**
  40 four-level townhomes with rooftop terraces located 0.25 miles from the Herndon-Monroe Metro Station.
+ **The Belhaven Apartments at Kings Crossing, Alexandria, VA**
  Multi-family development of 349 residential units on 5 acres, replacing an aging strip mall. The development required extensive rezoning and entitlement coordination through Fairfax County.
+ **The Field at Commonwealth, Chantilly, VA**
  Mixed-use development on 21 acres. One of the first plans approved by Fairfax County's e-Plans pilot which significantly expedited the permitting timeline.

Landscape Architect

LandDesign.
CREATING PLACES
THAT MATTER.

2024
ASLA
FIRM AWARD
RECIPIENT

Quincy Lane | Washington DC

EAST COUNTY B
03.18.2025

PREPARED FOR:
NHP

LandDesign.
CREATING PLACES
THAT MATTER.

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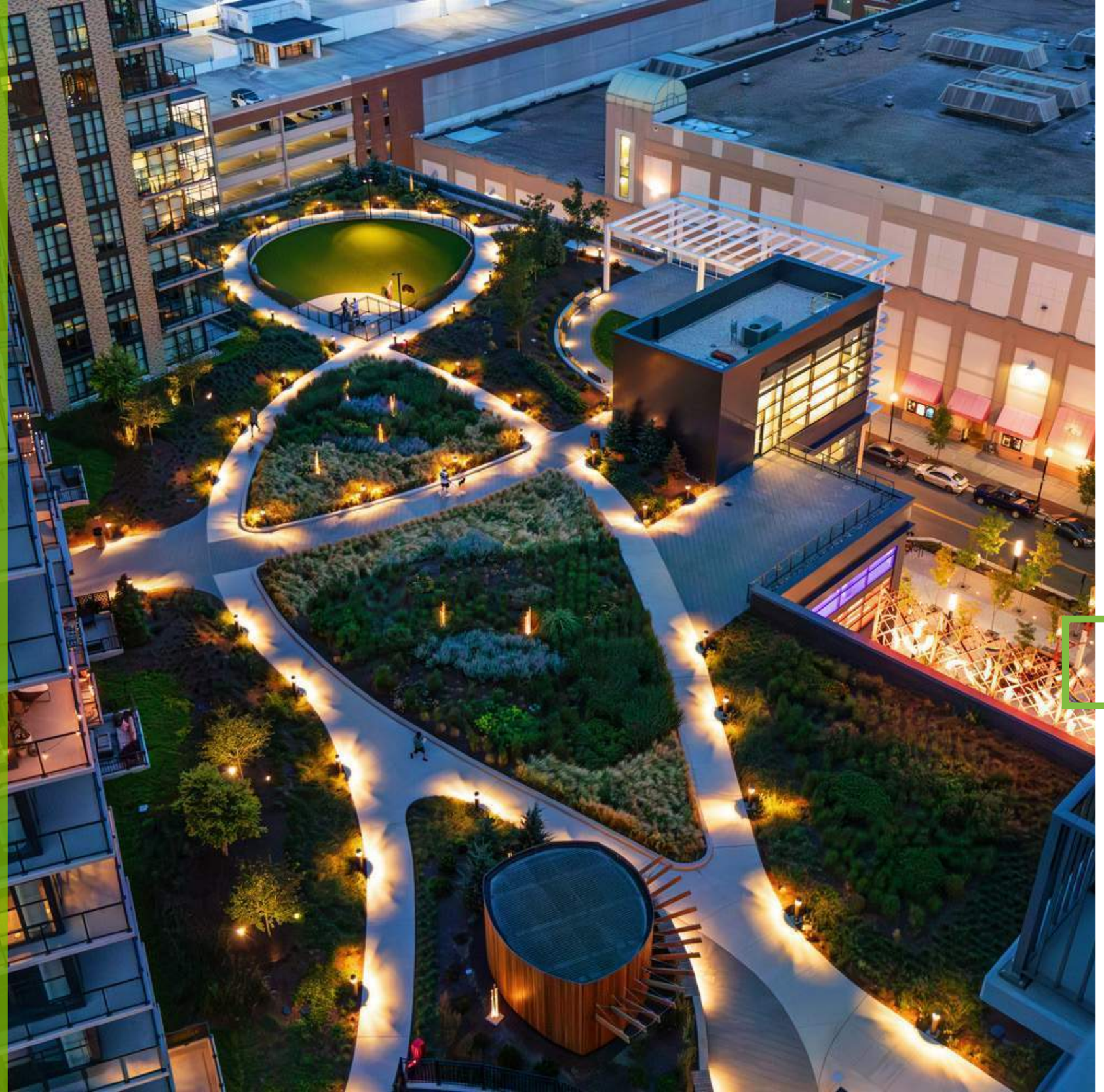


SECTION ONE

Firm Introduction

Carlyle Crossing | Alexandria, VA

LandDesign
CREATING PLACES
THAT MATTER.

Joe Giangrandi, PLA
jgiangrandi@landdesign.com

200 S Peyton Street
Alexandria, VA 22314

T 703.549.7784

landdesign.com

We dig deep into the details, but are never lost in the weeds.

We are a collaborative group of landscape architects, civil engineers, planners, and urban designers that approaches projects with unique expertise and diverse perspectives, but with a shared goal to create places that matter.

LandDesign is a multi-disciplinary firm offering land planning, master planning, urban design, landscape architecture, and civil engineering. Our organization of over 290 professionals is located across the nation in the firm's offices in Charlotte, NC; Washington DC; Dallas, TX; Orlando, FL; and Boulder, CO. All offices are fully-linked to foster collaborative efforts that take advantage of the firm's combined expertise and experience to meet each client's individual needs through reasoned solutions.

For 47 years, our uncompromising passion for what we do has characterized our people and our work. We work diligently to research and unearth the uniqueness of each place and discover creative solutions through our collaborative process. We work to translate client vision and research into a varied set of ideas and potential outcomes that inform an actionable plan forward. We believe that taking the safe and easy path prevents our clients from uncovering the unique and innovative solutions that make a place truly different and instill in it a spirit that engages those who experience it.

We also believe strongly in the need to protect the environment and enhance the lives of those touched by our projects. Our awareness of best management practices helps us incorporate creative design, proven construction practices and proper materials into each project to help clients reduce or eliminate the negative impact on the environment and community. In projects around the world, our team has demonstrated its commitment to providing environmentally sensitive solutions that can be designed and implemented while maximizing quality or desired economic results.

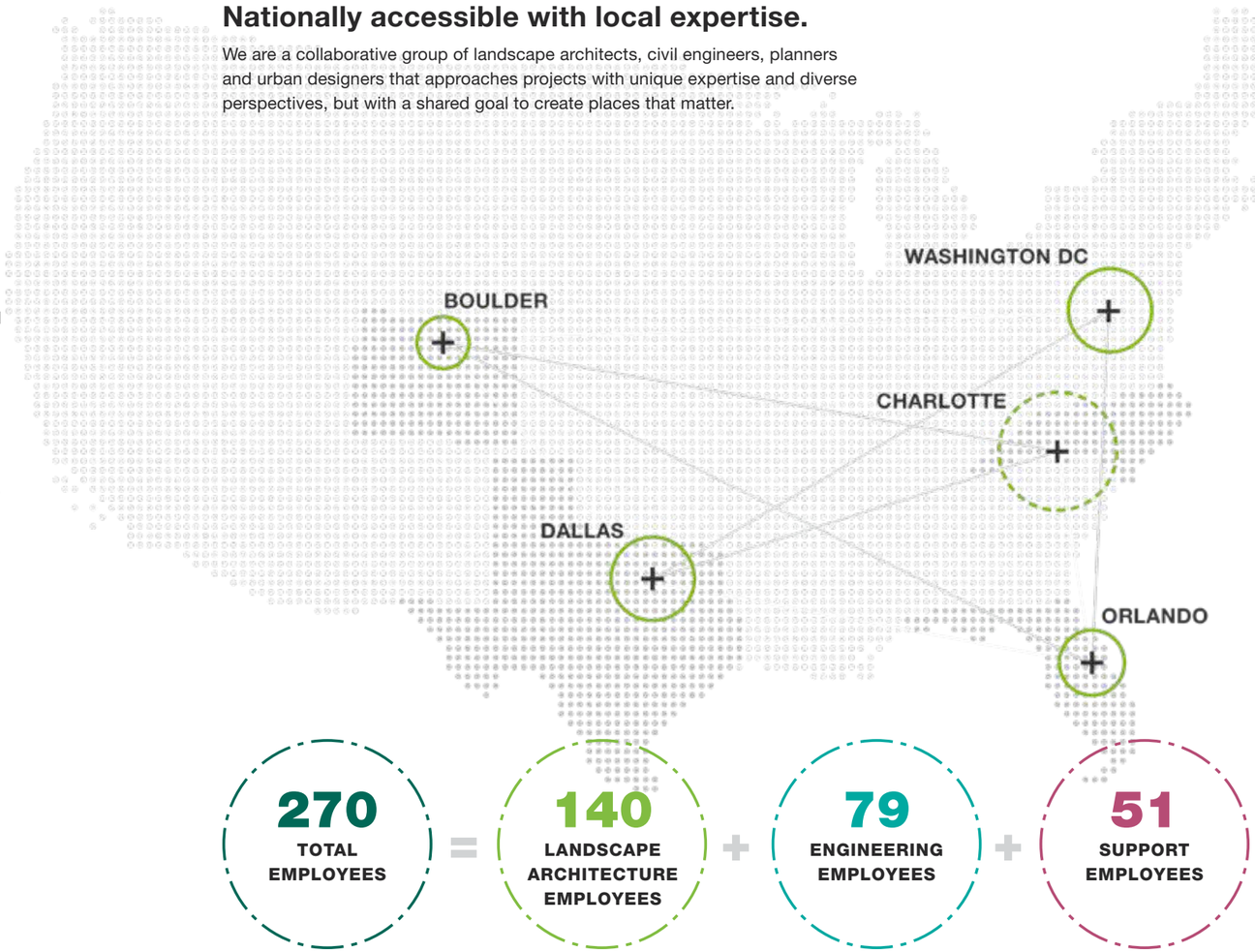
While utilizing the latest technologies and best practices, the team at LandDesign takes a "hands-on" approach to every project, with services typically extending from concept through construction. The firm frequently is retained to coordinate design and planning, thus ensuring quality, continuity and scheduling. The most important proof of LandDesign's commitment is demonstrated through the long-term working relationships with numerous clients that consistently rely on the firm for creative, cost-conscious and proven services.

Follow us @LandDesignInc

Supporting bold visions for 45+ years

Nationally accessible with local expertise.

We are a collaborative group of landscape architects, civil engineers, planners and urban designers that approaches projects with unique expertise and diverse perspectives, but with a shared goal to create places that matter.



+ Logic makes it feasible—but with magic we make it matter.

Idea first, then design

With over four decades of experience across markets, we understand the fixed variables that we are working with—the laws of man and nature that we must adhere to in order to create an implementable strategy, the restrictions and requirements that challenge us to push boundaries. But what sets LandDesign apart is that we always couple that logic with a bit of magic. How can we surprise and delight those who will enjoy this space? How can we utilize the land's existing assets in an innovative, sustainable way? This balance of diverse expertise and relentless curiosity results in innovative yet attainable big ideas.

Creating value through perspective.

Value has many meanings, depending on your perspective. To create places that offer the most value, we look at their impact in three contexts: physical, functional, and social. Where these learnings overlap lies the true potential and opportunity.

PHYSICAL
Scale + Site

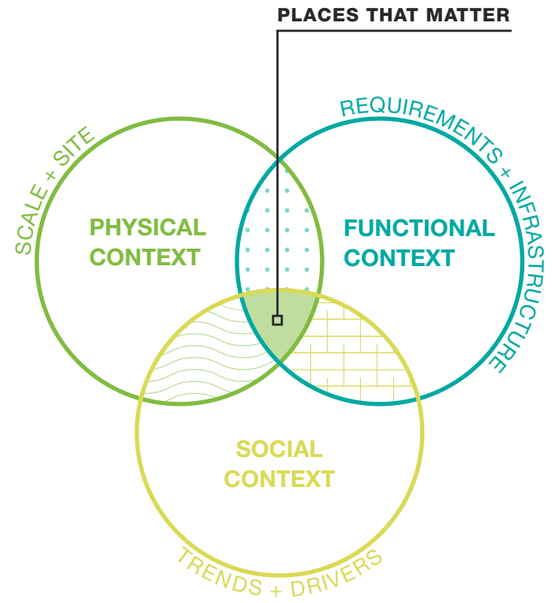
We start by digging into the scale of the place, how individuals will experience it and how it fits within its surroundings. This includes the physical site itself, its limitations and opportunities.

FUNCTIONAL
Requirements + Infrastructure

Each project has key goals we aim to meet: sustainability, affordability, access, longevity. These goals help drive our approach to infrastructure.

SOCIAL
Trends + Drivers

We strive to understand who will be experiencing the places we create. This spans from understanding the market as a whole, the demographics of who will live, work, and play there, the history of the site, and what it means to the community.



A place that matters is one that is driven by story—

Where every design and planning decision is guided by what makes a place unique and viable. It is accessible, both physically and economically, to those who will ultimately comprise the community, determined by a deep understanding of the market. It grows and transforms with adaptable infrastructure so that it suits people who embrace it now and those who will in the future. Every detail matters, regardless of scale. A place that matters only exists if the vision for it is translated into something feasible and actionable.

SECTION TWO

Project Team

The Ian | Woodland Park, VA

Joe Giangrandi, PLA

PRINCIPAL
LANDDESIGN | WASHINGTON DC

Joe is a Principal and landscape architect in LandDesign's Washington DC office. Joe works alongside leading national developers to deliver influential urban design projects in the Washington DC region. He is responsible for overseeing a studio of designers focused on large-scale urban design, mixed-use development, and rooftop ammenity design. He champions the firm's in-house 3D visualization studio that utilizes the latest technology to elevate the quality and clarity of design. Joe's passion for cultivating a human experience within the built environment is seen in his work on notable projects on the rapidly developing Washington Metro Silver Line, including Halley Rise, Rivana at Innovation Station, and Reston Station.

EDUCATION
Bachelor of Landscape Architecture, Clemson University (2005)

LICENSING/CERTIFICATIONS
Professional Landscape Architect - VA: 406002179, SC: 1525

AFFILIATIONS
American Society of Landscape Architects (ASLA)

Urban Land Institute (ULI)

SPEAKING ENGAGEMENTS
ULI Advisory Panelist Restoring Nashville's Birthplace, March 2020

HONORS/AWARDS
ULI Leadership Institute, 2020

One Rosslyn
Rosslyn, VA | Principal-in-Charge

Reston Station + Reston Row
Reston, VA | Principal-in-Charge

Halley Rise: The Arbor
Reston, VA | Principal-in-Charge

Rivana at Innovation Station
Loudoun County, VA | Principal-in-Charge

Halley Rise Public Realm
Reston, VA | Principal-in-Charge

Lulah Hills
Dekalb, GA | Principal-in-Charge

Harrison Post
Leesburg, VA | Principal-in-Charge

Henderson Avenue
Dallas, TX | Principal-in-Charge

Cascades Marketplace
Sterling, VA | Principal-in-Charge

Commerce Metro Center
Reston, VA | Principal-in-Charge

Quincy Lane
Washington DC | Principal-in-Charge

Foley + Lardner Georgetown (3000 K Street)
Washington DC | Principal-in-Charge

Halley Rise: The Edmund
Reston, VA | Principal-in-Charge

Alexander Court
Washington DC | Principal-in-Charge

King of Prussia Town Center
King of Prussia, PA | Designer / 3D Visualization

Midline
Reston, VA | Principal-in-Charge

Port Destination (Confidential)
The Bahamas | 3D Visualization

The Ian
Woodland Park, VA | Project Manager

V2 Apartments
Chelsea, MA | Principal-in-Charge

Lincoln at Tinner Hill
Falls Church, VA | Designer/3D Visualization

The Lex at Waterfront Station
Washington DC | Designer

South Alex
Alexandria, VA | Designer/Project Manager

Carlyle Crossing
Alexandria, VA | 3D Visualization

Ovation at Park Crest
Tysons, VA | Designer

Sean Huthwaite

ASSOCIATE, STUDIO LEADER
LANDDESIGN | WASHINGTON DC

Sean joined LandDesign in 2013 and has been a key team member helping the firm build its presence in New York. As associate, she is involved in all stages of the design process, from conceptual and schematic design to construction documentation. She has a special ability to create animations, perspectives, and illustrative renderings that depict the unique character and overall feeling of a space.

EDUCATION
Bachelor of Landscape Architecture, Clemson University (2013)

AFFILIATIONS
Urban Land Institute (ULI)

650 Mass Ave
Washington DC | Project Manager

Ballston Urban Design + Placemaking
Arlington, VA | Designer + 3D Visualization

Cascades Marketplace
Sterling, VA | Project Manager

Commerce Metro Center
Reston, VA | Designer + 3D Visualization

Dominion Square (CARS)
Tysons, VA | 3D Visualization

Fort Totten
Washington DC | Designer + 3D Visualization

Halley Rise
Reston, VA | Designer

Harrison Post
Leesburg, VA | Project Manager

Henderson Avenue
Dallas, TX | Project Manager

Midline
Reston, VA | Project Manager

Quincy Lane
Washington DC | Designer + 3D Visualization

Silverline Station
Tysons, VA | Project Manager

The Boro
Tysons, VA | Designer + 3D Visualization

V2 Apartments
Chelsea, MA | Project Manager

Alison Peckett, PLA

SENIOR ASSOCIATE, SENIOR DESIGNER
LANDDESIGN | WASHINGTON DC

Alison is a Senior Associate in LandDesign's Washington DC office who has worked in diverse topographical, social, and economic conditions, ranging from the rural sprawl of the Southeast to the dense urban streets of Manhattan. These experiences allowed her to learn about the value of connecting people and their unique experiences with the built environment, regardless of scale or location. Her design perspective is influenced by a curiosity of the social and environmental implications that design has on our relationship with public space. At LandDesign, Alison focused on urband design projects, with other team members to successfully execute a project vision from concept design through construction.

EDUCATION
Bachelor of Landscape Architecture,
University of Georgia (2009)

LICENSING
Professional Landscape Architect - MD

LEED AP

AFFILIATIONS
American Society of Landscape Architects (ASLA)

Urban Land Institute (ULI)

699 Fourteenth
Washington, DC | Project Manager/ Designer

Amblebrook
Gettysburg, PA | Project Manager/ Designer

Arlington Gateway
Arlington, VA | Project Manager

Babcock Ranch Master Plan
Babcock Ranch, FL | Project Manager/ Designer

Commerce Metro Center
Reston, VA | Project Manager

Dominion Square
Tysons, VA | Project Manager/Designer

Halley Rise
Reston, VA | Project Manager/Designer

Innovation Station
Reston, VA | Project Manager

Russell at Reston Station
Reston, VA | Construction Administration

Midline Blk A
Reston, VA | Project Manager

Perseus at Spring Hill Station
Tysons, VA | Designer

Santa Catarina Mixed Use Master Plan
Monterrey, Mexico | Designer

Sunburst at Spring Hill Station
Tysons, VA | Designer

The Boro
Tysons, VA | Designer

Tysons Central A
Tysons, VA | Project Manager/Designer

Tysons Corner Center
Tysons, VA | Project Manager/Designer

Westpark Plaza
Tysons, VA | Designer

Woodland Park East
Herndon, VA | Project Manager/Designer

CREATING PLACES THAT UNITE ENGAGE INSPIRE CONNECT SCALE MATTER

SECTION THREE

Project Experience

South Alex | Alexandria, VA

ARLINGTON, VA

One Rosslyn

Situated in the gateway to Virginia, One Rosslyn enhances the city's urban skyline, delivers additional housing, and strengthens the neighborhood's walkability and amenities. The site location presents stunning views of Georgetown, the Potomac River, and DC, with access opportunities anywhere via road, Metro, or Reagan National Airport.

The three new towers brought together on the site will include 772 rental units and 82 condos. A key feature of the project is the one-acre private outdoor park located on the rooftop of the shared above-grade parking podium. This space supports neighborhood-serving retail at the street level while offering residents a unique outdoor experience that overlooks the Potomac River. Unified by the landscaped podium, this new residential community connects the stunning natural views of the Potomac and neighboring parks with the Rosslyn's fresh urban energy.

CLIENT
Penzance

MARKET
Residential: Multi-Family, Mixed Use

ARLINGTON, VA

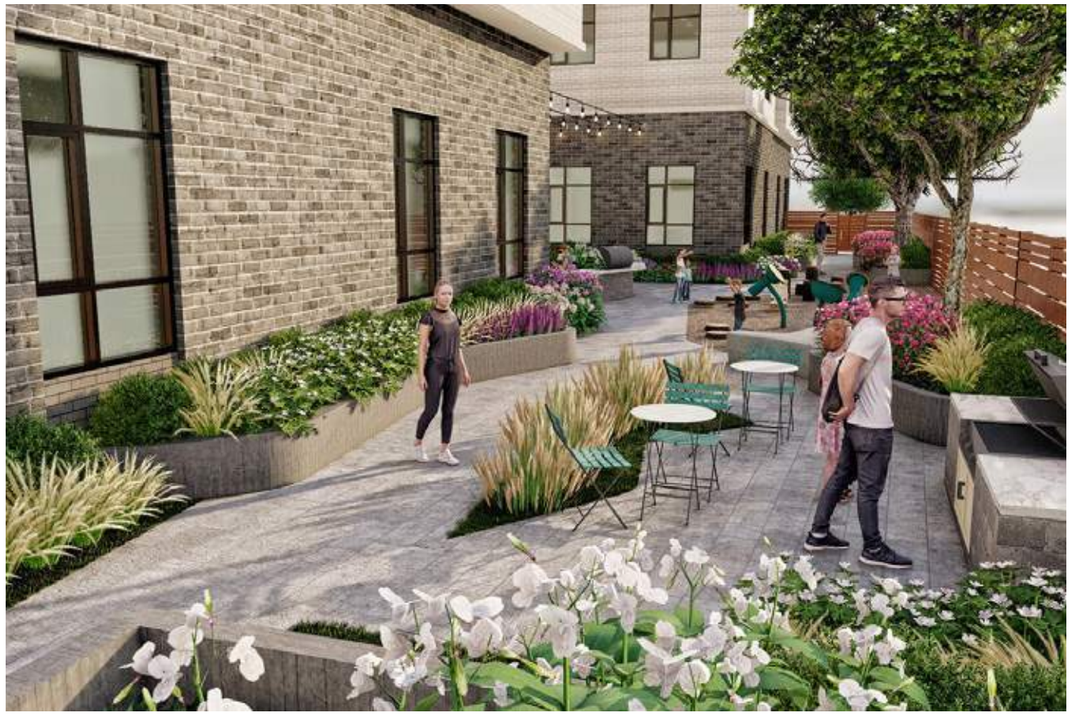
3445 Washington Blvd (American Legion)

Since the 1930's the American Legion Post 139 has occupied a 1.3-acre lot just outside of the popular neighborhood, Clarendon, in Arlington, VA. The facility recently sold to the Arlington Partnership for Affordable Housing (APAH) who is working on the planned redevelopment of the site which will include a demolition and build back of a mixed use facility. The plan has attained 4.1 approval. The new seven-story facility will include 160 apartments, half set aside for Veterans, designed to be affordable to people making 60 percent or 80 percent of the area median income for the next 75 years.

LandDesign was engaged by the architect, Davis, Carter, Scott, LTD., to provide landscape architecture for the project to include streetscape and private amenity space. This includes a woonerf style public alley, designed to allow drivers, cyclists, pedestrians and runners to share the same space, making the street much more welcoming and appealing for all. Amenity space for the apartments and American Legion include a playground and separate outdoor kitchens. In addition, the building is being designed to achieve an EarthCraft Multifamily certification which address a wide range of sustainability considerations, including environmental performance, indoor air quality, building durability, comfort and affordability. To aid in this effort, the building will also include a green roof.

CLIENT
Arlington Partnership for Affordable Housing

MARKET
Residential: Multi-Family, Affordable Housing



WASHINGTON DC

Quincy Lane

LandDesign worked with JBG Smith to create a vision for Quincy Lane that draws from the industrial history of the NoMa neighborhood in Washington DC. The vision for Quincy Lane was to create a high-density, mixed-use community integrated with public and private open spaces. The design reimagines how urban lifestyle meets urban economy where the woonerf, a shared use space, is the thread of the community.

The existing neighborhood will enjoy the new connectivity, from animated retail streetscapes along Eckington Place, through a bustling woonerf, where the activity is provided by pedestrians, cyclists, and vehicles. The woonerf will lead pedestrians to a mid-block plaza and to the eastern edge of the site, spilling outwards to the new NoMa Green.

A four multi-family building, with rental and for-sale units, will provide a robust amenity design with green courtyards, gathering spaces, swimming pools, and lounge areas that take advantage of the DC skyline.

CLIENT
JBG Smith

MARKET
Residential: Multi-Family, Mixed Use

RESTON, VA

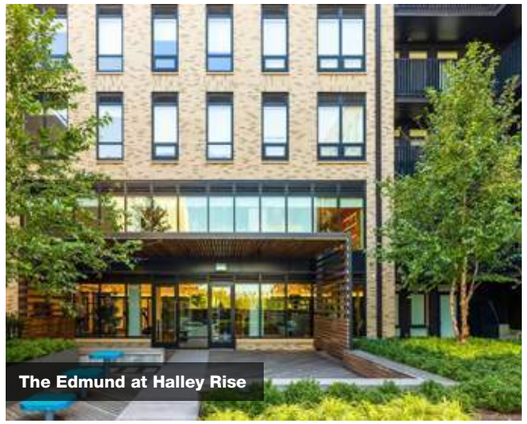
Halley Rise

Halley Rise is a 36-acre mixed-use development located at the future site of the Silver Line Reston Town Center Metro Station. LandDesign's collaborative team of urban designers and landscape architects developed a master plan that proposes over one million square feet of office space, 2,260 residential units, and six-acres of public open space all located within 1/3 mile of the metro station. LandDesign is providing entitlement services for the project.

The design delivers a high quality urban experience that is easily accessible by metro, car, and pedestrians. The walkable and connected community will provide unique pedestrian moments for residents and visitors. The streetscapes have been designed to be an extension of the on-site urban park systems, creating a completed and activated public realm. The highlight of the development is a four-acre signature park with a waterside walk which will include a pond overlook, multi-purpose lawn, and custom playground. The space has been developed to accommodate seasonal programs such as movie night over the water, concerts on the green, and art festivals.

CLIENT
Brookfield Properties

MARKET
Residential: Multi-Family, Mixed Use


The Edmund at Halley Rise

The Edmund at Halley Rise

The Arbor at Halley Rise

TYSONS, VA

Ovation at Two Park Crest

Located in Tysons, VA, Ovation at Park Crest is the area's first luxury high-rise apartment complex. LandDesign provided landscape architecture services for the residential amenities, as well as the design of the half-acre public park space directly adjacent to the building. Ovation is located within walking distance of the Metro's Silver Line and has achieved LEED Gold Certification.

The residential amenities at Ovation include a courtyard water feature, a bocce court, lap pool, fireplace terrace and events terrace with a formal lawn. The best amenity at Ovation, however, is the serene half-acre park directly adjacent to the building. The park acquired its unique curved pathway in order to accommodate for the 40' grade transition from the East edge of the park to the West.

CLIENT
The Penrose Group

MARKET
Residential: Multi-Family

HYATTSVILLE, MD

The Devon

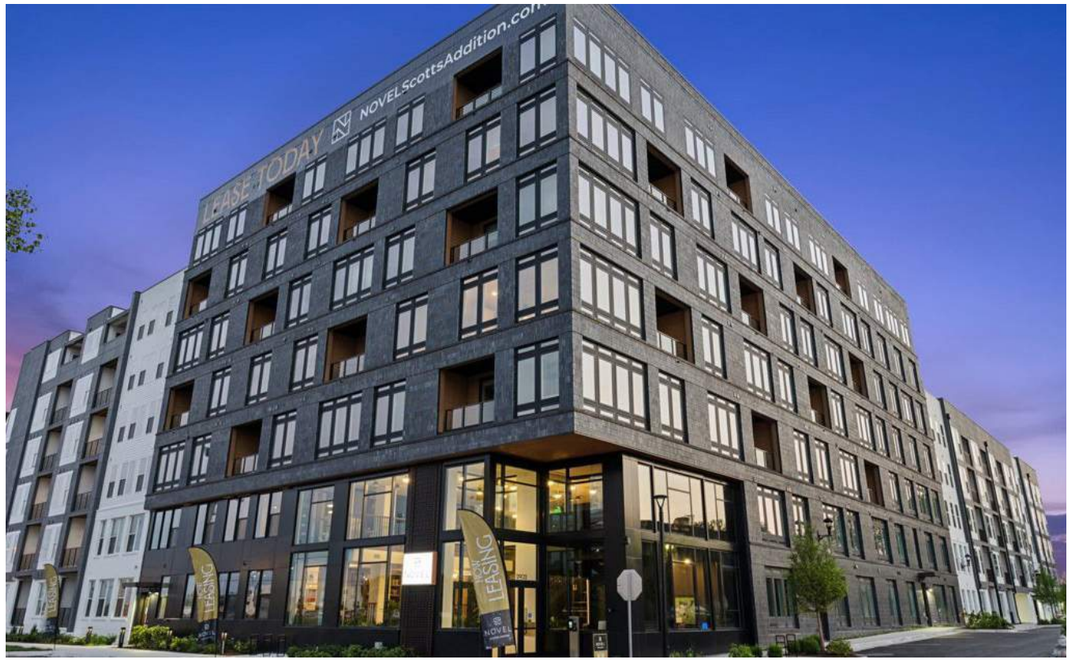
LandDesign is working with Hines, Dwell Architects, and Soltez Civil Engineering to deliver a Class A multi-family development in Hyattsville, MD. The project includes a five-story multi-family, deck wrap development with an associated single retail component. In addition to the design phases of the project, LandDesign worked with the design team to carry the project through the Prince George's County Entitlement Process.

Our team provided 3D studies early in the process to convey to the client the spatial relationship of amenities within the courtyards. The client was able to quickly see the relationship of the courtyard amenities to adjacent units and indoor amenity/ clubroom to make decisions and provide feedback that aligned with their vision. These 3D studies were also converted into supplemental graphics for Prince George's County to review and advance approval of the public streetscape design and interior courtyards.

CLIENT
Hines

MARKET
Residential: Multi-Family

Images Courtesy of Hines



RICHMOND, VA

Novel Scott's Addition

Located in the growing neighborhood of Scott's Addition, Crescent Communities recognized the opportunity to create a new residential offering in the city's Diamond District. Their vision was to create a community inspired by place, but distinct enough to differentiate it from its competition, which meant telling the story of the resident culture through thoughtful design details and lush outdoor experiences.

The community boasts 21,000 square feet of amenity spaces on the ground floor and upper level sky deck. The first amenity space—The Garden—features a resort-style pool with a sun shelf and cabanas. The pool courtyard is surrounded by alfresco dining rooms and co-working spaces where greenery will climb the overhead structure to create a biophilic experience. The site, once an old train depot, revealed a buried, old train turn table that was reimagined into a central fire feature.

The second amenity—The Hideaway—features a gathering space partially tucked under the building podium, allowing residents to enjoy the outdoors away from the elements. The Hideaway features a covered living room, outdoor grills, a central fire place, and a expansive dog park. The amenity experience continues to the 5th level sky deck where residents can observe the city's skyline and The Diamond, home of the Flying Squirrels baseball team.

CLIENT
Crescent Communities

MARKET
Residential: Multi-Family

WOODLAND PARK, VA

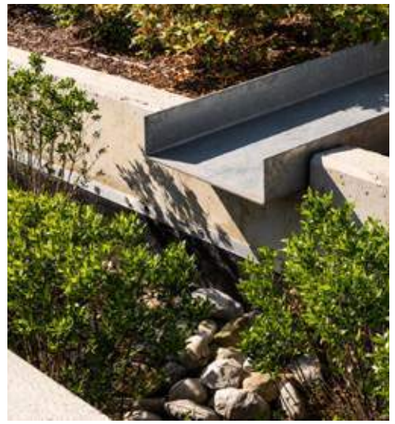
The Ian

The Ian, located in the emerging Woodland Park neighborhood, is the newest residential community along the Silver Line in Fairfax County. The site includes a multi-family courtyard and a large, publicly accessible stormwater park. This linear park thoughtfully incorporates stormwater management techniques and provides overlooks, interpretive signage, and seating areas all focused around a bioswale designed with native species that provide habitat restoration.

At the south side of the building, two distinct-yet-connected private courtyards overlook the public park. The use of elevated materials helps to differentiate the private and public spaces while visually and physically connecting the amenity spaces to the public park experience. Centered within the building is a large pool deck and courtyard with a custom amenity package that includes outdoor grills and social lawn. Bioretention planters and native plantings are integrated into the courtyard design, reiterating the stormwater story of the site.

CLIENT
Fairfield Residential

MARKET
Residential: Multi-Family



CREATING PLACES THAT

UNITE

ENGAGE

INSPIRE

CONNECT

SCALE

MATTER

Carlyle Crossing | Alexandria, VA

LandDesign®

CHARLOTTE
WASHINGTON DC
DALLAS
ORLANDO
BOULDER

JOE GIANGANDI, PLA
PRINCIPAL

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Traffic Engineer

GOROVE SLADE
Transportation Planners and Engineers

GOROVE SLADE

is a leading professional transportation engineering and planning firm specializing in providing a comprehensive suite of services. We have earned a reputation for delivering innovative, data-driven solutions that address the complex challenges of today's transportation and infrastructure needs. Our work is vital in advancing some of the region's most impactful real estate and transportation projects, from high-profile developments to large-scale public infrastructure initiatives.

We are committed to providing our clients with a holistic approach to transportation, integrating context-sensitive planning and engineering strategies to ensure the success of every project. Our service offerings include:

Multimodal Transportation Studies: Analyzing the needs of various transportation modes,to create efficient and accessible systems that balance multiple needs.

Campus & Neighborhood Mobility Planning: Developing tailored strategies that optimize the movement of people and services.

Site Access & Circulation Evaluations: Thorough assessments of site designs are conducted to ensure smooth, safe, and efficient access and traffic flow.

Multimodal Streetscape Planning and Design: Creating streetscapes that promote the safe integration of all modes of transport, enhancing functionality and aesthetics to build great places.

Transportation Modeling: Utilizing advanced modeling techniques to forecast traffic patterns and inform decision-making.

Traffic Signal Design & Maintenance of Traffic (MOT) Plans: Designing effective traffic signal systems and developing MOT plans that minimize disruptions during construction.

Pavement Marking & Signage Plans: Providing clear and effective plans for pavement markings and signage to guide traffic and enhance safety.

Traffic, Parking, & Pedestrian Counts and Surveys: Conducting detailed counts and surveys to gather critical data.

Transportation Demand Management (TDM): Implementing strategies that reduce congestion and improve the efficiency of transportation systems.

Parking Studies & Functional Design: Analyzing parking demand/supply, ensuring optimal resource use and management along with developing parking layout, circulation, and queuing needs.

CLIENT SERVICES APPROACH

Founded in 1979, Gorove Slade has built a legacy of prioritizing the unique needs of our clients. With over four decades of experience, our client-centered approach ensures that every project is met with a tailored, full-service team chosen for their expertise and knowledge relevant to each client's needs and goals. We leverage our knowledge and established relationships to foresee and navigate stakeholder interests and advocate for project success.

We take the time to deeply understand the intricacies of your project, from the technical requirements to local regulations. Our engineers and planners work closely with you to create cost-effective, efficient solutions that address your needs and the dynamics of the surrounding environment. With a focus on multimodal transportation, we excel in optimizing the flow of people and services through the built environment but while being mindful of project context and local requirements. We are committed to delivering functional, sustainable, and interconnected systems that effectively serve all modes of travel.

Gorove Slade is **SWaM Certified** as a **Small Business** in Virginia.

CERTIFIED SWaM

GOROVE SLADE
Transportation Planners and Engineers

Maria C. Lashinger, PE, PTOE

Principal

Ms. Lashinger oversees project work for Gorove Slade from its Fairfax, VA office location and her work is concentrated in Fairfax County. Maria is proficient in traffic engineering and transportation planning concepts, is skilled with analysis software such as Synchro and SimTraffic, and her work experience includes traffic impact studies, transportation modeling, parking studies, site access and circulation evaluations, traffic counts, and computerized traffic modeling.

Maria's project experience covers the full spectrum of land-use and includes:

Recent Northern Virginia Projects

Fairfax County Public and Related Services
- Residences at Government Center II Affordable Housing
- Autumn Willow Affordable Senior Living
- Tysons Westpark Transit Station/Future Fire Station
- Reston Fire Station #25
- Lewinsville Center
- South County Police Station and Animal Shelter
- Fairfax County Judicial Complex
- Herndon Transit Station Master Plan
- Little River Glen
- Kingstowne Consolidated Facility
- Willard Sherwood Joint Redevelopment

ALTA Crossroads, Fairfax County, VA
Halley Rise (Reston Crescent), Fairfax County, VA
Reston Station, Fairfax County, VA
West Falls Church Gateway Development, City of Falls Church, VA
1500 Westbranch Drive, Fairfax County, VA
Parkview at Herndon Metro Station, Town of Herndon, VA
Arlington County Fire Station #8, Arlington County, VA
Spring Hill Active Adult, Fairfax County, VA
Brightview Virginia Hills, Fairfax County, VA
Isaac Newton Square, Fairfax County, VA
Westfields Parcel 23 and 15C, Fairfax County, VA
MITRE Campus Rezoning, Fairfax County, VA
Capital One Headquarters Redevelopment, Fairfax County, VA
Reston Commerce Metro Center, Fairfax County, VA
5600 Columbia Pike (Mission Lofts), Fairfax County VA
Faraday Park East and West, Fairfax County, VA
Caywood at Woodland Park, Fairfax County, VA
555 Herndon Parkway, Town of Herndon, VA
1690 Old Meadow Road - Tysons, Fairfax County, VA

Education

Master of Arts, Sport Management, University of San Francisco

Bachelor of Science, Civil Engineering, Pennsylvania State University

Professional Registrations

Professional Engineer (Civil)
- Virginia
- Maryland
- District of Columbia

Professional Traffic Operations Engineer

Professional Associations

Institute of Transportation Engineers (ITE)
National Association of Office and Industrial Properties (NAIOP)
Urban Land Institute (ULI)

Experience

22 years total
11 years with Gorove Slade

GOROVE SLADE
Transportation Planners and Engineers

Ariel Jarvis, PE

Associate, Project Manager

Ariel is a project manager in the Fairfax office and her work is concentrated in Fairfax County. She has experience with traffic engineering and transportation planning concepts, including Transportation Impact Studies, traffic modeling and simulation using Synchro, Sidra, and SimTraffic, design waiver and AM-E requests, Signal Justification Reports, Parking Reduction Studies, and Transportation Demand Management Plans. Her resume features several high density mixed-use, multi modal projects.

Recent Project Experience

Residences at Government Center II
Autumn Willow

6761 Bull Run Post Office Road
Campus Commons
Caywood at Woodland Park
City Centre – City of Fairfax
City Centre West – City of Fairfax
Commerce Metro Center
Converge
Crestview Drive and W&OD Trail Crossing – Town of Herndon
Eastgate
Exchange Place – Town of Herndon
Fairfax County Judicial Annex
Fairfax Crossing
Faraday Park TDM
Fortnightly Boulevard – Town of Herndon
Halley Rise
Isaac Newton Square
Lofts II
Maple and Annandale – City of Falls Church
Oakton AT&T
Parkway Woods
Penn Daw
Quinn/Homestretch Development – City of Falls Church
Reston Row
Rivana
Three Collective TDM
Tysons Fire & Transit Station
Willard Sherwood – City of Fairfax
WMATA West Falls Church
Worldgate – Town of Herndon

Education

Master of Science, Civil and Environmental Engineering, UC Berkeley

Bachelor of Science, Civil and Environmental Engineering, University of Maryland, College Park

Professional Registrations

Professional Engineer (Civil)

Experience

5 years total
5 years with Gorove Slade

Office

Fairfax, VA

Dry Utilities Consultant

Richter & Associates
a Bowman company

7519 Standish Place, Suite 320
Rockville, MD 20855
301.548.7475 x.209
joboyle@bowman.com

RICHTER & ASSOCIATES COMPANY OVERVIEW

BACKGROUND

Richter & Associates was founded in 1989 and merged with Bowman Consulting in 2023. The Company was founded to address utility related matters on behalf of the development and construction community. The founding premise was that the traditional mechanical/ electrical/ plumbing (MEP) engineers focused their attention within the building walls. The civil engineers did the land planning and wet utilities. The dry utilities were left to the developer/ builderto coordinate.

As the electric, telephone, natural gas, cable-TV, streetlight and traffic signal requirements and development issues became more complex, the associated development costs escalated. Thus, an opportunity existed for a firm to navigate and intercede with the utilities and agencies on behalf of the developer/ builder.

Steve Richter founded Richter & Associates to enable the real estate developer/ builder to effectively navigate the increasing complexities associated with the design, development, and implementation of utility infrastructure. Prior to Richter & Associates, Steve was with PEPCO for 10 years managing commercial and residential installations. He has a BEE in Electrical Engineering from Catholic University.

John O'Boyle joined Richter & Associates in 1992 and has over 40 years of experience in utility design and construction. While at Richter & Associates, John has managed the design and installation of dry utilities on behalf of builders and developers in the Greater DMV Metropolitan area. He has a B.S. in Business from Mt. St Mary's University and an M.S. in Real Estate from Johns Hopkins University.

PLANNED COMMERCIAL AND RESIDENTIAL DEVELOPMENTS

DEVELOPER	PROJECT
The Peterson Companies	National Harbor
Elm Street Dev./Alexander Co.	Laurel Hill/Lorton Prison Redevelopment
Cafritz Foundation	Art Place at Ft. Totten

MAJOR CLIENTS

NHP Foundation	The City of Fairfax
The NRP Group	Erickson Senior Living
Stonebridge	Mont. Co. Housing Opportunities Commission

7519 Standish Place, Suite 320
Rockville, MD 20855
(301) 548 - 7475
joboyle@bowman.com

John O'Boyle

PROFESSIONAL PROFILE

John O'Boyle joined Richter & Associates in 1992 and has over 40 years of experience in utility design and construction. While at Richter & Associates, he has managed the design and installation of dry utilities on behalf of builders and developers in the Greater DMV Metropolitan area. Through his experience, John has developed a thorough understanding of the various electric, natural gas and telecommunication companies' tariffs and terms and conditions for providing utility service as well as performing utility relocations.

PROFESSIONAL ACHIEVEMENTS

PARTIAL LIST OF PROFESSIONAL PROJECTS

- Laurel Hill/Lorton Prison - Lorton, VA
- The Modern at Art Place - Washington, DC
- Pike & Rose-N. Bethesda, MD
- 2000 Wilson Blvd - Arlington, VA
- Ridgecrest Village Apartments - Washington, DC
- Baltimore Peninsula/Port Covington - Baltimore MD
- The Grandview Senior Living - Bethesda, MD
- Hillandale Gateway-Undergrounding, Silver Spring, MD
- National Harbor - National Harbor, MD

SKILLS

Project Management

Utility Planning & Forecasting

Utility Engineering & Design

Utility Budgeting & Scheduling

WORK HISTORY

Richter & Associates, Rockville, MD 1992-present

Charles Schwab, Baltimore, MD 1991-1992

Deneau Construction, Gaithersburg, MD 1981-1991

EDUCATION

Johns Hopkins University, M.S., Real Estate

Mount St. Mary's University, B.S., Business

7519 Standish Place #320
Rockville, MD 20855
(301) 548 - 7475
dkline@bowman.com

DAN KLINE

PROFESSIONAL PROFILE

Experienced professional with over 35+ years of business experience with ATT and Richter & Associates. ATT Director level responsibilities developing and managing operational strategic plans and teams delivering results throughout the Maryland/DC/VA/DE region. Currently utilizing Project Management skills at Richter & Associates to partner with builders and developers to plan, design dry utilities and coordinate with utility providers to deliver all services timely and within budget for our clients.

PROFESSIONAL ACHIEVEMENTS

ATT DIRECTOR LEVEL MANAGEMENT (14 YEARS)

-Market strategic planning and day to day operations for the market
-Managed over (7) IPHONE launches within market
-Strategic Planning and Market lead for Cingular to ATT merger
-Top (3) in overall market operational efficiencies throughout (27) markets

RICHTER & ASSOCIATES (PROJECT MANAGEMENT- 7 YEARS)

Cabin Branch Mixed-use Subdivision, Clarksburg MD: 500+ SF & TH, 274 apartments, and Retail
Amalyn Residential Subdivision- Bethesda, MD: 309 SF and TH's
Villages of White Marsh Residential Subdivision, White Marsh, MD. – Utility Relocation
Renn Farm Residential Subd., Frederick MD. - 500+ SF & TH development, utility relocations
White Oak Apartments, White Oak, MD - 300+ apartment units
Greenbelt Station Apartments, Greenbelt, MD – 350+ apartment units Pasadena, MD. – Retail
Compass Creek Retail Shopping, Ashburn Va. – Utility Relocations, Retail Shopping

SKILLS

Strategic Planning
Project Management
Communications
Partnership Relations
Utility design and coordination

WORK HISTORY

PROJECT MANAGER, RICHTER & ASSOCIATES – ROCKVILLE, MARYLAND

March 2018 - Present

DIRECTOR OPERATIONS, ATT, HANOVER, MARYLAND

January 2000-November 2017 (additional jobs held between 1987-2000)

EDUCATION

B.S. BUSINESS & MARKETING, UNIVERSITY OF MARYLAND, COLLEGE PARK, MD

Land Use Attorney

WIRE GILL LLP

WIRE GILL LLP

Evan Pritchard
epritchard@wiregill.com
703-304-0430

WIRE GILL EXPERTISE

We founded our law firm to provide clients with a more cost-effective and efficient land use and real estate development team. With decades of combined experience at several of the largest law firms in the country, we bring the expertise of big law to our specialty practice. By listening to clients and developing trust within the industry and community, we create lasting relationships and deliver success.

Our firm is actively involved in land use matters in Fairfax County and throughout Northern Virginia and Metro Maryland. We represent local, regional, and national clients in the redevelopment of their properties by assisting with master plan amendments, rezonings, special use permits, special exceptions, variances, and site plan approvals. Our recent projects include approvals for the conversion of office and commercial buildings to residential uses and development approvals for hotels, senior living facilities, multi-family residential, retail, office, affordable housing, public universities, and public works projects. Some representative projects are listed below.

Representative Fairfax Projects

- Mars Headquarters, McLean, Virginia
- Chantilly Premier Data Center, Chantilly, Virginia
- Marriott Residence Inn, Tysons, Virginia
- Lewinsville Senior Center, McLean, Virginia
- Sandstone Care, Chantilly, Virginia
- McDonald's, 6729 Arlington Boulevard, Falls Church, Virginia
- McDonald's, 9398 Richmond Highway, Lorton, Virginia
- McDonald's, 4803 Leesburg Pike, Alexandria, Virginia
- Dominion Electric Supply Company, Chantilly, Virginia
- ECHO, Inc., Springfield, Virginia
- COPT Stonecroft, Chantilly, Virginia
- Artis Senior Living, Lorton, Virginia
- The Commons of McLean, McLean, Virginia
- The Highlands, McLean, Virginia
- Burgundy Farm County Day School, Alexandria, Virginia
- Dominion Square, Tysons, Virginia

Evan Pritchard
Partner

700 North Fairfax Street, Suite 600
Alexandria, VA 22314

9200 Forest Hill Avenue, Suite C-1
Richmond, VA 23235

703-304-0430
epritchard@wiregill.com

I focus my practice on securing zoning and land use approvals for developers and landowners in jurisdictions throughout Virginia, including Arlington County, Fairfax County, the city of Fairfax, and the city of Falls Church, among others. Such approvals include re-zonings, special exceptions, special use permits, and Administrative Regulation 4.1 Site Plans. My clients include mixed-use project developers, data center developers, affordable housing developers, large corporations, restaurant owners, commercial property owners, small business owners, nonprofit organizations, and churches.

I was previously a partner at two Am Law 100 law firms where I also focused on land use and zoning approvals. Prior to entering private practice, I was a litigator in the Environment & Natural Resources Division of the U.S. Department of Justice where I was lead counsel on multiple cases involving real estate issues.

I earned my bachelor's degree from the University of Texas at Austin and my law degree from the University of Texas School of Law. I am proud to have been recognized by *Chambers USA*, *Legal Elite: Virginia Business Magazine*, *Best Lawyers in America*, Martindale-Hubbell (AV Preeminent Rated), *Arlington Magazine*, Leadership Arlington, and Leadership Fairfax.

EDUCATION

- University of Texas School of Law, J.D., 2001
- University of Texas–Austin, B.A., 1998

BAR ADMISSIONS

Evan Pritchard
epritchard@wiregill.com
703-304-0430

- District of Columbia
- Virginia

MEMBERSHIPS

- Board Member, NAIOP Northern Virginia
- Counsel, Ballston BID
- Commissioner, Arlington Economic Development Commission
- Board Member, McLean Revitalization Corporation

Transaction Attorney

Klein Hornig LLP

Klein Hornig LLP

Introduction to Klein Hornig LLP

Who We Are

Klein Hornig (KH) has a single purpose: to provide uncompromising service and unparalleled legal experience in support of affordable housing and community development. Our dedication to that goal – and to our clients who advance that goal – informs every choice we make as professionals.

The Firm's 50+ lawyers focus exclusively on structuring, managing, closing and advising affordable housing and community development projects across the nation. The attorneys at Klein Hornig work extensively with a wide variety of HUD programs and activities, including the Rental Assistance Demonstration ("RAD") program, the Section 18 demolition/disposition program with PBV replacement units, Choice Neighborhoods Initiative ("CNI") grant program, the public housing mixed-finance process, HOME and CDBG funding, HUD Section 202/811 developments (both traditional and mixed-finance, with RAD-for-PRAC), FHA-insured loans, Mark to Market restructurings, "porting" and other transfers of Section 8 subsidy, as well as the broader affordable housing spectrum of Low-Income Housing Tax Credits ("LIHTC"), financing provided by Government Sponsored Entities such as Fannie Mae or Freddie Mac, tax-exempt mortgage revenue bonds, state programs, and Federal Home Loan Bank AHP loans.

In addition to affordable housing, we are active in other community development activities, including commercial and mixed-use development using creative financing vehicles such as the New Markets Tax Credit program, historic tax credits, and renewable energy credits. We supplement our housing and community development practice with expertise in partnership and business associations, condominiums and cooperatives, nonprofit organizations and real estate law. More information about Klein Hornig is available on our website, www.kleinhornig.com.

Klein Hornig works with nonprofit, for-profit and public agency developers to build and rehabilitate affordable housing across the country. Our clients range from public housing authorities to nationally recognized developers building entire neighborhoods to community-based organizations building a dozen scattered-site homes at a time. We structure and close transactions using a full range of funding sources, creating financing strategies that match programs, minimize conflicts between sources, and close expeditiously. Our projects use funding from housing tax credits, Section 8 rental assistance, tax-exempt bonds, state and local programs, local and national private lenders, and more.

Affordable Housing Development

Developing affordable housing is at the core of Klein Hornig's mission. We pair our experience helping clients to secure and structure financing with the real estate law experience needed to get projects built. We represent developers in all aspects of real estate transactions, from negotiating acquisition terms and managing title, survey, and related diligence prior to construction closing, through permanent loan conversion. Klein Hornig excels in designing and implementing sophisticated financing structures as well as navigating complex real estate issues in connection with affordable housing and community development projects.

Klein Hornig's understanding of the intricate relationship between real estate, financing, tax, and regulatory issues, coupled with a focused and positive approach to working group dynamics and team leadership, enables us to spot potential issues and friction points early in the transactional process, reconcile conflicting regulatory and underwriting requirements, and build consensus around creative solutions. We efficiently manage everything from small one-off transactions to complex multi-phased and mixed-use projects.

Yes, the foremost goal is to get to closing, but in every one of our transactions the objective is durable relationships and a durable financing structure that preserves these important community assets for the long haul. The real estate structure and venture terms, the investor projections and 704(b) capital account analysis, and the range of loan terms in the debt financing – when properly structured – can all contribute to a project's long-term success.

Pioneering New Financing Structures

Klein Hornig attorneys are proud to have pioneered strategies and solutions that leverage and amplify scarce financing resources for affordable housing. For example, Klein Hornig is recognized as an innovator at capturing the value of "9-4 twinning" structures, which are projects that pair, in companion projects, 9% tax credits and tax-exempt bond financing with 4% tax credits. The use of tax-exempt bond financing minimizes the wasted eligible basis that often occurs with competitive 9% tax credit applications. 9-4 twinned projects must also properly segregate amenities and allocate costs to enhance scoring in a jurisdiction's Qualified Allocation Plan round, adhere to Internal Revenue Code requirements, and ensure these projects remain financeable for investors and lenders. Klein Hornig has counseled developers on best practices to mitigate against the risks of the bond proceeds "tainting" the 9% tax credits and how to effectively separate twinned projects – both existing and new construction – using a range of real estate structures, including air rights parcels, ground leases, and condominium regimes.

Our attorneys closed the first project using both 9% tax credits and tax-exempt bond financing with 4% tax credits in 2007, and Klein Hornig closed the "twinned" Fairfax County Government Residences projects, recipient of the NACCED 2017 Award of Excellence for Innovation.

We work extensively on 4% tax credits and the various tax-exempt bond financing structures that are paired with 4% LIHTC. We have closed investments in multiple LIHTC properties in pooled tax-exempt bond issuances, proprietary tax-exempt bond issuances, cash collateralized tax-exempt financings, Freddie Mac TELs, and Fannie Mae MTEBs, often in combination with HUD financing programs.

Virginia Experience

Each year, Klein Hornig is engaged to assist with approximately 8-15 tax credit applications in Virginia, and we annually close 10-20 transactions in Virginia that are financed with 9% credits or with tax exempt bonds and 4% credits. That experience yields legal counsel that is both efficient and knowledgeable of the Virginia process, QAP and Manual (both the written and unwritten rules), and the application and exhibits. We often assist with structuring the project to maximize the opportunities for funding—for example, recommending ownership structures to access distinct credit pools or proposing phased redevelopments to access multiple years of allocations – as well as with scrubbing applications to eliminate technical flaws and errors and to maximize scoring. For one major point category and financing structure - 9/4 "twinning" of projects—Klein Hornig has pioneered many of the structures used throughout the region and has closed or is engaged in closing scores of projects in Virginia.

We are familiar with all of the financing tools available in the Commonwealth, including Amazon Funds, Virginia Housing Trust Funds, National Housing Trust Funds, CARES act funding, Virginia PILOTs and tax abatements, VHDA REACH and SPARC funding, and others. In publicly financed projects, legal counsel must function beyond the paper documents, the projections, and spreadsheets and have a better understanding of the politics, program goals and restrictions, and the people and personalities of the funding institutions.

Recently closed and ongoing developments in Virginia:

- Sanse Phase II, Alexandria VA, *ongoing*
- Friendship Court Phase III, Charlottesville VA, *ongoing*
- 501 Cherry Ave, Charlottesville VA, *ongoing*
- BJS Harrisonburg Family, Harrisonburg VA, *ongoing*
- Whites Mill Point, Abingdon VA, ongoing
- 10th & Wertland, Charlottesville VA, ongoing
- Somos at McLean, McLean VA, *closed 2024*
- Friendship Court Phase II, Charlottesville VA, *closed 2024*
- Sanse Phase I, 9/4 twin, Alexandria VA, *closed 2024*
- Southwood A & B, Charlottesville VA, *closed 2023*

Resumes of Key Personnel

- Erik T. Hoffman, Partner
- Mark Stokely, Partner
- Daniel Fojas, Senior Counsel
- Katie Day, Tax Partner
- Adam Norlander, Partner

Klein Hornig LLP

Erik T. Hoffman

Partner

he/him/his

ehoffman@kleinhornig.com
D: 202.926.3404

Washington, DC
1325 G Street NW
Suite 770
Washington DC 20005
T: 202.926.3400

Overview

I bring everything I am to my work. I am not a detached, objective counselor – I am an engaged advocate. The success that I feel each day, week and year is directly connected and correlated to the success of my clients. If their project can't proceed, I feel that failure and frustration. When we secure the needed financing or structure around obstacles to get their project closed and built, I feel that success and pride. Our work is affordable housing that serves people who need it – that's what drives us.

Erik Hoffman works exclusively on structuring, negotiating and closing affordable multifamily housing projects. In parallel to the legal work, Erik is fully engaged in our community as a collaborator who actively shares new approaches and financing concepts, and as a passionate advocate for public investments and improvements to financing programs.

Representing for-profit and nonprofit developers in acquisitions, rehabilitation or new construction, Erik's primary expertise is securing and combining multiple layers of funding often in complex phased, mixed use redevelopment projects. This includes tax exempt bonds, mezzanine and subordinate debt from a variety of sources, such as National Housing Trust Funds, private lenders, HOME and Community Development Block Grants, Section 108 securitizations, state and local housing trust funds, and tax increment financing.

Erik pioneered the "9-4 Twinned" or "Hybrid 9-4" structure that has been used nationwide to stretch resources and finance more units. Erik has structured over 60 such transactions (120 project financings), and has also presented on this financing structure over 40 times to various state housing agencies, housing authorities and local government lenders, state and regional housing conferences, developers, and college students.

Erik has similarly advocated for enhanced preservation financing and programs, focusing on erecting barriers to "aggregators" (syndicators in our industry that use litigation as a business strategy to extract value from affordable

properties they do not deserve contractually) – developing form rights of first refusal for Stewards of Affordable Housing for the Future (SAHF), as well as for a variety of state housing finance agencies from New York City to Virginia. Erik also organizes advocacy and awareness groups, such as Preservation Aggregators Round Table, and participates in litigation to counter these aggregators and bolster affordable housing opportunities in our communities.

The dual focus as a practitioner and policy advocate stems from the diversity of his professional experiences. From serving as Director of Real Estate Finance and Grants for Fairfax County's affordable housing and economic development programs and as Associate General Counsel to the District of Columbia Housing Finance Agency, to being outside counsel to the District's Revenue Bond Program on their 501(c)(3) financings, Erik fully appreciates the role, potential, and challenges of local and state government to finance and protect the essential public good of affordable housing.

> "Necessity is the Mother of Invention" – the proverb derived from Plato's phrase, "Our need will be the real creator" is the theme that motivates me. Affordable housing is all about surmounting obstacles – financing a project that – without relentless creativity – would otherwise be an impossibility in the marketplace. Those obstacles – and the need to innovate around them – energize me and fuel our collective work.

Experience

- Represented a national developer on a 300-unit redevelopment project in Fairfax County to finance side-by-side 9-4/9-4 projects that were divided using a condominium-ground lease structure to maximize leveraging of 9% and 4% Low Income Housing Tax Credits (LIHTC), tax exempt and taxable debt, and local subsidy funds.
- Represented nonprofit developer in a large scale, phased redevelopment of a site that included assembling five properties, financing over 400 LIHTC units in a 9-4-4 structure, including commercial and governmental office space, using nine layers of financing, including tax exempt bond financing for the seller to entice them to put their land to use for affordable housing, Section 108 funds, HOME, as well as state and local housing trust funds.
- Joint Ventures and ground leases for LIHTC projects for with developers and landowners for Churches, Goodwill, Foundations, Commercial Building Owners, American Legions Posts, Melwood Foundation, housing authorities in Virginia and Maryland, University of Virginia, and others.
- Represented a for-profit housing developer on an affordable senior housing project in Prince George's County, Maryland, that included seven financing sources, including tax-exempt bonds and 4% Low Income Housing Tax Credits, a Payment in Lieu of Taxation (PILOT), and HOME funding.
- Represented regional nonprofit developers on the phased redevelopment of a prominent projects in downtown Charlottesville using a phases HAP bifurcation and a range of federal, state and local financing, requiring preserving Qualified Census Tracts, Virginia "tax rebatements," and a new local rental subsidy program.

- Represented a large regional developer in mixed-use, mixed-income project in Montgomery County, Maryland, that incorporated tax-exempt bond financing, self-syndicated housing tax credits, local subsidy funding, and a PILOT agreement.
- Represented a range of regional and national developers on projects that have received awards and recognition often for their financing complexity from Housing Finance Magazine, Novogradac & Co., Virginia Housing Alliance, HAND, Virginia Governor's Housing Award, and others.
- Represented a large regional for-profit housing and community developer on the acquisition, redevelopment, and preservation of a 1,300-unit project in Arlington, Virginia.

My Team

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Involvement and Recognition

Professional Affiliations

- Virginia Housing Alliance, *Board Member (2019-present) and Chair of the Housing Credit Conference Calypso Committee (2018-2023)*
- Virginia Tech Real Estate Advisory Board, *Member (2019-present)*
- Preservation Aggregator Round Table (PART) for Virginia and DC *(2021-2022)*
- Tysons Corner Partnership, *Affordable Housing Subcommittee Member (2022-2023)*
- Fairfax County Affordable Housing Preservation Tax Force, *Member*
- District of Columbia Bar Association, Real Estate, Housing and Land Use Section, *Member*
- Virginia State Bar Association, Real Property Section, *Member*
- New Hope Housing, *Chair and Member of Board of Directors (2009)*
- Federal Reserve Bank of Richmond, Advisory Committee on the Future of Community Development in the Commonwealth of Virginia, *Committee Member (2009)*
- Wesley Housing Development Corporation, a nonprofit housing developer in Northern Virginia, *former Chairman of the Board of Directors*
- Falls Church Housing Commission, *former Chair*

Events

- Novogradac Summer Conference (June 2023), "9-4 Twinning 201"
- Virginia Housing Alliance, 2023 Panelist and Presenter on "Preservation Structures to Maximize Equity"
- Virginia Housing Alliance, 2023 Housing Credit Conference, Moderator, "Mind the Gap" (state and local subsidy funding), September 2023

- Low Income Investment Fund (LIIF) Black Developer Capital Initiative Symposium, (June 2023), Presenter on Joint Ventures in Affordable Housing
- Virginia Housing Alliance, 2022 Presenter and Moderator, “Innovations in Affordable Housing Finance”
- Novogradac Webinar, June 2022, Advanced Training on Twinning
- Tysonopoly “Affordable Housing Simulator” May 2022 collaboration with elected officials, zoning officials, landowners, and developers.
- Novogradac Conference, San Francisco, April 2022, “The Basics of 9/4 Twinning”
- Panelist, “Twinning is Winning: 9-4 Twinning in Maryland” Maryland Housing Conference – October 2019
- Panelist, “Year 15 Exits, Capital Accounts, and Purchase Options” Virginia Housing Alliance Tax Credit Conference – September 2019
- Moderator and Panelist, “Twinning in the DMV, the Rules and Regulations in DC, Maryland and Virginia,” Housing Association of Non-Profit Developers – March 2019

Credentials

- Georgetown University Law Center, J.D.
- Virginia Polytechnic Institute and State University, B.A., Political Science
- Virginia Polytechnic Institute and State University, B.S., Economics
- Virginia Polytechnic Institute and State University, B.S., Finance and Business Law

Admissions

- District of Columbia
- Virginia

Related Services

- Affordable Housing
- Affordable Housing Development
- Low Income Housing Tax Credits
- Mixed-Use

Klein Hornig LLP

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Overview

Access to affordable housing is not only an individual right, but is at the core of solving many issues on a community wide scale. It's satisfying to play a role in this worthwhile mission and contribute my knowledge to the cause of getting beneficial construction projects financed, launched, and completed.

Representing both nonprofit and for-profit developers, Mark Stokely guides clients through every stage of complex affordable housing transactions throughout Washington DC, Maryland, Virginia, and New York. He advises clients on property acquisitions, corporate structuring, mixed-use development, LIHTC transactions and a variety of general real estate matters.

Clients appreciate Mark's seasoned counsel, excellent organizational abilities, and steady hand in overseeing complex transactions that combine various funding sources, such as federal Low-Income Housing Tax Credits (LIHTC); tax-exempt bonds; commercial, bridge, construction, and leverage loans; and state and local financing vehicles. In addition, Mark has a great deal of experience in using American Rescue Plan Act (ARPA) refunds in affordable housing deals.

Mark smooths the way for clients to overcome challenges presented by highly bureaucratic and ever-evolving regulatory systems in both the private and public sectors. He adeptly manages details and multiple deal components, orchestrates cooperation among involved parties, and engages public servants to gain their buy-in. With strong communication skills, Mark ensures his clients thoroughly understand disparate policies and processes and how the actions of regulatory authorities impact them as they move deals towards the finish line.

Experience

- Represented a developer in transaction involving Low-Income Housing Tax Credits, tax-exempt bond financing, Opportunity Zone funds as well as multiple other state and Federal loan sources, to develop and construct a 317 unit low-income housing development.
- Represented developer in a RAD for PRAC new construction project utilizing HUD Section 202 Capital Advance financing, Low-Income Housing Tax Credits, tax-exempt bond financing, ARPA funds and other local, state and Federal funding sources.
- Represented national nonprofit developer in an acquisition of a 203 unit senior housing project using public and private funding and advised on long term preservation and rehabilitation strategy.
- Represented a nonprofit developer in transaction involving Low-Income Housing Tax Credits, tax-exempt bond financing, as well as multiple other, local, state and Federal loan sources, to develop and construct a 195-unit project consisting of both affordable rental units and affordable homeownership units in partnership with Habitat for Humanity.
- Represented various nonprofit and for profit developers in connection with the year 15 exit of their Low-Income Housing Tax Credit investors.

Involvement and Recognition

Professional Affiliations

- American Bar Association, *Member*
- ABA Forum on Affordable Housing and Community Development Law, *Member*
- New York State Bar Association, *Member*

Credentials

- New York University School of Law, J.D.
- Brown University, B.A.

Admissions

- New York
- District of Columbia

Related Services

- Affordable Housing
- Affordable Housing Development

- Local Housing Authorities
- Low Income Housing Tax Credits
- Mixed-Use

News + Events

- Treasury Department Issues New Guidance for the Use of Coronavirus State and Local Fiscal Recovery Funds for Affordable Housing – 08.03.22
- Treasury Department Issues Final Rule for Use of Coronavirus State and Local Fiscal Recovery Funds – 04.05.22

Klein Hornig LLP

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Overview

It means a lot to me that all the people we work with on transactions are striving for the same overall goal of providing quality homes and improving communities. I enjoy collaborating with everyone at all levels of this mission-oriented industry. Despite having their own competing interests, the parties involved in each deal are committed to joining forces to get these projects across the finish line, which is very rewarding.

Focusing on deals involving complex financing structures, Daniel Fojas advises nonprofit and for-profit developers on affordable housing, community development, and related real estate transactions. His affordable housing practice has also greatly benefited from his experience counseling large-scale, residential real estate developers in the acquisition and disposition of market-rate properties located in various major metropolitan regions.

Daniel is regularly recognized for his attention to detail, allowing him to put together and secure various funding sources that help launch projects and to keep them on track through closing. He carefully drafts and reviews legal documents and distills information into digestible pieces so clients gain a thorough understanding of key issues, and so they can rest assured that their concerns and priorities are addressed. In addition to Daniel's thoroughness, clients appreciate his ability to resolve matters efficiently and to meet the early deadlines that they set.

Daniel's experience as in-house counsel on the developer side is also a tremendous asset to clients, giving him an in-depth understanding of the scope and level of customer service that developers prefer to receive from their attorneys. He also served as an attorney advisor at the U.S. Department of the Treasury's Community Development Financial Institutions Fund, where he played a crucial role in the relaunch of a federal housing program designed to support developers and to finance affordable housing and economic development nationwide. His positive relationships with government employees and history of working in partnership with them help foster cooperation and smooth the path towards final closing.

Experience

- Currently representing a national for-profit housing developer in the conversion of construction loan financing into permanent loan financing, using credit enhancements from Freddie Mac.
- Currently representing a regional nonprofit housing developer in the construction of an affordable housing project with approximately 140 affordable housing units, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, credit enhancements from Fannie Mae, local green bank financing, housing authority funds, and other local funding sources.
- Currently representing a national for-profit housing developer in the construction of an affordable housing project with approximately 225 affordable housing units situated on land ground leased by the county for a 99-year term, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, funding from Amazon Housing Equity Fund, and housing authority funds
- Represented a national housing developer in the construction of an affordable housing project with approximately 200 affordable housing units, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, and other Federal, state, and local funding sources.
- Represented a regional nonprofit housing developer rehabilitating a 60-year old affordable community located in a neighborhood/major metropolitan area experiencing significantly increased housing costs, using Low Income Housing Tax Credits, Federal project-based housing subsidies, State Housing Trust Fund financing, county transit-oriented funding, and other state and local funding sources in addition to conventional debt financing.
- Represented multiple housing developers in the acquisition, predevelopment, financing, and development of affordable housing projects using Low Income Housing Tax Credits, tax-exempt bond financing, commercial loans, and other state and Federal funding sources.
- Represented a regional nonprofit housing developer in the rehabilitation of an existing LIHTC/Section 8 development, using Federal Historic Tax Credits, State Historic Tax Credits, new LIHTCs, and other commercial debt financing.
- Represented a regional nonprofit housing developer in the construction of a 113-unit affordable housing project located on a Church campus, in cooperation with the Church's community and governing board, using Low-Income Housing Tax Credits, State Housing Trust Fund financing, and other state and local funding sources in addition to conventional debt financing.
- Represented a Virginia for-profit housing developer negotiating a joint venture agreement with a regional affordable housing developer.
- Represented and advised multiple housing developers in the negotiation of financeable ground leases for the purposes of developing affordable housing projects.

My Team

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Involvement and Recognition

Professional Affiliations

- Asian Pacific American Bar Association of Washington DC, *Member*
- ABA Forum on Affordable Housing and Community Development Law, *Member*
- American Bar Association, *Member*
- D.C. Bar Real Estate, Housing and Land Use Community, *Member*
- Maryland State Bar Association, *Member*
- Virginia Housing Alliance Credit Conference, *Planning Committee*

Speaking Engagements

- *Panelist and Moderator*, The Power of Joint Ventures: Benefits to LIHTC Deals Through These Collaborative Structures, Virginia Housing Alliance Credit Conference 2024
- *Moderator*, Panelized and Modular Construction: Is This the New Blueprint for Affordable Housing, Virginia Housing Alliance Credit Conference 2024

Credentials

- American University, Washington College of Law, J.D.
- Columbia University, Columbia College, B.A.

Admissions

- Maryland
- District of Columbia
- New York

Related Services

- Affordable Housing
- Affordable Housing Development
- Affordable Housing Regulatory
- Green Energy
- Local Housing Authorities
- Low Income Housing Tax Credits
- Mixed-Use
- Nonprofit Organizations
- Tenant Associations

Klein Hornig LLP

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Overview

I find it rewarding to collaborate closely with my clients to help them realize their goals of providing affordable housing and economic revitalization to communities in need. In fact, I live across the street from one of the affordable housing developments I worked on. Every day I am reminded of the tangible good our work has on the communities where we work and live.

Kathryn (Katie) Day assists developers, investors, and syndicators to navigate the myriad of complex tax issues that arise in affordable housing and community development projects. The transactions she works on often involve multiple credit incentives and other subsidies, including low income housing tax credits (LIHTC), historic tax credits (HTC), new market tax credits (NMTC), energy incentives and state credits. Katie regularly advises clients on compliance issues, investor exits, Year 15 issues, and unwinds.

Katie's representation of developers and investors/syndicators allows her to bring valuable insight regarding market trends. She prides herself on making complex and ever-changing tax concepts accessible to other attorneys and her clients. Combining creativity with practicality, she works with clients to identify and mitigate potential risks and produce solutions that fit their organizations' real-world business needs and objectives.

Experience

- Currently represents various syndicators in the acquisition of low-income housing tax credit properties nationwide.
- Currently represents local, regional and national developers in connection with the rehabilitation of affordable housing projects across the country.
- Currently represents developers and direct investors in rehabilitation projects utilizing the federal historic tax credit and various state historic tax credits.

- Currently serves as special tax counsel to various developers of affordable housing.
- Recently closed four LIHTC/HTC transactions utilizing the master lease pass-through structure.

My Team

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Involvement and Recognition

Professional Affiliations

- Massachusetts Bar Association, *Member*
- ABA Forum on Affordable Housing and Community Development, *Member*

Credentials

- Boston University School of Law, LL.M.
- Boston College Law School, J.D., *cum laude*
- The College of William and Mary, B.A., *summa cum laude*

Admissions

- Massachusetts

Related Services

- Historic Tax Credits
- Investor / Syndicator
- Low Income Housing Tax Credits

- New Markets Tax Credits
- Tax
- Tax Credit Finance

News + Events

- The Low-Income Housing Tax Credit Outline 2024 Edition – 12.11.24

Klein Hornig LLP

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Overview

It's gratifying to use my HUD background to solve complex regulatory issues and build and preserve affordable housing projects. I enjoy working closely with the many mission-oriented people involved in these transactions – developers, public service professionals, lenders and others – and seeing our tangible results.

Adam Norlander counsels nonprofit and for-profit developers, public housing authorities and housing cooperatives on the transfer, rehabilitation, development, financing and management of affordable housing and community development projects. He's highly regarded and sought after for his decade of impactful work at the Department of Housing and Urban Development (HUD), where he advised leadership regarding HUD's community development, disaster recovery, affordable housing, and homeless programs.

Adam combines a deep understanding of HUD regulatory matters and broad experience in affordable housing real estate and finance to help clients navigate big-picture issues and nuanced details of transactions. He's a go-to resource for clients and even other attorneys when it comes to HUD, and because of it, he's more efficient and effective.

Experience

- Represented developer in a Low-Income Housing Tax Credit (LIHTC) redevelopment of project involving a Rental Assistance Demonstration (RAD) transfer of assistance, partial transfer of project-based rental assistance under 8bb of the National Housing Act, HAP assignment to a new owner, waiver (and prospective debt forgiveness) of Mark-to-Market loans, and related mixed-finance amendment approval.
- Represented non-profit developers in transactions involving LIHTC financing, including LIHTC "twin" 9%/4% projects, using various financing sources including Freddie tax-exempt loan bond financing, FHA-insured loans, conventional

loans, other public sources including Community Development Block Grants (CDBG), HOME, among other federal and local sources, and project-based rental assistance.
- Represented public housing authorities and joint ventures in mixed-finance public housing redevelopments.
- Counseled buyers and sellers in multifamily property sale transactions, including HUD transfers of physical assets, assumption of FHA-insured loans, assumption, subordination and/or forgiveness of HUD-held loans, assignment of HAP contracts, use and regulatory agreements.
- Represented non-profit developers in transactions involving former, existing and new Section 202 supportive housing for the elderly projects, including closing of capital advance mixed-finance projects, RAD-for-PRAC transactions, and Section 202 direct loan prepayment transactions.
- Counseled various owners on Section 8 compliance and HAP Contract renewal options.
- Assisted nonprofit resident cooperatives and owners in the District of Columbia to refinance projects, secure tenant protection vouchers, and represent clients in transactions with the DC Housing Authority and the DC Department of Housing and Community Development.
- Counseled clients on various HUD programs and cross-cutting HUD program requirements including subsidy layering reviews, Davis-Bacon, environmental reviews, and represented clients before regulatory agencies.

My Team

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Involvement and Recognition

Professional Affiliations

- American Bar Association, *Member*
- ABA Forum for Affordable Housing and Community Development Law, *Member*

Events

- Panelist, “The Mature Section 8 Project,” National Leased Housing Association Seminar – October 2024
- Presenter, “Section 8 Basics,” American Bar Association Affordable Housing Boot Camp – October 2023
- Presenter, “Preservation Using Bifurcation,” National Leased Housing Association Mid-Year Membership Meeting – January 2022

- Panelist, “Section 8 Renewal Refresher,” National Leased Housing Association Fall Seminar – October 2022

Publications

- Navigating HUD Programs: A Practitioner’s Guide to the Labyrinth, 2nd Edition, American Bar Association, Community Development (Chapter 6) and The Legacy Section 8 Housing Assistance Program (Chapter 10) – *July 2024*

Credentials

- American University, Washington College of Law, J.D.
- University of Vermont, B.A.

Admissions

- New York
- District of Columbia

Related Services

- Affordable Housing Development
- Affordable Housing Regulatory
- HUD
- Cross-Cutting Regulatory Matters
- Local Housing Authorities
- Nonprofit Organizations
- Preservation and Section 8 Project-Based Rental Assistance
- Tax-Exempt Organizations
- Tenant Associations

News + Events

- HUD Issues Supplemental Guidance to Update Rental Assistance Demonstration (RAD) Program – 08.02.23
- HUD Issues NOFOs, Implementation Guidance for Green and Resilient Retrofit Program – 05.18.23
- Klein Hornig New Partner Announcement – 02.03.23
- HUD Publishes Proposed AFFH Rule – 02.02.23
- HUD Publishes Final Section 3 Rule to Direct Employment and Other Opportunities for Low- and Very Low-Income Persons – 10.16.20
- HUD COVID-19 Updates and FAQs Part Two – 06.11.20

- HUD COVID-19 Updates and FAQs – 04.13.20
- HUD Publishes Updated Administrative Guidelines for Project-Based Voucher Subsidy Layering Reviews – 03.03.20

Property Management

FRANKLIN GROUP™

Corporate Resume

Franklin Group is a privately held real estate development and management company based in Virginia Beach, Virginia focused exclusively on the multifamily sector. Franklin Group currently manages over 33,000 units at more than 225 communities in the Mid-Atlantic and Southeastern states ranging from Rhode Island to Florida.

The company was founded in 2013 by industry veterans Wendell Franklin, Tom Johnston, Taylor Franklin and Steve Cooper. Collectively, these individuals possess well over 100 years of combined experience in the multi-family industry. The establishment of Franklin Group stemmed from the founders' perception that their own apartment portfolios were being underserved by management companies where diversification by sector and geographic expansion were prioritized. The principals felt certain they could build a management company focused exclusively on multifamily that better reflected their values and operating philosophy while simultaneously maximizing results and creating value.

Franklin Group is a well-known and respected developer and manager of affordable housing in Virginia and throughout the Mid-Atlantic. The company's executives have a decades-long track record of success developing and managing luxury, affordable, and senior apartment communities throughout the southeast and were among the first in Virginia to begin developing affordable housing with the Low-Income Tax Credit Program of 1986. Approximately 80% of Franklin Group's management portfolio has some affordability component (LIHTC, Section 8, Bond, Senior Housing, etc.), and we pride ourselves on deeply understanding the regulatory requirements to finance these projects out of the ground and then continue to operate them through compliance periods. Together, our development team has had great success in financing over 30 developments since the late 80s through the Low-Income Tax Credit Program, the primary funding source for affordable rental housing development.

An elite group of experienced professionals with a track record of success in the industry comprises a diverse and dynamic strategic leadership team, supporting the partners in the functional areas of development, operations, accounting, information technology, compliance, human resources, legal and marketing. This team provides continuous direction and support to the on-site management, leasing and maintenance professionals responsible for day-to-day tactical execution.

Abbreviated Resumes

Wendell Franklin, Chairman, began his career in the multifamily business 50 years ago. Starting in the management division of a commercial real estate firm, he worked his way up through the ranks to become a senior multifamily executive at a large commercial real estate firm, overseeing the development and management of more than 15,000 units, and representing hundreds of partners in projects throughout the mid-Atlantic region. Wendell saw the future of multifamily early and led the development and acquisition of more than 200 major properties. He is one of the most respected executives in the industry with an excellent track record of success and value creation for owners and investors.

W. Taylor Franklin is the **Chief Executive Officer** of Franklin Group and works collaboratively with his executive team and co-founder. Taylor oversees company operations and sourcing new development opportunities. During his tenure, Taylor has spearheaded the development of over 6,000 apartment units. Taylor continually drives for excellence with a mission to uphold a distinctive brand and an unparalleled company culture. He currently serves on the Executive Board for Neptune Festival, Chairman and President of the Chesapeake Bay Wine Classic Board, Vice Chair for The Virginia Gentleman Foundation, served as the Co-

Chairman of the Youngkin for Governor Finance Committee and was elected to Board of Trustees for both Virginia Wesleyan University and Norfolk Collegiate School. Taylor is also a member of the Virginia Beach Economic Development Authority. Taylor has held a spot on the Inside Business Power List multiple years in a row, was named Outstanding Emerging Philanthropist by the Association of Fundraising Professionals of Hampton Roads and was named to the Virginia Business 2022 Power List for Real Estate. Born and raised in the Hampton Roads area, he is a graduate of Virginia Wesleyan University.

Chris McKee is the **President** at Franklin Group, and is responsible for overseeing the development and execution of an organizational strategy aimed at maximizing the financial performance of each community managed by Franklin Group and, by extension, ensuring the consistent profitability of the management company itself. Prior to joining Franklin Group, Chris was Managing Director of Multifamily Asset Management at Harbor Group International. His previous professional experience includes more than fifteen years in strategic leadership positions within the multifamily sector including: private owner/operators, publicly held REITs and multiple Big 6 firms. Chris holds a Master of Science in Real Estate and Construction Management from The University of Denver and a B.S.B.A. with concentrations in Finance and Real Estate from Colorado State University. In each of the last two years, Chris was a guest speaker for the E.V. Williams Center for Real Estate at Old Dominion University where he spoke on the outlook for multifamily real estate in the Hampton Roads market.

James Noel serves as **President/General Counsel** for Franklin Group and is responsible for overseeing the company's legal and insurance divisions. In his role, he provides legal guidance to the company, its executives, and its employees in all areas of operations, development, and dispositions. He also administers the company's risk management and insurance program for its owned and managed properties. James holds a bachelor's degree from the University of Virginia, a law degree from William and Mary Law School, and is a graduate of the Financial Management Executive Education Program at UVA's Darden School of Business and the Mini MBA for In-House Counsel Program at Boston University's Questrom School of Business. He has been named to Virginia Business Magazine's list of "Legal Elite" and is an active member of the Hampton Roads Chamber Regional Board, ACCESS College Foundation's Board of Directors, and the Board of Directors of Junior Achievement of Greater Hampton Roads, Virginia Beach Vision, and the Virginia Gentlemen Foundation.

Chris Greenwood, **Chief Operating Officer** of Franklin Group, is responsible for overseeing day-to-day operations, implementing the company's business strategies, building and maintaining trusting relationships with clients and partners, ensuring effective utilization of resources, and driving innovation across the organization. Prior to joining Franklin Group, Chris has 17 years of real estate-related experience spanning strategic planning, portfolio management, capital markets, transaction and execution, and financial reporting as well as an additional 7 years as the Chief Financial Officer establishing governance, developing investment reporting, and building the strategic vision for a digital marketing company. Chris has a B.A. in Accounting and an M.S. in Finance from Texas A&M University.

Matt Hacker, Senior Vice President of Property Operations, is responsible for managing and mentoring a team of eight portfolio managers, four senior community managers, three VP of Property Operations and a Regional Maintenance team. He is directly and indirectly responsible for the oversight and management of a portfolio of approximately 13,772 units of conventional, affordable and senior properties. In his role, he is responsible for maximizing the financial performance of each asset in his portfolio and continuously creating value for ownership, while simultaneously ensuring the development and execution of an effective asset

preservation strategy that assures the condition and appearance of the physical property for the long-term. Matt holds a B.S. in Property Management with a minor in Business Leadership from Virginia Tech.

Laurie Arehart, Senior Vice President of Property Operations, is responsible for the oversight of a team of ten portfolio managers, five senior community managers, a VP of Operations and a Regional Maintenance team. She is directly and indirectly responsible for the oversight and management of approximately 11,855 units consisting of conventional, LIHTC, project-based section 8, and public housing throughout Virginia, Washington DC, Rhode Island, Maryland, Pennsylvania, and New Jersey. She has been in the property management industry for over 25 years and her focus on hiring, retaining empowering and supporting outstanding people is vital to Franklin Group's success. Laurie has introduced several new clients to Franklin Group and because of the relationships she has formed, her region is currently growing faster than anywhere in the company. Laurie is a graduate of Radford University and has a Bachelor of Business Administration with a double major in Marketing and Administrative Systems.

Shaun Gibbs, Senior Vice President of Property Operations, joined Franklin Group in August of 2018 and he is responsible for a portfolio of 8,112 units, including the oversight of a team of five portfolio managers, a senior community manager, a VP of Operations, and a Regional Maintenance Manager. He has a vast knowledge in the multifamily industry with various types of financing such as LIHTC, Project Based Section 8, Bond, etc. He is based in Miami, Florida and oversees the day-to-day operations of the Florida, North Carolina, South Carolian, Georgia, and Alabama portfolio. He has experience managing assets through extensive rehabilitation, value add repositioning, dispositions, resyndications and various HUD and state agency inspections.

Christen Faatz, Senior Vice President of Corporate Finance and Accounting, is responsible for the leadership of the company's internal financial activities including treasury/banking, cash management, financial reporting and planning, and audit/tax reporting. Prior to her promotion to Senior Vice President of Corporate Finance and Accounting, Christen's primary areas of focus were maximizing the financial performance of the management company, budgeting and forecasting at the company and asset level, and strategic planning. She has also focused on government and media relations, community engagement, and risk management. She joined Franklin Group with six years of legislative and communications experience having worked in various levels of government – from The White House to the Virginia legislature. Christen is a graduate of the University of Virginia and has a MBA from the College of William & Mary's Mason School of Business.

Marie Peace, Chief Compliance Officer, oversees the compliance team of five and is responsible for all facets of compliance for the company's affordable portfolio. Her team reviews every single file upon initial move in and recertification. During annual audits, Franklin Group has had no reportable file findings in the last three years. She is a frequent speaker at the Virginia Governor's Housing Conference and leads numerous tax credit webcast trainings with various tax credit consultants for owners and developers of affordable housing communities annually. Prior to joining Franklin Group, Marie worked as a consultant with A.J. Johnson Consulting to review files for partners and investors across the country.

Charles H. Mixer, Chief Information Officer, brings more than 15 years of experience in Information Technology to the organization. A graduate of Old Dominion University in Norfolk, Charles has spent the last decade strengthening his skills in the property management sector. He employs an innovative and insightful approach to the management and support of complex systems at Franklin Group and combines his understanding of technology with a keen business acumen to maximize productivity, reliability, and security of Franklin Group's Information Systems. Charles holds a Bachelor of Science in Business Administration, Information Technology, and Network Engineering from Old Dominion University.

Angie Lombardi, Vice President of Marketing, is responsible for the strategic marketing and leasing of the organization's portfolio. On the forefront of multifamily innovation, Angie oversees the organization's digital experience initiatives, as well as property branding, reputation management, and corporate marketing initiatives. She arrived at Franklin Group as a seasoned multifamily professional, previously driving sales and growth initiatives across industry trades. Angie is a graduate of Old Dominion University with a B.S in Business Administration with a concentration in marketing.

Ronda Coleman, Senior Vice President of Property Accounting, is responsible for reviewing and managing financial reporting as well as managing and training the property accounting team. In her role, she is responsible for producing accurate financials in a timely manner for all our conventional, senior, and affordable housing assets and managing relationships with third parties and various internal departments. Ronda came to Franklin Group with 20 years' experience in property management accounting. She holds a B.A. in Business Administration with a Specialization in Accounting and an M.B.A in Business Administration.

Rian Cuthriell, Vice President of Human Resources is responsible for overseeing recruiting, onboarding, payroll, benefits, HR policy and employee relations. Rian has a real passion for creating and maintaining a positive company culture for all team members. Prior to her current role, Rian was a Regional Manager with over 20 years of experience in property management giving her a strong understanding of all facets of our industry.

Jennifer McCarthy, Vice President of Operations Support, is responsible for managing multiple areas including risk management, insurance, policy creation, crisis management, and the transition of new assets into the Franklin Group portfolio. She is a graduate of Old Dominion University where she holds a Bachelor of Science in Criminal Justice. Jennifer has also earned a Certified Insurance Services Representative (CISR) and Certified Insurance Counselor (CIC) designations from The National Alliance of Insurance Education and Research.

Franklin Group employs more than 900 people throughout the portfolio. There are an additional 100 corporate staff, which includes 23 portfolio managers, 3 Senior Vice Presidents of Property Operations, and 4 Vice Presidents of Property Operations. The portfolio managers oversee the day-to-day operations of the communities in their respective portfolios and are responsible for all aspects of property management including, property inspections, capital improvement plans, budgeting, cost control and financial reporting.

Franklin Group prioritizes resident satisfaction and attributes its success to the quality of service and attention to detail provided to residents. We deliver exceptional quality and value to residents to produce above-market financial returns for our investors, partners, and owners.

Franklin Group is a member of the National Apartment Association, the National Multi-Family Housing Council, and all local apartment associations in the markets where we do business.

Management Philosophy

First and foremost, Franklin Group is unequivocally **committed to ethical business practice**. While we embrace concepts like flexibility and adaptability, we pursue them only insofar as they can be accomplished without compromising our high standards for honesty and integrity.

Additionally, Franklin Group will always be a **people driven organization**. We own and operate real estate, but our success is predicated on people including our employees, vendors, customers, investors, strategic partners and the broader communities in which we operate. Our focus is on hiring and retaining outstanding people and selecting best-in-class product and service providers to support their efforts. We have found that by taking good care of our employees and vendors, they will in turn work diligently to provide exceptional service to our customers. When customers are satisfied, it will be reflected in the operating and financial performance of our assets, which is how our investors and strategic partners are ultimately taken care of.

Franklin Group also ascribes tremendous value to **operational and financial transparency**. We believe all of the owners who have entrusted us to manage their multifamily portfolio should clearly understand what is happening with their assets and trust that what they see reported on paper is entirely consistent with reality. From the partners to porters, our people are trained to communicate proactively in an open, honest, and respectful manner. Good news, bad news or otherwise – we believe effectively communicating timely and accurate information to the appropriate audience is critical to success.

Likewise, Franklin Group takes tremendous pride in being a **solutions-based** management company. Identifying and communicating problems is easy. Doing so in the broader context of offering a solution or solutions is not nearly as straightforward, but infinitely more preferable. Our people are taught to focus their time and energy on understanding and diagnosing problems, developing one or more viable solutions, communicating the fact pattern surrounding the issue and providing their recommended solution (if necessary, depending upon materiality) and executing that effective solution. While that is not to say that every problem can be, or is, easily, quickly and/or successfully resolved, our philosophy is to concentrate on solutions rather than dwelling on or simply notifying owners of issues as they arise.

Finally, Franklin Group's leadership team understands and **embraces technological innovation**. We view technology as an integral tool and focus on how we can leverage it to improve how we do business. However, we also recognize that the benefits of improved technology will only be realized if the tool is effectively and appropriately used by trained, talented team members. We've invested considerable resources to design, implement and integrate a comprehensive technology platform that is on par with any national multifamily owner/operator and capable of supporting our operations.

Operating Philosophy

Franklin Group's approach to multifamily operations represents a fusion of tried-and-true apartment management techniques with more recent ideas and innovations.

- The crux of our business is to provide our customers with a *home* and a positive overall living experience within a community that is safe, secure, functional and clean. We must never lose sight of those fundamental objectives.

- Establish a Definition of Success – Periodically review the owner's short and long-term plans for the property and develop an acute understanding of their operational priorities such that the management plan adequately reflects the owner's goals for the asset. There is tremendous value in cash flow growth, and this has been a chief objective for the majority of our owners' portfolios.

- Develop and Execute a Plan – While the budget will clearly set forth the quantifiable aspects of the management plan, it is nonetheless necessary to outline the specific qualitative actions that will be taken to realize the figures set forth.

- Know the Property – It's important that the marketing department, regional and site team have a firm grasp on what makes each respective property unique and desirable vis-à-vis its universe of competitive properties.

- Understand the Market – Shop the competition frequently and develop an accurate and complete picture of their product and pricing.

- Never Stop Selling – Even if there is no current availability, every prospect should still be treated as a potential customer and sold the product. Waitlists are established once the asset is fully leased.

- Maintain Occupancy >96% - Pushing rents when possible is desirable, but a vacant apartment yields nothing. Highly occupied properties, even if there are a few dollars left on the table in rental rate increases, will typically make budget on the revenue side and provide much greater financial flexibility.

- Collect the Rent – 98% occupancy doesn't mean much if 10% of those people don't pay. We must consistently and thoughtfully exercise every legal means available to ensure that our residents pay in accordance with the terms of their lease or take appropriate steps to take possession of the unit to place a paying resident in the apartment.

- Retain Existing Residents – The best residents are current residents - those who pay and are already living with us. If we take good care of them and make them feel valued, they will absorb modest increases and continue to rent from us long-term. This translates to stable occupancy with decreasing turnover expense and reduced advertising costs.

- Manage Expenses – Spend in accordance with the budget, make adjustments proactively to deal with variances and apply commonsense in relation to unforeseeable costs. Expense avoidance and payment deferral are not acceptable or sustainable strategies.

- Build Relationships - Treat product and service providers as partners rather than vendors. We aim to be fair, reasonable and pay them on time for products and services received.

- Preserve the Asset – As long-term holders ourselves, we believe in consistently performing preventative maintenance and spending to fix anything that is broken to preserve the asset.

Portfolio Composition Our portfolio is currently comprised of 229 properties/ 33,739 units in Rhode Island, Maryland, District of Columbia, Virginia, North Carolina, Alabama, New Jersey, South Carolina, Georgia, Pennsylvania, and Florida.

STATE BREAKDOWN			
STATES	**# PER STATE**	**# OF UNITS PER STATE**	**% PER STATE**
DC	26	3,001	9%
FL	24	4,261	13%
MD	23	3,554	11%
NC	15	1,642	5%
RI	5	686	2%
NJ	1	154	0%
GA	4	819	2%
SC	14	2,578	8%
PA	1	200	1%
AL	1	172	1%
VA	115	16,672	49%
TOTALS	229	33,739	100%

TYPE BREAKDOWN			
TYPE	**# PER TYPE**	**# OF UNITS PER TYPE**	**% PER TYPE**
Affordable - Elderly/Disabled - 100%PBS8	6	843	2%
Affordable - Family	108	16,294	48%
Affordable - Senior	39	5,366	16%
Affordable-Family - 100% PBS8	16	1,802	5%
Affordable - Senior - 100% PBS8	8	668	2%
Affordable - Senior/Market mix	7	1,013	3%
LIHTC - Public Housing	2	75	0%
Affordable Family - PBS8	10	1,726	5%
Affordable - Senior - PBS8	2	231	1%
Public Housing	2	138	0%
100% PBS8	1	135	0%
Workforce Housing	7	1,544	5%
HomeFlex - Affordable Family	1	201	1%
Conventional	20	3,703	11%
TOTALS	229	33,739	100%

Resident Services

operation pathways
a subsidiary of The NHP Foundation

operation pathways
a subsidiary of The NHP Foundation

Overview

Operation Pathways (OP) is the resident services subsidiary of The NHP Foundation (NHPF). OP has 25 years of experience providing customized onsite programs and services to residents living in NHPF's affordable housing communities.

Mission: Operation Pathways' mission is to transform affordable housing communities through innovative programs that engage, empower, and support residents to achieve the futures they desire.

OP's programming is categorized into four focus areas, ***Academic Achievement, Financial Stability, Healthier Living, and Aging in Place***.

Each 'Pathway' offers residents the opportunity to build skills and overcome common obstacles that low-income families encounter. Today, Operation Pathways serves over ***5,000 residents*** annually across ***31 properties in 12 states and the District of Columbia***.

The Need: For historically under resourced or low-income communities, overcoming intergenerational poverty can be extremely challenging. Increasing housing costs and inflation make homeownership unattainable for the majority of NHPF residents. However, studies show that resident services can bridge gaps within a city's services and promote the health and well-being of residents, promoting intergenerational wealth building.

Qualifications: OP is a CORES Certified (Certified Resident Engagement & Services) and works one-on-one with residents to address the underlying issues preventing them from achieving their goals through a resident-centered process called *Family-Centered Coaching*.

Resident Centered: OP includes residents in the design, implementation, and evaluation of services. Each site has an active Operation Pathways Resident Advisory Council (OPAC) who partner with the Resident Services Coordinator to develop opportunities for their community.

Pathways in Action

Academic Achievement: Includes on-site after school and summer camp programming, removing a key barrier of lack of transportation for families. Our summer teen internship program exposed more than 20 teens across NHPF's footprint to Property Development, Property Management, and Resident Services. The teen internships are paid at least $2 more than minimum wage in local communities and are expected to budget their earnings as they learn about banking, money management, and building credit.

Financial Stability: Includes participation in a national financial literacy education event called *America Saves Week* annually. Through which we have provided financial education to more than 5,000 residents since 2015, with 732 individuals reported saving a combined $207,579.93! In addition, 193 savings accounts were opened.

Healthier Living: Promotes activities and lifestyles that lead to physical, psychological, and emotional well-being for individuals and communities. By partnering with more than 70 healthcare providers and health-focused organizations, OP is able to provide healthier living programs in every OP site. One example is the Anacostia Gardens Fitbit Community Program, providing 25 residents with Fitbits to track their steps and monthly activities to engage in community led healthy living programs.

***Aging in Place*:** Includes programming in technology education, identity theft prevention, staying active while aging, end of life planning, lifelong learning/enrichment, and fall prevention.

By the Numbers:

- From January 1 – December 31, 2024, Operation Pathways' RSC's engaged 60% (5,677) of the residents from 72% (3,738) of the households across our portfolio.
- 4,364 residents participated in healthier living programs such as food distribution, nutrition programs, and assistance accessing benefits.
- 4,303 residents participated in civic and community engagement programs such as neighborhood planning events, Operation Pathways Advisory Councils (OPAC), and volunteering in their communities.
- 1,273 youth participated in youth education and development programs such as afterschool programs, arts and music programs, youth leadership programs and summer camps.
- 1,170 residents received $608,851 in rental assistance across the portfolio thanks to RSC's housing stability programs.

Nonprofit Service Provider Partners

COLUMBIA CROSSROADS

Neighborhood Health

April 11, 2025
Pamela Lee
The NHP Foundation
1090 Vermont Ave., NW, Suite 400
Washington, DC 20005

Dear Pam,

Neighborhood Health is pleased to express our interest in establishing a new community health center at Columbia Crossroads. As a longstanding healthcare provider in Fairfax County, we are excited by the opportunity to anchor the development's nonprofit services hub and bring comprehensive, integrated care directly to the heart of Bailey's Crossroads.

Neighborhood Health has been serving the Bailey's Crossroads community for many years, currently reaching up to 3,000 residents in the area through our network of 15 existing clinics. However, despite this deep engagement, we have not yet been able to secure a permanent location within the neighborhood—something we have been actively pursuing for over 15 years. Columbia Crossroads offers the ideal setting to finally meet that goal and provide critical, co-located services where they are most needed.

We are open to leasing either the entire non-residential space (5,800 SF) or a portion, depending on the final design and programmatic fit. Our proposed clinic would offer integrated medical and behavioral health services to residents of Columbia Crossroads and the broader Bailey's Crossroads community. We would propose to cover our share of operating expenses, and we look forward to working collaboratively with NHP to explore funding sources and partnership strategies to support the buildout of the space.

Neighborhood Health is enthusiastic about the potential opportunity to be located next to Second Story, a trusted community partner, in this non-residential space. Being located in the same space could allow us to deliver a comprehensive, wraparound model of care that supports the health, stability, and economic mobility of local families.

Thank you for your consideration. We are excited to partner with you in bringing this vision to life.

Warm regards,

Basim Khan, MD, MPA
Chief Executive Officer
Neighborhood Health

Second Story
Youth Services and Safe Shelters

March 10, 2025

Attn: Pamela Lee
Development Director
NHP Foundation
1090 Vermont Avenue, NW, Suite 400
Washington, DC 20005

Dear Ms. Lee:

On behalf of Second Story, I am writing to express our strong interest in securing ground-level tenant space within the proposed community at Columbia Crossroads. As a trusted service provider in Northern Virginia, Second Story has been dedicated to empowering youth and families in crisis by providing safe housing, supportive services, and pathways to self-sufficiency. We believe that locating within the proposed building will allow us to enhance service accessibility, support residents in need, and strengthen the broader community.

Second Story is the Bailey's Crossroads lead agency for the Fairfax County's Opportunity Neighborhoods initiative (ON); we work directly with residents in and around Bailey's Crossroads to provide crucial resources, including youth development programs, family support services, and community engagement initiatives. We know that this neighborhood is a high-need area with a larger population of households with non-native English speakers, lower educational attainment levels, and lower incomes compared to other parts of Fairfax County. There is an urgent need for accessible social services to help families and individuals achieve greater stability and opportunity.

For over 50 years, Second Story has worked with vulnerable populations, offering emergency shelter, transitional housing, youth development programs, and family stabilization services. This past year, we served 562 in our residential and community-based programs and thousands more with food and other resources as part of ON; the need far exceeds our capacity, and we are eager to collocate with an organization that shares our values. Our work aligns closely with the mission of The NHP Foundation to create inclusive affordable communities that offer more than just housing, but also stability, opportunity, and support. By establishing a presence in the new building, we can:

- Provide on-site case management and supportive services for residents who may benefit from crisis intervention, workforce development, or mental health referrals.

Second Story
Youth Services and Safe Shelters

- Offer youth programming, mentorship, and after-school support to create a positive environment for young residents.
- Strengthen the resident experience by fostering community partnerships and wraparound services that enhance long-term housing stability.

We are seeking at least 2,000 SF of space to serve as a base for our operations within the building, where we will offer a range of programs to support individuals and families. This space would include two large rooms for community events and workshops, two rooms for administrative work and meetings, a storage area, and a small kitchen.

Because we are already active in Bailey's Crossroads, we have developed a high degree of trust with surrounding residents, and we believe Second Story could be an anchor for your building and the community. The proposed building is in an ideal location given its strong transit access and central placement in the neighborhoods we serve, allowing us to reach more community members efficiently and effectively. We are prepared to discuss lease terms, space requirements, and partnership opportunities to ensure that this collaboration benefits Second Story, Fairfax County, the Bailey's Crossroads community, and the residents of the new building. We welcome the opportunity to further discuss how our presence in your development can enhance the lives of residents and contribute to a thriving community. You can reach me at 571-327-2818 or jleedham@second-story.org.

Thank you for your consideration. We look forward to the possibility of working together to support the individuals and families who will call this new community home.

Sincerely,

Jade Leedham

Jade Leedham
CEO, Second Story

Re: Letter of Support for Shared Space in Nonprofit Service Center in NHPF's proposed Affordable Community at Columbia Crossroads

Dear Pam,

On behalf of Food for Others, I am pleased to express our strong support for the proposed nonprofit service center within your proposed affordable community in Baileys Crossroads. As one of Northern Virginia's leading food assistance organizations, Food for Others is committed to ensuring that all members of our community have access to nutritious food and critical resources. We recognize the urgent need for expanded services in Baileys Crossroads, an area with high food insecurity and economic hardship, and we believe this center presents an invaluable opportunity to co-locate with other nonprofit partners to better serve residents in need.

We are particularly interested in joining this space given that Second Story, the lead agency for Opportunity Neighborhoods in Baileys Crossroads, will be a key partner in this center. The Opportunity Neighborhoods initiative is a proven model for integrated, community-driven support, and we see great potential in aligning our work with Second Story and other nonprofit organizations to provide holistic services to local families. While we do not currently plan to use the space as a distribution center, due to parking and logistical constraints, we remain open to exploring solutions that could make that possible in the future. In the meantime, we believe that our presence in the center would enhance collaboration, improve referral networks, and strengthen our ability to support the community in a meaningful way.

This shared nonprofit hub will create a one-stop resource center, allowing families in Baileys Crossroads to access critical services—including food security, workforce development, youth programs, and housing assistance—in a single, accessible location. The opportunity to collaborate, share resources, and streamline service delivery within the same facility would be a tremendous asset to both residents and service providers.

We look forward to continued discussions on how Food for Others can be a part of this impactful initiative. Please consider this letter as our formal expression of interest and support for this nonprofit service center. We welcome further discussions and planning to determine the best way for us to participate. You may reach me at 703-207-9173 x106 to explore this opportunity further.

Thank you for supporting community-driven solutions to poverty and food insecurity in Fairfax County. We are excited about the potential of this project and the opportunity to collaborate for the well-being of the Baileys Crossroads community.

Sincerely,

Deb Haynes
Executive Director
Food for Others
www.FoodforOthers.org
703-207-9173 x106

building inclusive communities

March 24, 2025

Pamela Lee
Director of Development
The NHP Foundation
1090 Vermont Avenue, NW, Suite 400
Washington, DC 20005

Dear Ms. Lee,

On behalf of Our Stomping Ground (OSG), I am pleased to offer our strong support for the proposed affordable housing development at **5827 Columbia Pike**. This transformative project is a vital opportunity to expand deeply needed housing options in Bailey's Crossroads while creating a welcoming, community-oriented environment that reflects our mission of promoting belonging, connection, and opportunity for people of all abilities.

OSG has become a regional leader in fostering vibrant, mixed-ability communities through housing, social engagement, and on-site programming. We currently support residents at three other affordable housing communities in Arlington—The Cadence, Gilliam Place, and Queens Court—where we are actively invested in the well-being and success of all residents. Most recently, we partnered with Melwood during the site plan hearings for a new Arlington development, where OSG played a lead role in advocating for supportive, affordable housing for adults with developmental disabilities. That experience deepened our collaboration with housing developers and county leadership, and affirmed our role as a proactive force in shaping equitable, community-based housing solutions.

We would welcome the opportunity to bring our programming to 5827 Columbia Pike and to collaborate with Operation Pathways to provide a rich calendar of resident-led activities. Our services are designed to build authentic relationships, enhance life skills, and reduce social isolation—offering residents the opportunity to grow, thrive, and stay connected to the broader community. Our approach invites neighbors from surrounding blocks to participate, creating natural connections and a sense of shared purpose across the Bailey's Crossroads area.

Beyond programming, OSG is uniquely positioned to support outreach and community engagement efforts. Our deep relationships with families, advocates, and partner organizations allow us to reach those who are often left out of traditional outreach methods. We are proud to be part of the solution to Northern Virginia’s affordable housing crisis—especially for adults with developmental disabilities, who face some of the greatest barriers to independent living. Our community is eager for safe, affordable housing options like this one, and OSG stands ready to help residents settle in and thrive.

building inclusive communities

This development also supports the goals of Fairfax County's One Fairfax policy by promoting equitable access to housing, community engagement, and long-term support. We wholeheartedly endorse the project at 5827 Columbia Pike and look forward to being a strong and steady partner in making it a success.

Please don't hesitate to reach out if we can provide additional support or information.

Warmly,

Margot Greenlee
Executive Director
OSG

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Northern Virginia
Family Service

Stephanie Berkowitz
President and CEO

Headquarters
3110 Fairview Park Dr.
Suite 500
Falls Church, VA 22042
571.748.2500 • nvfs.org

Program Centers

City of Alexandria
Healthy Families

Arlington County
Early Head Start
Head Start
Multicultural Center

Fairfax County
Clock Tower Thrift Shop
Healthy Families
Multicultural Center
Training Futures

Loudoun County
Early Head Start

City of Manassas
SERVE Campus

Prince William County
Early Head Start

United Way #8099
CFC #79645

3/26/2025

Pamela Lee
Assistant Vice President
The NHP Foundation
1090 Vermont Avenue, NW, Suite 400
Washington, DC 20005

Re: Letter of Support for Nonprofit Service Center in the Columbia Crossroads community

Dear Pam,

On behalf of Northern Virginia Family Service, Inc. (NVFS), I am writing to express our interest in exploring the opportunity to be part of the proposed nonprofit service center in the Columbia Crossroads community, a vital initiative that could bring much-needed affordable housing and essential community services to Fairfax County. We believe this center presents an opportunity to co-locate services, strengthen cross-agency collaboration, and increase accessibility for families and individuals in need. NVFS is excited about the possibility of being a part of this space, with the potential to leverage our experience providing high-quality daycare, family support services, and/or other programming that aligns with the needs of the residents and the broader community.

As a leading human services nonprofit serving Northern Virginia since 1924, NVFS is committed to empowering individuals and families to achieve stability and self-sufficiency. Our programs span early childhood development, workforce development, community-based housing services, and mental health services, among others - all of which directly address the challenges faced by low-income residents in Fairfax County. The possibility of establishing a presence within this nonprofit service center could enhance NVFS's ability to serve families living in and around Bailey's Crossroads, providing them with seamless access to critical services within their own community.

The Bailey's Crossroads area has a high concentration of low-income families, non-native English speakers, and residents facing economic hardship. This nonprofit service center could serve as a hub for holistic support, providing services that include workforce readiness programs, case management, childcare, and wraparound services in a single, accessible location with strong transit connectivity. NVFS is eager to work alongside other nonprofit partners in this space to maximize impact, reduce barriers to service access, and create a stronger social safety net for the community.

We look forward to collaborating with The NHP Foundation, Gibson-Spyre, and other nonprofit service providers to create a thriving, people-centered space that

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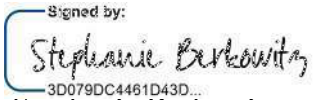
enhances both housing stability and family well-being. Please consider this letter as an expression of interest and support for this initiative. We welcome further discussions on how NVFS can best contribute to this collaborative effort.

Thank you for supporting a more inclusive and supportive Fairfax County. We are excited about the transformative potential of this project and look forward to the opportunity to work together.

Sincerely,



Stephanie Berkowitz
President and CEO
sberkowitz@nvfs.org

NHPF Past Performance
Case Studies

Over the past decade, NHPF has developed 4,000 affordable and mixed-income units across 31 communities, roughly 10% of these units were new construction and we have nearly 900 units of new construction units in the pipeline. Attached are four case studies of recent projects that demonstrate our successes financing, building, and delivering affordable and mixed-use communities.

- Curtis Cofield II, a new construction community in New Haven, CT, developed to Zero Energy Ready Home and Passive House standards and financed with 9% LIHTCs.
- RoseMary's Place Apartments, a new construction community for individuals who have experienced homelessness that was financed with 9% LIHTCs in Houston, Texas.
- 17 Mississippi, a new construction community financed with 4% LIHTCs and DC gap financing in Washington, DC.
- The Strand, an 86-unit, mixed-use, new construction community financed with 4% LIHTCs and DC gap financing in Washington, DC.

NHPF CASE STUDY

Curtis Cofield Estates II / New Haven, CT

TYPE
New Construction, Multifamily, Affordable Housing

CLIENT
West River Self-Help Investment Plan (West River SHIP)

ROLE
Developer, Owner

DEVELOPMENT COST
$30.3 million

DEVELOPMENT MIX
- 56 units - 44 affordable housing units and 12 Workforce Housing Units
- 2,700 SF community center and commercial space for a minority-owned coffee shop/bakery
- Outdoor gazebo, playground, and on-site resident services

START TO COMPLETION
2023–2025

PROJECT OVERVIEW

Curtis Cofield II Estates is a thoughtfully designed affordable housing development in New Haven, Connecticut, providing 56 high-quality, energy-efficient homes for families. Located in the West River area, this townhome-style community will offer spacious one-, two-, and three-bedroom apartments, ensuring long-term affordability while fostering a sense of community.

The development is part of a broader effort to reconnect and revitalize neighborhoods long divided by the never-completed Route 34 expressway. Curtis Cofield II Estates will feature modern, open-plan layouts with energy-efficient appliances, secured entry, and a package room. Residents will also have access to amenities such as a resident lounge, electric vehicle charging stations, a playground, and an outdoor gazebo. Additionally, the site will include retail space for a minority-owned coffee shop/bakery, further integrating local businesses into the neighborhood.

The community prioritizes sustainability, incorporating Zero Energy Ready Home and Passive House Design standards, achieving between 50-90% energy savings. The development will be 100% electric with no gas connections, featuring solar paneling to maximize environmental conservation and efficiency.

The $30.3 million project is part of New Haven's Neighborhood Revitalization Strategy Area (NRSA) and aligns with the city's plan to create affordable housing with essential services. Curtis Cofield II Estates will provide 12 supportive housing units, with Columbus House serving as the supportive services provider, while NHPF's subsidiary, Operation Pathways, will offer resident programs and a full-time Resident Services Coordinator on-site.

NHPF CASE STUDY

Curtis Cofield Estates II / New Haven, CT

The project is financed through Commercial Construction Loan (Citizens), LIHTC investments, and funding from the Connecticut Department of Housing (DOH), Connecticut Housing Finance Authority (CHFA), City of New Haven, Federal Home Loan Bank of Boston (FHLBB), and Energy Rebates.

With its strong focus on sustainability, community integration, and resident support, Curtis Cofield II Estates serves as a model for innovative, sustainable, and high-quality affordable housing in New Haven, Connecticut.

RESIDENT VOICES

Residents moving into their new homes report that since moving to Curtis Cofield Estates, lives have transformed. The extra space lets kids play, learn, and grow freely. The stability and comfort have been life-changing, and residents are grateful for affordable housing that truly makes a difference.

NHPF CASE STUDY

RoseMary's Place / Houston, TX

TYPE
New Construction, Multifamily, Affordable Housing

CLIENT
Magnificat Houses, Inc. (MHI)

ROLE
Developer, Owner

DEVELOPMENT COST
$46.28M

SOURCES
- $14M in 9% LIHTC equity from Hudson Housing
- $30M in local Disaster Relief Funds
- $1.7M in prepaid commercial rent
- $710,000 sponsor loan
- $1.7M Social Services Reserve

DEVELOPMENT MIX
- 149 permanent supportive housing units
- Community spaces including three multipurpose rooms, a warming kitchen, fitness center and gathering areas
- On-site resident services and office space for support providers

START TO COMPLETION
2023–2025

PROJECT OVERVIEW

RoseMary's Place is a transformative affordable housing development in Houston's Midtown neighborhood, providing 149 permanent supportive housing units for individuals exiting homelessness. Located on a full city block at Caroline and Stuart Streets, this four-story, elevator-served building offers not only stable housing but also comprehensive wraparound services to help residents achieve long-term stability.

Developed in partnership with Magnificat Houses, Inc. (MHI), RoseMary's Place provides residents with essential support, including healthcare coordination, treatment services, and job placement assistance. The thoughtfully designed building features efficiency apartments on floors one through four, with the ground floor offering resident services, programming, and property management offices. Additional common areas include multipurpose rooms, a warming kitchen, fitness center, laundry facilities, and a 24-hour staffed entry desk, ensuring residents receive the support they need in a secure and welcoming environment.

The $46.28 million project is funded through 9% LIHTC equity and Hurricane Harvey disaster relief funding from the City of Houston, the TX General Land Office (GLO) and Harris County. With its strong focus on supportive services and community engagement, RoseMary's Place serves as a model for innovative, sustainable, and compassionate housing solutions in Houston.

NHPF CASE STUDY

17 Mississippi Apartments / Washington, DC

PROJECT OVERVIEW

17 Mississippi is a transformative affordable housing development in Southeast Washington, DC, providing 41 high-quality homes for local artists and individuals transitioning out of homelessness through the Permanent Supportive Housing (PSH) program. The six-story, 43,000-square-foot building integrates a two-level concrete podium with four wood-framed stories above, blending seamlessly into the hilly Ward 8 landscape. Its thoughtfully designed façade features Corten steel panels, brick, fiber cement, and corrugated metal to create a visually engaging and durable exterior.

This fully affordable development has 20% of its units at 30% AMI and the balance at 50% AMI. The unit mix includes studios, one-bedroom, and three-bedroom apartments. A 1,000-square-foot artist studio and community gallery support local creatives, while sustainability remains a priority with certifications from Enterprise Green Community, Energy STAR, and DOE's Zero Energy Ready Homes program.

The $22.9 million project was funded through tax-exempt bonds, LIHTC investments, and support from the DC Housing Production Trust Fund, and WNC. With its blend of sustainable design, community engagement, and targeted support services, 17 Mississippi serves as a model for inclusive, high-quality affordable housing in Washington, DC.

TYPE
New Construction, Multifamily, Affordable Housing

CLIENT
District of Columbia Department of Housing and Community Development (DHCD)

ROLE
Developer, Owner

DEVELOPMENT COST
$22.9M

SOURCES
- $9M in 4% LIHTC equity from WNC & Associates
- $9M in DC gap financing
- $10.3M Citi senior debt
- $610,000 deferred developer fee

DEVELOPMENT MIX
- 41 Affordable Housing Units
- 1,000 SF Artist Studio
- Community Room/Gallery

START TO COMPLETION
2021–2023

NHPF CASE STUDY

17 Mississippi Apartments / Washington, DC

RESIDENT VOICES

One resident remarked “I was displaced for several years and Saja from The Franklin Johnston Group (TFJG) helped me finally get a place of my own and make it a home. She took her time in walking through the apartment with me and even set up some of the rooms for me, as a part of my move in. I am grateful for 17 Mississippi and for Saja’s help.”

NHPF CASE STUDY

The Strand Residences / Washington, DC

PROJECT OVERVIEW

The Strand Residences is a transformative affordable housing development in the Deanwood neighborhood of Washington, DC. Adjacent to the historic Strand Theater, the six-story building delivers 86 affordable homes, ensuring long-term affordability for residents earning below 60% AMI, with one-third of the units reserved for families earning below 30% AMI. The project also has 28 replacement public housing units for local housing authority residents.

The development features modern apartments equipped with in-unit washers and dryers, energy-efficient appliances, and gourmet kitchens. Residents have access to high-quality amenities, including a fitness center, cyber café, package lockers, and a private courtyard with a grilling station. The ground floor features retail space for a neighborhood-based nonprofit and a local business, and the much-anticipated Strand Restaurant, further integrating the building into the surrounding community.

The $43.15 million project was financed through tax-exempt bonds, LIHTC equity, and funding from the District's New Communities Initiative. Recognized for its sustainability, the building was awarded Enterprise Green Communities certification, underscoring its energy-efficient and environmentally conscious design.

With its thoughtful planning, strong financial backing, and commitment to resident services, The Strand Residences stands as a model for inclusive and community-focused affordable housing in Washington, DC.

TYPE
New Construction, Multifamily, Affordable Housing

CLIENT
District of Columbia Department of Housing and Community Development (DHCD)

ROLE
Developer, Owner

DEVELOPMENT COST
$22.9M

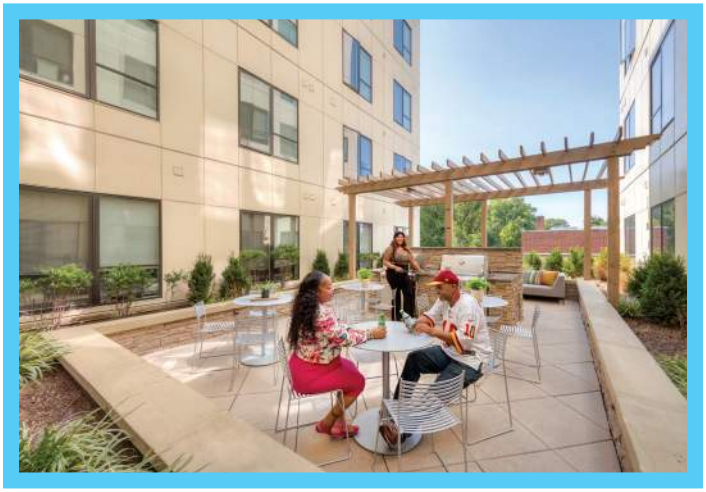
SOURCES
- $12M in 4% LIHTC equity from Enterprise Housing Credit Investments
- $12M in DC New Communities Initiative gap financing
- $9M Freddie senior debt
- $2M in deferred developer fee

DEVELOPMENT MIX
- 41 Affordable Housing Units
- 1,000 SF Artist Studio
- Community Room/Gallery

START TO COMPLETION
2021–2023

NHPF CASE STUDY

The Strand Residences / Washington, DC



RESIDENT VOICES

One resident, a single mother of a 6-month old baby had been waiting for her new apartment for almost a year; she thought, at times, it might never happen. She is now overjoyed to be in a space that features a large multi-purpose room, exercise room, and on-site resident services provided by NHPF's subsidiary, Operation Pathways.

NHPF Past Performance References
Authorization Letters

- **Curtis Cofield II**
  Point of Contact: Mark Wilson
  Title: Manager, Neighborhood & Commercial Development
  Organization: City of New Haven
  Phone: 203-946-6428
  Email: mwilson@newhavenct.gov
  Relationship: Local partner on Curtis Cofield II development in New Haven, CT.

- **RoseMary's Place Apartments**
  Point of Contact: Ryan Bibbs
  Title: Deputy Assistant Director, Multifamily/Public Facilities
  Organization: City of Houston – Housing and Community Development Department
  Phone: 281-254-3415
  Email: ryan.bibbs@houstontx.gov
  Relationship: Local agency partner for 9% new construction project in Houston.

- **17 Mississippi**
  Point of Contact: Scott Hutter
  Title: Director, Multifamily Lending
  Organization: DC Housing Finance Agency
  Phone: 202-777-1673
  Email: shutter@dchfa.org
  Relationship: Local agency partner for 4% new construction project in DC.

- **The Strand**
  Point of Contact: Joseph Knackstedt
  Title: Senior Housing Advisor
  Organization: Office of the Deputy Mayor for Planning and Economic Development
  Phone: 913-488-1575
  Email: joseph.knackstedt@gmail.com
  Relationship: Local agency partner for 4% new construction project in DC.

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

April 11, 2025

Mark Wilson
Manager, Neighborhood & Commercial Development
Department of Housing Development
City of New Haven
165 Church Street, 3rd Floor
New Haven, CT 06510

Dear Mr. Wilson:

I authorize you to serve as a reference on behalf of The NHP Foundation for the purposes of the East County Property Redevelopment RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

April 11, 2025

Ryan Bibbs
Deputy Assistant Director, Multifamily/Public Relations
City of Houston
Housing and Community Development Department
2100 Travis Street, 9th Floor
Houston, TX 77002

Dear Mr. Bibbs:

I authorize you to serve as a reference on behalf of The NHP Foundation for the purposes of the East County Property Redevelopment RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

April 11, 2025

Scott Hutter
Director, Multifamily Lending
DC Housing Finance Agency
815 Florida Avenue, NW
Washington, DC 20001

Dear Mr. Hutter:

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Sincerely,

John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

April 11, 2025

Joseph Knackstedt
Senior Housing Advisor
Office of the Deputy Mayor for Planning and Economic Development
1350 Pennsylvania Ave., NW, Suite 317
Washington, DC 20004

Dear Mr. Knackstedt:

I authorize you to serve as a reference on behalf of The NHP Foundation for the purposes of the East County Property Redevelopment RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,

John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

SECTION 5 - DEVELOPMENT OVERVIEW

COLUMBIA CROSSROADS

SECTION 5

DEVELOPMENT OVERVIEW

The NHP Foundation and Gibson Spyre, in collaboration with our development partners, are proud to present a transformative vision for Columbia Crossroads – a community-centered, equitable development that aligns with Fairfax County's strategic goals for affordable housing, inclusive growth, and neighborhood revitalization.

Our approach to East County Parcel B is guided by two foundational principles: Connection and Opportunity.

CONNECTION

We are designing Columbia Crossroads to seamlessly integrate with its surroundings – physically, visually, and socially. Located adjacent to the new Alta Nova building, our project will create architectural harmony and visual continuity while reinforcing the neighborhood's character. Taking full advantage of its transit-rich and retail-adjacent location, Columbia Crossroads will enhance pedestrian-friendly mobility, linking residents to neighborhood amenities, public transit, and shared green spaces. Our design prioritizes walkability and sociability, with inviting green spaces that foster community interaction and remove barriers between neighbors.

OPPORTUNITY

Beyond simply adding affordable housing, Columbia Crossroads will be a catalyst for creating opportunities for our residents. With 160 units of high-quality, service-enriched homes, the development directly responds to the County's urgent need for family-sized units—15% will be three-bedroom homes. As a Fairfax County-designated Opportunity Neighborhood, Bailey's Crossroads is a focus area for equitable investment. Columbia Crossroads will embody this vision by creating an on-site nonprofit services hub, connecting residents and the broader community to essential programs and supports.

There is already strong interest from nonprofit organizations, many of which are currently working in the neighborhood and are eager to deepen their impact through a permanent presence. The hub is envisioned to be anchored by Second Story, the lead agency for the Bailey's Crossroads Opportunity Neighborhood, and Neighborhood Health, a trusted provider of comprehensive, affordable healthcare. Food for Others may also co-locate with Second Story, allowing for more integrated service delivery.

Additionally, Northern Virginia Family Services (NVFS) has expressed strong interest in being part of the project. Their letter of interest reflects both their enthusiasm to be a partner and the potential for them to serve as a backup tenant, should either Second Story or Neighborhood Health be unable to participate. Including them also allows flexibility as we continue to gather community feedback to best meet the evolving needs of Bailey's Crossroads residents. NVFS could bring critical services such as case management, immigrant legal assistance, and childcare to the site.

Columbia Crossroads is not just a building – it is an inclusive, people-first neighborhood destination where families can connect, grow, and thrive.

OUR VISION: COLUMBIA CROSSROADS

A PLACE WHERE CONNECTION AND OPPORTUNITY COME TO LIFE

In partnership with FCRHA, we propose a vibrant, mixed-use community that balances density with livability, blending residential and resident-serving spaces to strengthen both the site and the surrounding neighborhood.

Columbia Crossroads will deliver 160 affordable multifamily units within a 174,000 SF building. All homes will be affordable at or below 60% of AMI, with an average AMI of 56%. Family-friendly design is a priority, with 75% of homes with two or more bedrooms, and 15% of the homes offering three bedrooms. The building’s layout fosters interaction and accessibility, with thoughtful transitions to adjacent properties and generous indoor and outdoor community spaces.

The development will include 5,900 SF of community-serving non-residential space dedicated to nonprofit service providers, enriching the lives of residents and neighbors. Second Story and Neighborhood Health have expressed interest in being anchor tenants, offering youth programs, family support services, and accessible healthcare. Both groups have deep ties to the community and are trusted resources for residents. We are in conversation with several additional service providers, discussed later in this section.

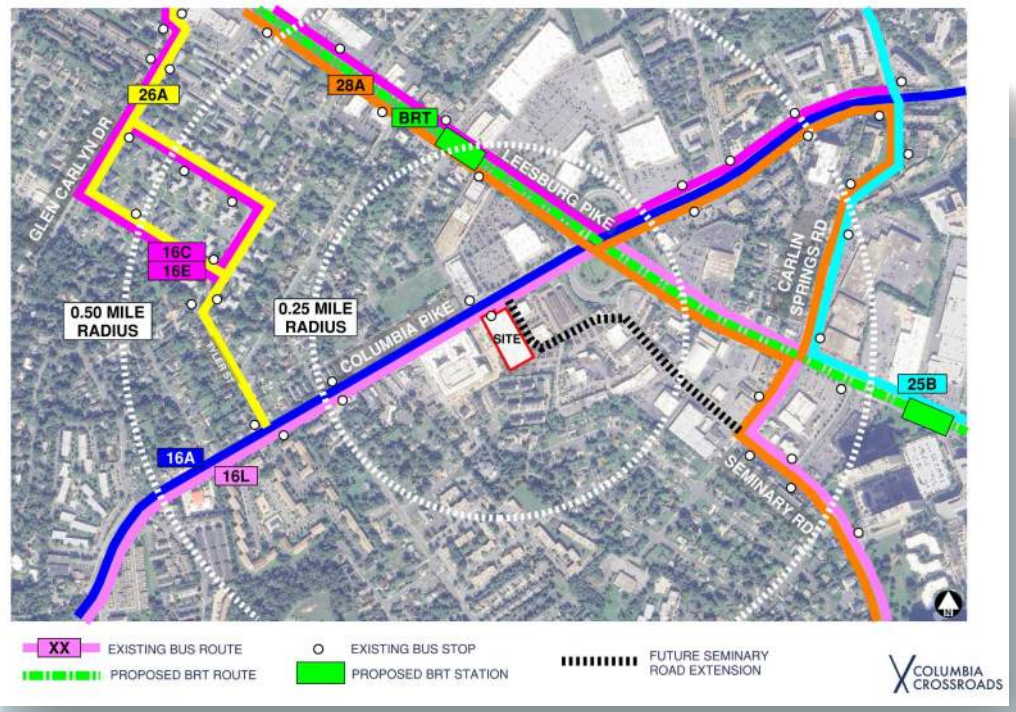
EXISTING SITE CONDITIONS, OPPORTUNITIES, AND CONSTRAINTS

East County Part B is identified as Tax Map No. 0612 01 0113E and consists of 2.93 acres near the intersection of Columbia Pike and Leesburg Pike. The site is vacant except for a portion that has been temporarily repurposed as Crossroads Interim Park and a portion that is being used as construction staging for the building to the west. This new building, Alta Nova, is a market-rate, 361-unit multifamily development. The County's site sits within a mixed-use strip progressing northwest along Columbia Pike towards Route 7. To the east of the site is a car dealership, and to the south is the Ellery Place HOA community.

The site is in an economically disadvantaged area in one of the richest counties in the country. Residents of this Census tract are more diverse and have lower incomes than in broader Fairfax County and the immediately surrounding neighborhoods. A large proportion of the neighborhood's population consists of limited English-speaking residents. Approximately one-fifth of residents have earned less than a high school diploma – a much higher percentage than in Fairfax County as a whole. It is an obvious location to build affordable and service-enriched housing.

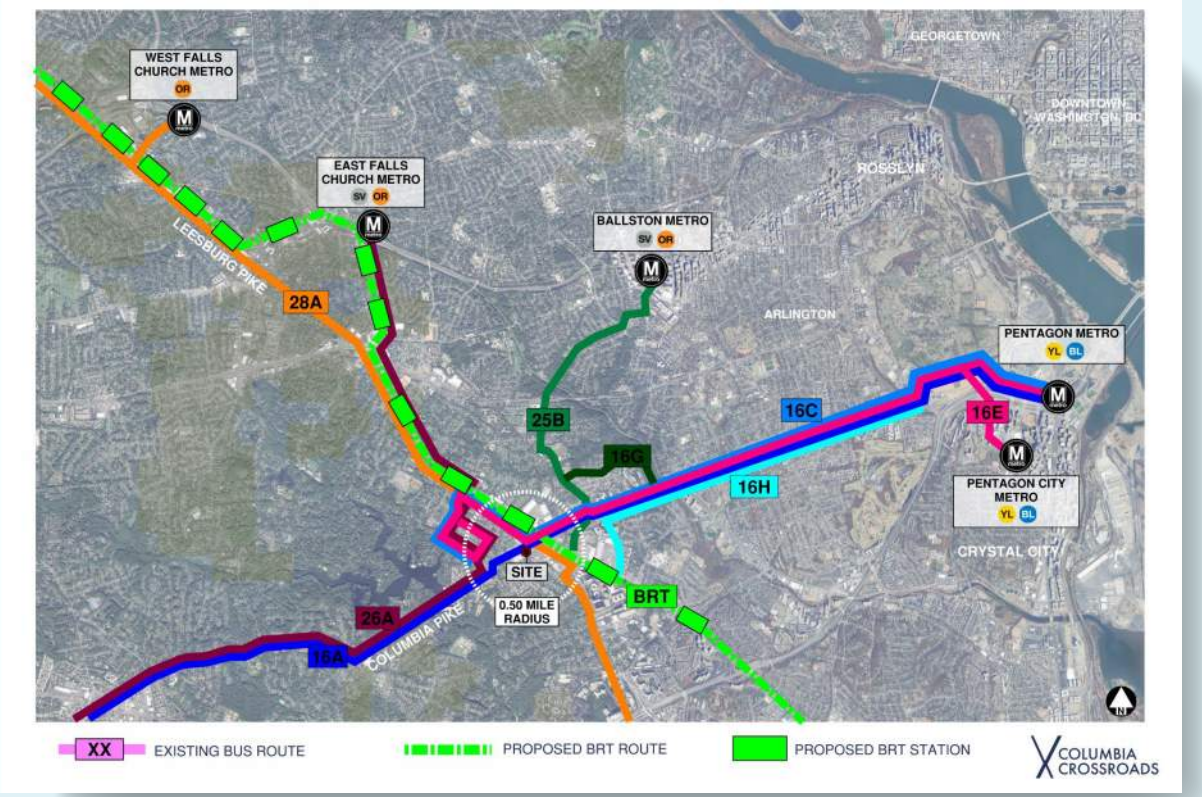
Columbia Pike is a principal arterial maintained by VDOT with two lanes of traffic in each direction. Access to the site is currently limited to a driveway from the Alta Nova's construction staging area onto Columbia Pike. There is an eight-foot sidewalk along the northwestern portion of the site, past the staging driveway, where there is a bus stop serving routes 16A and 16L.

Based on preliminary engineering, there are adequate public utilities to serve the proposed 160-unit, 174,000 SF building. Water supply is via an eight-inch watermain in Columbia Pike. A 36-inch stormwater pipe running between Alta Nova and the County's parcel handles treated and detained stormwater outfall from the site. There is an eight-inch sanitary sewer in Columbia Pike to serve sanitary sewer outfall. The site contains no known wetlands, no resource projection area, no floodplain, and no environmental quality corridor. Topography along the northern and western property line is mostly flat. The site slopes upwards towards the southeast property corner with a grade change of 10 feet from the northwest corner.



EXISTING SITE CONDITIONS, OPPORTUNITIES, AND CONSTRAINTS

The site offers many attractive development opportunities. First, it is transit-rich, with a Fairfax Connector stop within walking distance, two nearby bus stops that connect residents to East Falls Church Metro Station, Pentagon Metro Station, and into DC, and a planned BRT route on Route 7, within walking distance from the parcel. The site is also located close to public, educational, healthcare, and recreational services including Culmore Community Library, Glen Forest Elementary School, NOVA Patient Care Falls Church, and nearby parks. The area is also well served by retail amenities, including Trader Joe's, Giant Food, Aldi, and Target, among other businesses.



The proximity of the site to major roads is an advantage, but also a constraint. Columbia Pike is a highly trafficked road. The County's Comp Plan recommends widening it to three lanes in front of the parcel. The development team has taken the need to accommodate this into its proposed plans. We would plan, however, to work with the County to request that it reconsider its strategy as widening the Pike for a few blocks before it connects to Route 7 creates safety concerns and could run counter to the County's goal of creating a people-oriented, pedestrian-friendly neighborhood.

DESIGN DETAILS

ARCHITECTURE

The design goal for our building is to create a welcoming, community-focused space that complements the adjacent Alta Nova while establishing its own distinctive architectural identity. Emphasizing openness, the design incorporates generous open space to encourage public gathering and interaction, fostering a sense of connection within the neighborhood. The building's material palette—featuring brick, metal, and fiber cement—strikes a balance between durability and visual interest, contributing to a contemporary yet contextual character. Together, these elements create a built environment that invites people in and strengthens the fabric of the surrounding community.

The corner at Seminary Road and Columbia Pike becomes a unique and inviting feature, incorporating a ramp that steps up into one of the four open spaces in our design, creating a visual and literal connection between Columbia Crossroads and the neighborhood.

The seven-story building includes five residential levels above a two-story podium.

- The ground level includes 5,900 SF of non-residential space that will be dedicated to local nonprofit service providers. Roughly 1,500 to 2,000 SF would be for Second Story and Food for Others to use, with office and classroom spaces. The balance would be for a Neighborhood Health health center.
- The ground floor includes a 2,100 SF lobby and lounge, five ground-floor residential units, and parking, which is screened by other uses or landscaping.
- Ground-floor residential units facing the open space mews are designed with front doors facing Alta Nova to create a connection between the two buildings. The ground-level units along Seminary Road will create a pedestrian-oriented experience.
- The parking garage encompasses parts of the ground floor and the entirety of the second floor. Parking is efficiently screened through thoughtful design and incorporated into the building's footprint using the site's natural topography, balancing functionality with cost-efficiency. This elegant solution reduces the overall construction cost, makes the streetscape more visually attractive, and supports harmonious coexistence with our neighbors.
- The building offers ample amenities for residents, including a 2,000 SF community room, where Operation Pathways and Our Stomping Ground will have dedicated office space, a 1,100 SF fitness room, a small library, and laundry facilities on every residential level.

ACCESSIBILITY

Our design designates at least 15% of the units and all common areas as ADA accessible. We will include 100% universal design features throughout the remaining apartments, enhancing usability and inclusivity.

GREEN BUILDING / ENVIRONMENTAL PLANS

Columbia Crossroads is designed to align with Fairfax County Sustainability Initiatives and the Environmental Element of the County Comprehensive Plan. The community will be designed to EarthCraft Gold Multifamily Program standards.

Stormwater management facilities meeting state and County requirements will be incorporated into the site and building design. We will follow guidelines established for the site based on the existing CDP approval, and will further refine the stormwater management facilities during final engineering. Proposed stormwater management facilities may include:

- **Dry swales**
- **On-structure green roofs**
- **Ground-level bioretention facilities**
- **Manufactured quality treatment devices**
- **Underground detention**

Public sewer upgrades were previously installed with the development of the adjacent property. A preliminary analysis of new flows from Columbia Crossroads indicates that it will not trigger the need for additional offsite sanitary sewer upgrades. Further detailed engineering and coordination with Fairfax County Wastewater Management will be required during the entitlement and site plan process to confirm sewer capacity.

OPEN SPACE AND COMMUNITY GATHERING AREAS

Columbia Crossroads is designed with a strong emphasis on open space and outdoor amenities that foster community interaction, promote wellness, and create a high-quality living environment for residents and neighbors alike. The development weaves together a thoughtful network of public and semi-private outdoor areas, ensuring that green space is both accessible and purposeful.

- **Central Green Mews:**
  At the heart of the site is a vibrant, shared green mews between Columbia Crossroads and the adjacent Alta Nova development. This open-air corridor will serve as a lively communal space where families can gather, children can play, and neighbors can connect. The mews is a signature feature that strengthens the physical and social connection between the two communities.
- **Two Elevated Courtyards:**
  The building will include two private, elevated courtyards exclusively for residents—one facing Seminary Road and the other oriented toward the shared mews. These terraces will feature a mix of uses that could include grilling and picnic areas, children's play zones, outdoor seating and landscaped pockets for relaxation, and views of surrounding green spaces while offering privacy and safety above street level.
- **Dog Park:**
  A dedicated dog park along Seminary Road will provide a convenient space for pet owners and their dogs to socialize and exercise, supporting an active and pet-friendly environment.
- **Streetscape Enhancements:**
  The Columbia Pike frontage will serve as the community's "front door," featuring widened sidewalks, street trees, seating areas, and pedestrian-scale lighting. These improvements will contribute to a safe and welcoming pedestrian environment while enhancing connectivity with the broader neighborhood.
- **Integrated Landscaping and Utilities:**
  All utilities along Columbia Pike and Seminary Road will be undergrounded, preserving clean sightlines and elevating the streetscape experience. Utility boxes will be discreetly located to minimize visual impact.

Together, these open space elements not only support the health and well-being of residents but also reflect the project's commitment to equity, placemaking, and community integration. Each space is designed to encourage sociability, provide respite, and reinforce the character of Bailey's Crossroads as a connected, people-first neighborhood.

RESIDENT AND COMMUNITY SERVICES

We are excited about the combination of resident and community services planned for Columbia Crossroads. Operation Pathways, which operates in NHPF communities, will provide one-on-one resident coaching and support to building residents, working out of dedicated amenity spaces in the residential portion of the building.

In the building's non-residential space, we envision a community nonprofit services hub that furthers the goals of the Bailey's Crossroads Opportunity Neighborhoods initiative. This one-stop shop for services will benefit both our residents and the broader community. The hub will be anchored by Second Story, the lead Opportunity Neighborhood agency for Bailey's Crossroads, and Neighborhood Health, a trusted provider of comprehensive and affordable healthcare already serving the area.

Together, these organizations will create an integrated support system focused on youth, families, and individuals. By combining Second Story's deep expertise in youth and family services with Neighborhood Health's accessible medical and behavioral healthcare, the hub will offer a coordinated, community-first approach to expanding opportunity and promoting well-being.

Additional community service providers are also interested in participating by sharing space within the hub:

- **Food for Others, which already partners with Second Story, is focused on alleviating food insecurity, one of the most urgent challenges facing Bailey's Crossroads. They would likely use shared office space to support their backend operations and may also host community events in the mews.**
- **Our Stomping Ground (OSG), which supports adults with developmental disabilities, has expressed interest in partnering with Operation Pathways to provide direct services to residents. They would collaborate on programming, events, and inclusive community-building. OSG has also offered to help build community support for the project.**
- **Northern Virginia Family Services (NVFS) has expressed strong interest in the project and submitted a letter of interest. While it is too early for them to formally commit, NVFS remains a valuable backup partner. Should space become available or plans shift, they could provide critical services such as case management, immigration legal assistance, mental health support, and subsidized childcare—resources that would be a tremendous benefit to low-income families in the area.**

For all service providers, ground lease details would be negotiated, but we anticipate delivering the space as more than a warm shell. Providers would cover operating expenses but would not be charged rent.

ALIGNMENT WITH ZONING ORDINANCE AND LAND USE ACTIONS

The site is zoned Planned Development Commercial District (PDC) with a Comprehensive Plan Base designation for Mixed Uses. To enable a more effective land use strategy that complements the adjacent Alta Nova, we are requesting an amendment to the existing CDP to allow 99% residential use across the combined site. We will also request a parking reduction, from the required 1.23 spaces per unit to 1.07 spaces per unit, consistent with the site's high transit access and with successful parking reductions at comparable 100% affordable properties. There will be a shared parking arrangement between the non-residential space and the residents.

TRANSPORTATION ENHANCEMENTS

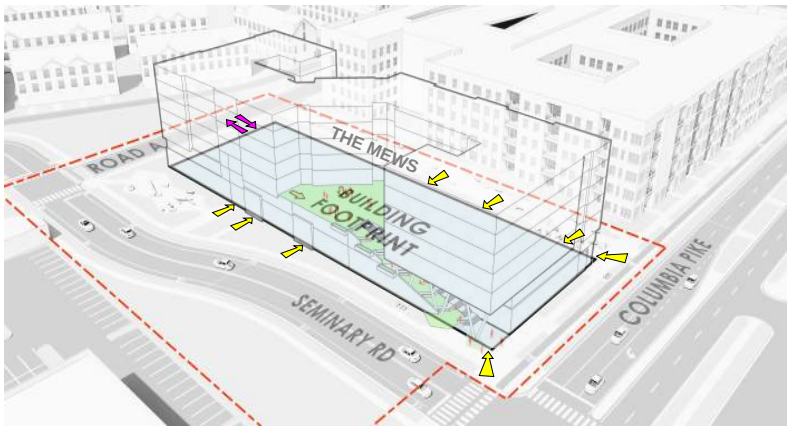
Columbia Crossroads will significantly enhance neighborhood mobility through a thoughtfully designed network of multimodal transportation improvements. These include new protected bike lanes, extended sidewalks, signalized crosswalks, and expanded pedestrian pathways, all aimed at creating a safer, more accessible environment for people of all ages and abilities. To support active transportation, we will also introduce bike racks along both Columbia Pike and Seminary Road, encouraging cycling as a viable and convenient mode of travel.

Our plan builds on the existing infrastructure surrounding Alta Nova by extending the multimodal path that runs past Alta Nova along Columbia Pike and around Seminary Road. A protected bicycle lane will run adjacent to the sidewalk on Columbia Pike, while a five-foot bicycle lane will be added along Seminary Road next to the travel lanes. Sidewalks will be extended from the Alta Nova and along Columbia Pike, wrapping around our building to promote walkability and neighborhood connectivity.

To minimize vehicular impacts on the pedestrian realm, our site plan eliminates Road B—and with it, a curb cut along Columbia Pike—greatly improving pedestrian safety along that corridor. Instead, all vehicular traffic will be routed to the rear of the site via Road A, a designated collector. Residents will access the structured parking garage and loading zones from this rear entrance, allowing for a clean separation of vehicles and pedestrians along the more active street edges.

PEDESTRIAN CIRCULATION

VEHICULAR CIRCULATION



To realize this configuration, we will request a VDOT waiver for the garage entrance on Road A. VDOT standards require curb cuts on streets intersecting a primary arterial—like Seminary Road—to be at least 225 feet from the arterial. Our proposed access point falls just short of this threshold, though we've maximized distance as far from Seminary as possible. Granting the waiver will preserve the integrity of the pedestrian-first design. Without it, the curb cut would shift into the central mews, compromising the safety, functionality, and character of this shared public space.

Eliminating the curb cut on Columbia Pike also unlocks the opportunity to transform the space between Columbia Crossroads and Alta Nova into a vibrant green gathering area. This open space will serve as a shared community amenity, providing a safe, welcoming environment that strengthens community bonds. As part of our commitment to seamless integration, we will fund the full buildout of the Seminary Road frontage between Columbia Pike and Road A, ensuring it meets all connectivity and infrastructure standards.

To further enhance safety and comfort, we will incorporate pedestrian-scale lighting along Columbia Pike and throughout the open spaces. Additionally, we propose new signalized crosswalks at the Seminary Road approach to Columbia Crossroads, with the potential for more crossings based on VDOT review. Together, these improvements reflect our commitment to a connected, walkable, and community-oriented neighborhood.

CONTRIBUTION TO PUBLIC BENEFITS

Columbia Crossroads delivers on Fairfax County's vision for inclusive, equitable, and sustainable communities. The project will:

- Add 160 affordable homes for working families
- Deliver co-located nonprofit services to support economic mobility
- Offer a variety of open spaces for passive and active recreation
- Improve pedestrian infrastructure and public safety
- Complete the build out of Street A and begin the build out of Seminary Road
- Enhance environmental sustainability and green space
- Strengthen neighborhood cohesion and investment in Bailey's Crossroads

This is more than a development project. It is a model for people-centered, purpose-driven growth that elevates lives and communities.

Draft Statement of Justification for CDPA/FDP

COLUMBIA CROSSROADS

Columbia Crossroads (East County Part B) /5827 Columbia Pike
RZ 2014-MA-023 Proffered Condition Amendment
Conceptual Development Plan Amendment/Final Development Plan
Statement of Justification

April 11, 2025

I. Introduction

The Fairfax County Redevelopment and Housing Authority ("FCRHA") and the Department of Housing and Community Development ("HCD") have issued a Request for Proposals (the "RFP") for developers to design, develop, construct, own, and operate an affordable multi-family residential building and ancillary uses under a long-term ground lease on the FCRHA-owned property known as East County Part B.

The NHP Foundation ("NHP" or the "Applicant") was launched on January 30, 1989, as a publicly supported 501(c)(3) not-for-profit real estate corporation. Since that time the Applicant has invested nearly $3 billion in the preservation of affordable housing. The investing of these funds has resulted in economic stability for thousands of seniors, families, and children. The Applicant is pleased to present a development proposal to provide critically needed affordable housing in Fairfax County that achieves the goals of the Fairfax County Comprehensive Plan (the "Plan") and meets the requirements of the Fairfax County Zoning Ordinance (the "Zoning Ordinance"), as further described below.

II. Property Description

FCRHA is the owner of a 2.93-acre parcel of land located near the intersection of Columbia Pike and Leesburg Pike and identified as Tax Map No. 0612 01 0113E (the "Property"), which is zoned to the Planned Development Commercial District ("PDC"). The Property is currently vacant except for a construction staging area associated with the final stage of construction of the adjacent multi-family development known as Alta NOVA apartments and small portion of the area next to Columbia Pike which has been temporarily repurposed as Crossroads Interim Park. The RFP seeks to have the Property developed with a predominantly residential facility with approximately 160 affordable units for households with low to moderate incomes.

Situated directly to the west of the Property is the Alta NOVA apartment building. The Alta NOVA project and adjacent East County parcels are part of a broader effort to revitalize the Bailey's Crossroad area, transitioning it from an industrial zone to a mixed-use, residential hub.

The Alta NOVA development includes a 361-unit residential complex and new infrastructure which aims to improve traffic flow and connectivity. These changes, supported by Fairfax County's comprehensive plan, are designed to foster sustainable growth, enhance pedestrian access, and address housing and traffic demands in this key area.

III. Current Zoning Approvals

On July 25, 2017, the Fairfax County Board of Supervisors (the "Board") approved rezoning application RZ 2014-MA-023 to rezone 7.39 acres consisting of three parts known as Parts A (4.08 acres), B (2.93 acres that is the Property), and C (.38 acres) to the PDC district. The rezoning and associated Conceptual Development Plan ("CDP") permitted a mixed-use development of up to 583,000 square feet at 1.81 FAR consisting of the following:

Part A: up to 370 multi-family apartment or condominium dwellings;

Part B: office, health club, financial institution, public uses, community uses, childcare, fast food, eating establishment, medical care facility, independent/assisted living, and secondary retail; and

Part C: up to three (3) single-family attached residential dwellings and publicly accessible park.

The Board subsequently approved final development plan FDP 2014-MA-023-02 on October 13, 2021, to develop Part A as the Alta NOVA project. The Property is not part of that FDP approval and approximately 180,000 square feet of gross floor area ("GFA") remains available for development on the Property (Part B).

IV. Proposed Development

The Applicant proposes a Proffered Condition Amendment ("PCA"), Conceptual Development Plan Amendment ("CDPA"), and Final Development Plan ("FDP") (collectively, the "Application") to develop an affordable housing project consisting of approximately 160 multi-family residential units and approximately 5,873 square feet of public use on the ground floor (the "Project"). The Project will be comprised of a seven (7)-story building containing 173,758 square feet of residential GFA and 5,582 square feet of public use. The building will have five (5) levels of residential floors atop a two (2)-level podium within parking and the public use on the ground level. Over the 2.93-acre site, the Project will have a density of approximately 54.6

dwelling units per acre. The Project will be comprised entirely of Affordable Dwelling Units ("ADUs") to provide an important opportunity for residents to affordably live in the community. The Project is intentionally oriented toward Columbia Pike and adheres closely to the footprint of the office building shown on the approved CDP. The ground floor public use will greet visitors coming from Columbia Pike, along with a monumental staircase at the northeast corner of the building that leads to a third level courtyard open to the east site of the Property. The east elevation facing the future Seminary Road extension and open space along the Property's eastern edge will feature two (2) walkup flats that will activate the new street as well as provide visual interest. A secondary pedestrian entrance to the public use space will also be provided on the east elevation. The above-grade garage located on portions of the first and second will be attractively screened from view.

On the Project's western elevation, additional pedestrian entrances are provided into the public use space and three (3) walkup flats that open onto the linear park ("Shared Mews") that will unify the Project with the Alta NOVA. A second third level courtyard is provided on the western elevation that will complement the Alta NOVA's courtyard across the Shared Mews.

The Shared Mews and proposed open space area on the eastern edge of the Property will create both passive recreational opportunities and refuge from the busy activity of Columbia Pike. In addition, the Project also will include outdoor amenity space in the private courtyards for enjoyment by residents.

V. Conformance with the Comprehensive Plan

The Plan includes area-specific recommendations and additional policy guidance for new development. The Plan's recommendations applicable to the Property and the Project are summarized below.

A. Town Center Recommendations

The Plan designates the Property as part of Land Unit B-2 of the Town Center District within the larger Bailey's Crossroad Community Business Center ("CBC"). The vision for the CBC is that of an attractive, diverse and vibrant area for living, working, shopping, and relaxing with a compact, pedestrian and bicycle-friendly, mixed-use area, containing medium to high density residential uses for a range of income levels, and office, retail and recreational/cultural uses that are compatible with the surrounding neighborhoods. The Town Center District is considered the priority redevelopment area within the CBC because of its strategic location and its redevelopment potential for large scale mixed-use projects.

The Base Plan Recommendation for Land Unit B-2 is for retail, office, single-family attached dwelling units, and public facility or institutional use up to .35 FAR. As a Redevelopment Option, retail/office/residential mixed use may be considered at an intensity up to 2.25 FAR with consolidation of five (5) or more acres and coordinated access to Columbia Pike as far from the interchange as possible. The Project will directly support the vision for the CBC while maintaining conformance with the land use and density provisions of the Plan. It will also help achieve the Plan's call for a development that will be of a compatible and complementary transition to the surrounding, existing residential neighborhoods.

In sum, the Applicant's proposal will enhance this part of the CBC with the Project's outdoor amenities, landscaping improvements, and stormwater management measures. The Project will replace a vacant lot consisting of limited landscaping and an abundance of impermeable surface with a distinct, complementary mix of affordable residential units and supportive public use that will continue the progress in the area that has already been made with the delivery of the Alta NOVA.

B. Guidelines for Multi-family Residential Development

Appendix 1 of the Land Use Policy Plan includes specific guidelines for multi-family residential development for suburban neighborhoods. Although the Property is located within the Town Center District of the CBC, the Project's conformance with the Multi-Family Residential Guidelines for Suburban Neighborhoods is summarized below.

> *1. Multifamily sites in designated Suburban Neighborhood areas should be in close proximity to community-serving retail. In addition, multifamily sites should be centrally located with respect to community services such as libraries, houses of worship, park/recreational facilities, and schools*.

The Project will provide a mixed-use development consisting of both residential units as well as supportive public uses. In addition to the service uses within the Project, there are a number of large-scale retail uses in proximity to the Property, such as the Shoppes at Bailey's Crossroads and Crossroads Center shopping centers.

In addition to the nearby retail uses, there are a number of nearby schools, houses of worship, park/recreational facilities, and libraries. All these uses are accessible by foot, bicycle, or bus service. The Property is served by Metrobus routes 16A and 16L.

2. To accommodate traffic flow, the site should have adequate access to an arterial or to a collector street. An appropriate transportation analysis should be performed in conjunction with proposed multifamily development, with approval made contingent on the satisfactory resolution of identified transportation issues.

The Property will have convenient access to Columbia Pike in addition to the future extension of Seminary Road and "New Road A" that has already been partially constructed by the Alta NOVA project and that the Project will further extend. In addition, the Application will include a traffic impact analysis, as applicable, to determine the transportation impacts and corresponding mitigation measures associated with the Project.

3. Sites for multifamily residential development should be located where it is county policy to provide public water and sewer service.

The Project is located in an area with public water and sewer service.

4. The required site size for multifamily development in Suburban Neighborhoods is dependent upon density, setback requirements, open space, parking, social and recreational amenities to be provided, and building height. These factors will tend to determine minimum site size. Generally, in areas of the county which have a reasonable supply of vacant or underutilized land, sites should be above the size necessary to meet Zoning Ordinance requirements (a minimum of 200 units). This enhances the ability to support a package of private amenities such as swimming pools, tennis courts, a clubhouse, etc. If proposed multifamily projects contain more than 600 units, diversity in architectural style, layout and transition should be encouraged.

The Project will have 160 affordable dwelling units as contemplated by the RFP. The buildings will offer a variety of both indoor and outdoor amenities to meet the needs of the residents.

5. Environmental concerns should be considered in site selection. Multifamily development is not appropriate in areas designated as Low-Density Residential Areas. Environmental Quality Corridors and areas subject to airport noise greater than DNL 60 dBA generally should be avoided.

The Project is not located within an area designated as low density residential or within an airport noise area greater than DNL 60 dBA.

C. Residential Development Criteria

Appendix 9 of the Land Use Policy Plan includes general guidelines for residential development to ensure that it enhances a community by: fitting into the fabric of the neighborhood, respecting the environment, addressing transportation impacts, addressing impacts on other public facilities, being responsive to historic heritage, contributing to the provision of affordable housing and, being responsive to the unique site specific considerations of the property. The Project's compliance with these criteria is summarized below.

1. **Site Design.** *All rezoning applications for residential development should be characterized by high quality site design. Rezoning proposals for residential development, regardless of the proposed density, will be evaluated based upon the following principles, although not all of the principles may be applicable for all developments.*

   a. ***Consolidation:*** *Developments should provide parcel consolidation in conformance with any site specific text and applicable policy recommendations of the Comprehensive Plan. Should the Plan text not specifically address consolidation, the nature and extent of any proposed parcel consolidation should further the integration of the development with adjacent parcels. In any event, the proposed consolidation should not preclude nearby properties from developing as recommended by the Plan.*

      The Property is currently vacant except for a small portion of the area next to Columbia Pike which has been temporarily repurposed as Crossroads Interim Park. The redevelopment of the Property will provide much needed affordable housing and will not preclude nearby properties from developing as recommended in the Plan.

   b. ***Layout:*** *The layout should:*

      i. *provide logical, functional and appropriate relationships among the various parts (e. g. dwelling units, yards, streets, open space, stormwater management facilities, existing vegetation, noise mitigation measures, sidewalks and fences);*

         The Project is designed as a single building intentionally situated along

Columbia Pike with building wings that frame the two third floor courtyards and the Shared Mews to the west. In addition, the public use and monumental staircase will frame the building and create an inviting gathering area, entryway, and connection between the proposed development and the nearby Alta NOVA and retail centers. This layout allows for meaningful relationships between the proposed residential development and the surrounding areas.

ii. provide dwelling units that are oriented appropriately to adjacent streets and homes;

The Project will be seven (7) stories in height, including the podium parking and ground floor with public use. The units will either face one of the two third floor courtyards, Columbia Pike, the Share Mews, New Street A and the single-family attached homes beyond, or the future extension of Seminary Road.

iii. include usable yard areas within the individual lots that accommodate the future construction of decks, sunrooms, porches, and/or accessory structures in the layout of the lots, and that provide space for landscaping to thrive and for maintenance activities;

The Project will be comprised of one residential building that will all be on one lot. The proposed layout allows for direct sunlight into the Project's recreational open spaces and courtyards. This outdoor amenity spaces will contain a multitude of active and passive recreational opportunities including lawn areas for community events and informal play, tables and seating areas, grills, exercise/fitness stations, a community courtyard, and a playground for the residents' families.

iv. provide logical and appropriate relationships among the proposed lots including the relationships of yards, the orientation of the dwelling units, and the use of pipestem lots;

The Project will be comprised of one facility on one lot, so this standard is not directly applicable. However, the Project's layout provides a logical relationship between the proposed development and adjacent uses and recreational areas.

v. provide convenient access to transit facilities;

The Property is served by Metrobus routes 16A and 16L. A bus stop is located immediately in front of the Property. Other bus routes are located within a ten (10) minute walk.

vi. Identify all existing utilities and make every effort to identify all proposed utilities and stormwater management outfall areas; encourage utility collocation where feasible.

The Applicant will ensure that all utilities and stormwater management facilities will be properly integrated into the Project. The Project will connect to an existing public water line located in the Columbia Pike right of way. These connections into existing lines will minimize land disturbance by the Project.

c. ***Open Space:*** *Developments should provide usable, accessible, and well-integrated open space. This principle is applicable to all projects where open space is required by the Zoning Ordinance and should be considered, where appropriate, in other circumstances.*

As mentioned above, the Project includes recreational open space via the courtyard, Shared Mews, and eastern edge of the Property. This outdoor amenity space will be highly accessible to the Project's residents, as well as a portion for public users. The planned amenity space for residents will contain a multitude of active and passive recreational opportunities, including lawn areas for community events and informal play, tables and seating areas, grills, exercise/fitness stations, a community courtyard, and a playground for the residents' families.

d. ***Landscaping:*** *Developments should provide appropriate landscaping: for example, in parking lots, in open space areas, along streets, in and around stormwater management facilities, and on individual lots.*

The Project will include appropriate landscaping in conformance with all applicable Zoning Ordinance standards.

e. ***Amenities:*** *Developments should provide amenities such as benches, gazebos, recreational amenities, play areas for children, walls and fences, special paving treatments, street furniture, and lighting.*

The Project includes recreational outdoor amenity areas that will be supplemented with lighting, tables and seating, play areas for children, and additional amenities for the residents as described above.

*2. **Neighborhood Context.** All rezoning applications for residential development, regardless of the proposed density, should be designed to fit into the community within which the development is to be located. Developments should fit into the fabric of their adjacent neighborhoods, as evidenced by an evaluation of:*

i. transitions to abutting and adjacent uses;

The Project is adjacent to the Alta NOVA to the west, Radley Acura to the east, and single-family attached homes to the south. The Project will be compatible in size and scale to these nearby uses.

ii. lot sizes, particularly along the periphery;

The Project will contain one facility on a single lot.

iii. bulk/mass of the proposed dwelling units;

The Project is a seven (7)-story building oriented toward Columbia Pike. This will provide an architectural frontage complementary to the Alta NOVA next door and will frame the streetscape along Columbia Pike, the Shared Mews, New Street A, the extension of Seminary Road.

iv. setbacks (front, side and rear);

The Project includes appropriate setbacks as necessary for the site.

v. orientation of the proposed dwelling units to adjacent streets and homes;
The Project's frontage along Columbia Pike and other frontages are appropriately scaled and oriented for an architectural design complementary to the surrounding area.

vi. architectural elevations and materials;

The Applicant's RFP submission includes a site analysis, floor plans, building massing studies, architectural design studies, and a preliminary rendering. Throughout the application process, the Applicant will provide additional architectural elevations and materials to ensure the compatibility of the proposed Project within the surrounding neighborhood.

vii. pedestrian, bicycle and vehicular connections to off-site trails, roadways, transit facilities and land uses;

The Project will have two nearby Metrobus stops and will also be connected with adjacent sidewalks and the Shared Mews.

viii. existing topography and vegetative cover and proposed changes to them as a result of clearing and grading.

The Project involves the redevelopment of a vacant lot. The interim park will be replaced by newly landscaped open space. The Project will therefore not result in any meaningful changes to the vegetative cover on the Property.

*3. **Environment.** All rezoning applications for residential development should respect the environment. Rezoning proposals for residential development, regardless of the proposed density, should be consistent with the policies and objectives of the environmental element of the Policy Plan, and will also be evaluated on the following principles, where applicable.*

i. Preservation: Developments should conserve natural environmental resources by protecting, enhancing, and/or restoring the habitat value and pollution reduction potential of floodplains, stream valleys, EQCs, RPAs, woodlands, wetlands and other environmentally sensitive areas.

The Project does not affect any environmentally sensitive areas.
ii. Slopes and Soils: The design of developments should take existing topographic conditions and soil characteristics into consideration.

The Project will work with existing topographic and soil conditions.

iii. Water Quality: Developments should minimize off-site impacts on water quality by commitments to state of the art best management practices for stormwater management and better site design and low impact development (LID) techniques.

The Project will include best practices for stormwater management and low-impact development ("LID") techniques as articulated in the Comprehensive Plan.

iv. Drainage: The volume and velocity of stormwater runoff from new development should be managed in order to avoid impacts on downstream properties. Where drainage is a particular concern, the applicant should demonstrate that off-site drainage impacts will be mitigated and that stormwater management facilities are designed and sized appropriately. Adequate drainage outfall should be verified, and the location of drainage outfall (onsite or offsite) should be shown on development plans.

The Project will include adequate stormwater management facilities to control both the volume and rate of runoff from the Property. More detailed information will be provided throughout the application process.

v. Noise: Developments should protect future and current residents and others from the adverse impacts of transportation generated noise.

The Project is set back from the adjacent roadways to minimize potential impacts form transportation generated noise. Quality building materials will be utilized to further reduce noise impacts on residents.

vi. Lighting: Developments should commit to exterior lighting fixtures that minimize neighborhood glare and impacts to the night sky.

The Project will include exterior lighting that will meet all applicable Zoning Ordinance requirements for outdoor lighting, including the use of full cut-off light fixtures and other features that minimize glare and impacts to the night sky.

*vii. **Energy:** Developments should use site design techniques such as solar orientation and landscaping to achieve energy savings, and should be designed to encourage and facilitate walking and bicycling. Energy efficiency measures should be incorporated into building design and construction.*

The Project is intentionally oriented to allow sunlight not only into the Shared Mews, but also onto each of the courtyards. As for energy efficiency measures within the building design and construction, the Applicant will work closely with the County during the entitlement process to create an environmentally friendly, sustainable development that will minimize utility consumption, minimize impact on the stormwater system, improve indoor air quality, and introduce financially responsible innovative technologies. The Project will also extend the existing shared use path along Columbia Pike across the Property's frontage that will also connect to the Shared Mews that runs between the Alta NOVA and the Project. Landscaping will also be designed to encourage pedestrian activity and the undergrounding of utilities along Columbia Pike and Seminary Road will further enhance the pedestrian experience.

*4. **Tree Preservation and Tree Cover Requirements.** All rezoning applications for residential development, regardless of the proposed density, should be designed to take advantage of the existing quality tree cover. If quality tree cover exists on site as determined by the county, it is highly desirable that developments meet most or all of their tree cover requirement by preserving and, where feasible and appropriate, transplanting existing trees. Tree cover in excess of ordinance requirements is highly desirable. Proposed utilities, including stormwater management and outfall facilities and sanitary sewer lines, should be located to avoid conflicts with tree preservation and planting areas. Air quality-sensitive tree preservation and planting efforts (see Objective 1, Policy c in the Environment section of this document) are also encouraged.*

The Project involves the redevelopment of a vacant lot that currently has minimal landscaping and little tree cover. The Applicant's design will attempt to preserve any existing significant trees and maximize the planting of new ones as part of the landscape plan.

*5. **Transportation.** All rezoning applications for residential development should implement measures to address planned transportation improvements. Applicants should offset their impacts to the transportation network. Accepted techniques should be utilized for analysis of the development's impact on the network. Residential development considered under these criteria will range widely in density and, therefore, will result in differing impacts to the transportation network. Some criteria will have universal applicability while others will apply only under specific circumstances. Regardless of the proposed density, applications will be evaluated based upon the following principles, although not all of the principles may be applicable.*

a. ***Transportation Improvements:*** *Residential development should provide safe and adequate access to the road network, maintain the ability of local streets to safely accommodate traffic, and offset the impact of additional traffic through commitments to the following:*

i. Capacity enhancements to nearby arterial and collector streets;

The Project will include a traffic impact analysis to determine the transportation impacts and any appropriate mitigation measures for the Project.

ii. Street design features that improve safety and mobility for non-motorized forms of transportation;

The Project will include pedestrian facilities to ensure the safety of residents, employees and visitors alike.

iii. Signals and other traffic control measures;

As mentioned above, the Applicant will provide any mitigation measures necessitated by the Project's anticipated transportation impact.

iv. Development phasing to coincide with identified transportation improvements;

The Project includes a single building to be provided in one phase.

v. Right-of-way dedication;

The Project will dedicate right-of-way as needed for the extension of New Street A and the extensions of Seminary Road.

vi. Construction of other improvements beyond ordinance requirements;

As mentioned above, the Applicant will provide mitigation measures to offset anticipated transportation impacts from the Project.

vii. Monetary contributions for improvements in the vicinity of the development.

The Applicant will work closely with the County to address any required contributions that are identified during the entitlement process, such as offsite Fairfax County Park Authority contributions and public school contributions.

b. ***Transit/Transportation Management:*** *Mass transit usage and other transportation measures to reduce vehicular trips should be encouraged by:*

i. Provision of bus shelters;

The Project location provides convenient access to bus service without the need for a bus shelter within the site.

ii. Implementation and/or participation in a shuttle bus service;

The proposed Project will have access to multiple Metrobus routes within an easy walk of the Property.

iii. Participation in programs designed to reduce vehicular trips;

The Project will include a Transportation Demand Management plan to ensure the reduction of vehicular trips as deemed necessary.

iv. Incorporation of transit facilities within the development and integration of transit with adjacent areas;

The Property is served by Metrobus routes 16A and 16L. A bus stop is located immediately in front of the Property. Other bus routes are located within a ten (10) minute walk.

v. Provision of trails and facilities that increase safety and mobility for non-motorized travel.

The Project will be incorporated into and add to the existing sidewalk network in the vicinity of the Property with appropriate connections.

c. ***Interconnection of the Street Network:*** *Vehicular connections between neighborhoods should be provided, as follows:*

i. Local streets within the development should be connected with adjacent local streets to improve neighborhood circulation;

The Project contains a single building, and it does not have any interior local streets.

ii. When appropriate, existing stub streets should be connected to adjoining parcels. If street connections are dedicated but not constructed with development, they should be identified with signage that indicates the street is to be extended;

The Project provides for the extension of New Street A and Seminary Road.

iii. Streets should be designed and constructed to accommodate safe and convenient usage by buses and non-motorized forms of transportation;

New streets will be constructed in conformance with all applicable requirements.

iv. Traffic calming measures should be implemented where needed to discourage cut-through traffic, increase safety and reduce vehicular speed;

New streets will be constructed in conformance with all applicable requirements.

v. The number and length of long, single-ended roadways should be minimized;

The Project provides for the extension of New Street A and Seminary Road.

vi. Sufficient access for public safety vehicles should be ensured;

Sufficient access for public safety and emergency vehicles will be provided.

d. ***Streets:*** *Public streets are preferred. If private streets are proposed in single-family detached developments, the applicant shall demonstrate the benefits for such streets. Applicants should make appropriate design and construction commitments for all private streets so as to minimize maintenance costs which may accrue to future property owners. Furthermore, convenience and safety issues such as parking on private streets should be considered during the review process.*

The extensions of New Street A and Seminary Road will be provided as public streets.

e. ***Non-motorized Facilities:*** *Non-motorized facilities, such as those listed below, should be provided:*

i. Connections to transit facilities;

The Property is served by Metrobus routes 16A and 16L. A bus stop is located immediately in front of the Property. Other bus routes are located within a ten (10) minute walk.

ii. Connections between adjoining neighborhoods;

The Project will advance the goals of connecting adjoining neighborhoods with the extensions of New Street A and Seminary Road.

iii. Connections to existing non-motorized facilities;

The Project will be incorporated into and add to the existing sidewalk network in the vicinity of the Property with appropriate connections.

iv. Connections to off-site retail/commercial uses, public/community facilities, and natural and recreational areas;

The Project is located within proximity to a large number of commercial uses, including the Shoppes at Bailey's Crossroads, Crossroads Center, and others that are all accessible on foot, bicycle, or bus along Columbia Pike.

v. An internal non-motorized facility network with pedestrian and natural amenities, particularly those included in the Comprehensive Plan;

As noted above, the Project will link up with and expand a robust sidewalk network within the CBC and provide new amenities such as the Shared Mews.

vii. Driveways to residences should be of adequate length to accommodate passenger vehicles without blocking walkways;

The Project does not include residential driveways.

viii. Construction of non-motorized facilities on both sides of the street is preferred. If construction on a single side of the street is proposed, the applicant shall demonstrate the public benefit of a limited facility.

There will be sidewalks on all four sides of the Property.

f. ***Alternative Street Designs:*** *Under specific design conditions for individual sites or where existing features such as trees, topography, etc. are important elements, modifications to the public street standards may be considered.*

Any needed modifications will be addressed in the Application.

6. ***Public Facilities:*** *Residential development impacts public facility systems (i.e., schools, parks, libraries, police, fire and rescue, stormwater management and other publicly owned community facilities). These impacts will be identified and evaluated during the development review process. For schools, a methodology approved by the Board of Supervisors, after input and recommendation by the School Board, will be used as a guideline for determining the impact of additional students generated by the new development.*

Given the variety of public facility needs throughout the county, on a case-by-case basis, public facility needs will be evaluated so that local concerns may be addressed.

All rezoning applications for residential development are expected to offset their public facility impact and to first address public facility needs in the vicinity of the proposed development. Impact offset may be accomplished through the dedication of land suitable for the construction of an identified public facility need, the construction of public facilities, the contribution of specified in-kind goods, services or cash earmarked for those uses, and/or monetary contributions to be used toward funding capital improvement projects. Selection of the appropriate offset mechanism should maximize the public benefit of the contribution.

Furthermore, phasing of development may be required to ensure mitigation of impacts.

The Applicant recognizes that the Project may have an impact on public facility systems, such as parks, libraries, police, fire and rescue, stormwater management and other publicly-owned community facilities. The Applicant looks forward to

identifying and evaluating any potential public facilities impacts in coordination with the County during the development review process.

7. ***Affordable Housing:*** *Ensuring an adequate supply of housing for low- and moderate-income families, those with special accessibility requirements, and those with other special needs is a goal of the county. Part 8 of Article 2 of the Zoning Ordinance requires the provision of Affordable Dwelling Units (ADUs) in certain circumstances. Criterion #7 is applicable to all rezoning applications and/or portions thereof that are not required to provide any Affordable Dwelling Units, regardless of the planned density range for the site.*

   a. ***Dedication of Units or Land:*** *If the applicant elects to fulfill this criterion by providing affordable units that are not otherwise required by the ADU Ordinance: a maximum density of 20% above the upper limit of the Plan range could be achieved if 12.5% of the total number of single-family detached and attached units are provided pursuant to the Affordable Dwelling Unit Program; and, a maximum density of 10% or 20% above the upper limit of the Plan range could be achieved if 6.25% or 12.5%, respectively of the total number of multifamily units are provided to the Affordable Dwelling Unit Program. As an alternative, land, adequate and ready to be developed for an equal number of units may be provided to the Fairfax County Redevelopment and Housing Authority or to such other entity as may be approved by the Board.*

   b. ***Housing Trust Fund Contributions:*** *Satisfaction of this criterion may also be achieved by a contribution to the Housing Trust Fund or, as may be approved by the Board, a monetary and/or in-kind contribution to another entity whose mission is to provide affordable housing in Fairfax County, equal to 0.5% of the value of all of the units approved on the property except those that result in the provision of ADUs. This contribution shall be payable prior to the issuance of the first building permit. For for-sale projects, the percentage set forth above is based upon the aggregate sales price of all of the units subject to the contribution, as if all of those units were sold at the time of the issuance of the first building permit, and is estimated through comparable sales of similar type units. For rental projects, the amount of the contribution is based upon the total development cost of the portion of the project subject to the contribution for all elements necessary to bring the project to market, including land, financing, soft costs and construction. The sales price or development cost will be determined by the Department of Housing and Community Development, in consultation with the Applicant and the Department of Public Works and*

Environmental Services. If this criterion is fulfilled by a contribution as set forth in this paragraph, the density bonus permitted in a) above does not apply.

The Project provides a unique opportunity to provide affordable housing within the Mason District. All units within the Project will be provided as ADUs, far exceeding the Zoning Ordinance requirements and Comprehensive Plan recommendations for affordable housing. The Applicant is excited by the opportunity to respond to the County's RFP for this project and looks forward to this opportunity to provide a much-needed housing opportunity for the community.

8. ***Heritage Resources:*** *Heritage resources are those sites or structures, including their landscape settings, that exemplify the cultural, architectural, economic, social, political, or historic heritage of the county or its communities. Some of these sites and structures have been 1) listed in, or determined eligible for listing in, the National Register of Historic Places or the Virginia Landmarks Register; 2) determined to be a contributing structure or site within a district so listed or eligible for listing; 3) located within and considered as a contributing structure within a Fairfax County Historic Overlay District; or 4) listed in, or having a reasonable potential as determined by the county, for meeting the criteria for listing in, the Fairfax County Inventory of Historic Sites.*

In reviewing rezoning applications for properties on which known or potential heritage resources are located, some or all of the following shall apply

a. Protect heritage resources from deterioration or destruction until they can be documented, evaluated, and/or preserved;

b. Conduct archaeological, architectural, and/or historical research to determine the presence, extent, and significance of heritage resources;

c. Submit proposals for archaeological work to the county for review and approval and, unless otherwise agreed, conduct such work in accordance with state standards;

d. Preserve and rehabilitate heritage resources for continued or adaptive use where feasible;

e. Submit proposals to change the exterior appearance of, relocate, or demolish historic structures to the Fairfax County Architectural Review Board for review and approval;

f. Document heritage resources to be demolished or relocated;

g. Design new structures and site improvements, including clearing and grading, to enhance rather than harm heritage resources;

h. Establish easements that will assure continued preservation of heritage resources with an appropriate entity such as the county's Open Space and Historic Preservation Easement Program; and

i. Provide a Fairfax County Historical Marker or Virginia Historical Highway Marker on or near the site of a heritage resource, if recommended and approved by the Fairfax County History Commission.

There are no existing structures on the site, nor any known potential heritage resources.

VI. Waiver for Additional Residential as a Secondary Use

The Property is zoned PDC and the Applicant anticipates that the Project will involve a PCA and CDPA to amend the existing development plan and proffers without rezoning to a different zoning district. An FDP will also be required. The Project will require the PCA/CDPA and FDP to convert the approved office building to residential use.

Under the PDC zoning district, the gross floor area of residential uses may not exceed 50% of the total GFA of a project, which is 583,000 square feet. The approved CDP includes a waiver to permit up to 70% residential use. With the proposed conversion of the office use to residential and public use, the Applicant proposes 173,758 square feet of residential use and 5,873 square feet of public use.

As a result, the Applicant will need to request a waiver from the Board of Supervisors to permit 99% of the total GFA to be for residential use. The waiver is justified by the proposed additional of 160 affordable residential units as requested by Fairfax County in the RFP and in conformance with the Comprehensive Plan.

VII. Conclusion

The Application provides an excellent opportunity for a meaningful and successful public private partnership between NHP and Fairfax County. The proposal will achieve a substantial mixed-use development that makes a significant contribution to affordable housing opportunities in Fairfax County, while also providing supportive public use to meet the needs of the residents and others in the community. The Project will provide affordable housing and related amenities and services in a desirable location with opportunities for the County to create a place for residents to live, work, and play.

For the reasons outlined above, the Applicant respectfully requests the favorable consideration of the Application by Fairfax County Staff, the Planning Commission, and the Board of Supervisors.

SECTION 6 - DEVELOPMENT PLAN

COLUMBIA CROSSROADS

COLUMBIA CROSSROADS

DEVELOPMENT PLAN

Soto architecture & urban design

The NHP Foundation Preserving America's Affordable Housing

GIBSON SPYRE LLC VETERANS IN HOUSING

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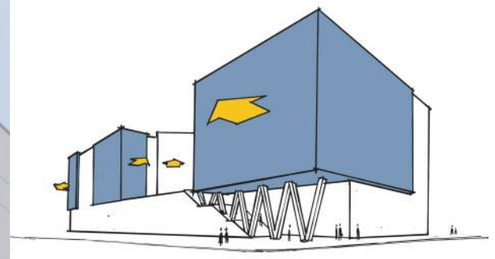
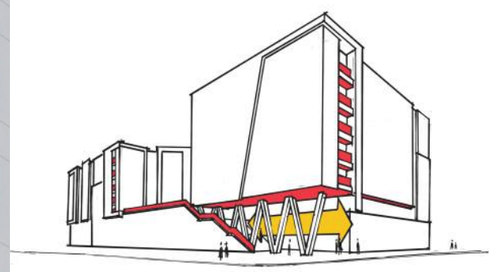
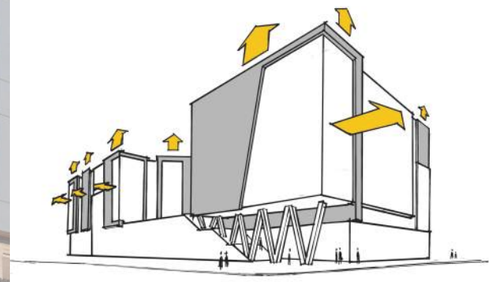
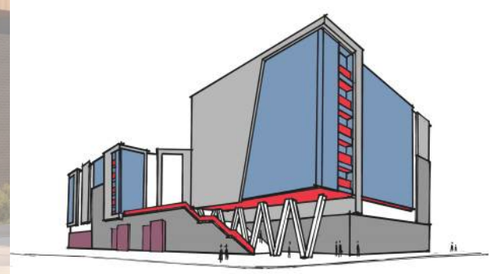








FACADE CONCEPT
PROCESS SKETCHES

DESIGN NARRATIVE:

Columbia Crossroads is designed to bring opportunity and connection to life through high-quality affordable housing, sustainable design, and inclusive community spaces. The seven-story building will offer 160 affordable homes, expansive green space, and a 5,900 SF nonprofit services hub fronting Columbia Pike.

The building embraces Commercial Revitalization District Urban Design Guidelines, promoting community interaction and walkability. Five stories of residential space rise above a two-story podium that includes structured parking and is carefully integrated into the site's natural grade. An S-shaped layout responds to site contours and street geometry, creating two landscaped courtyards with distinct character and scale.

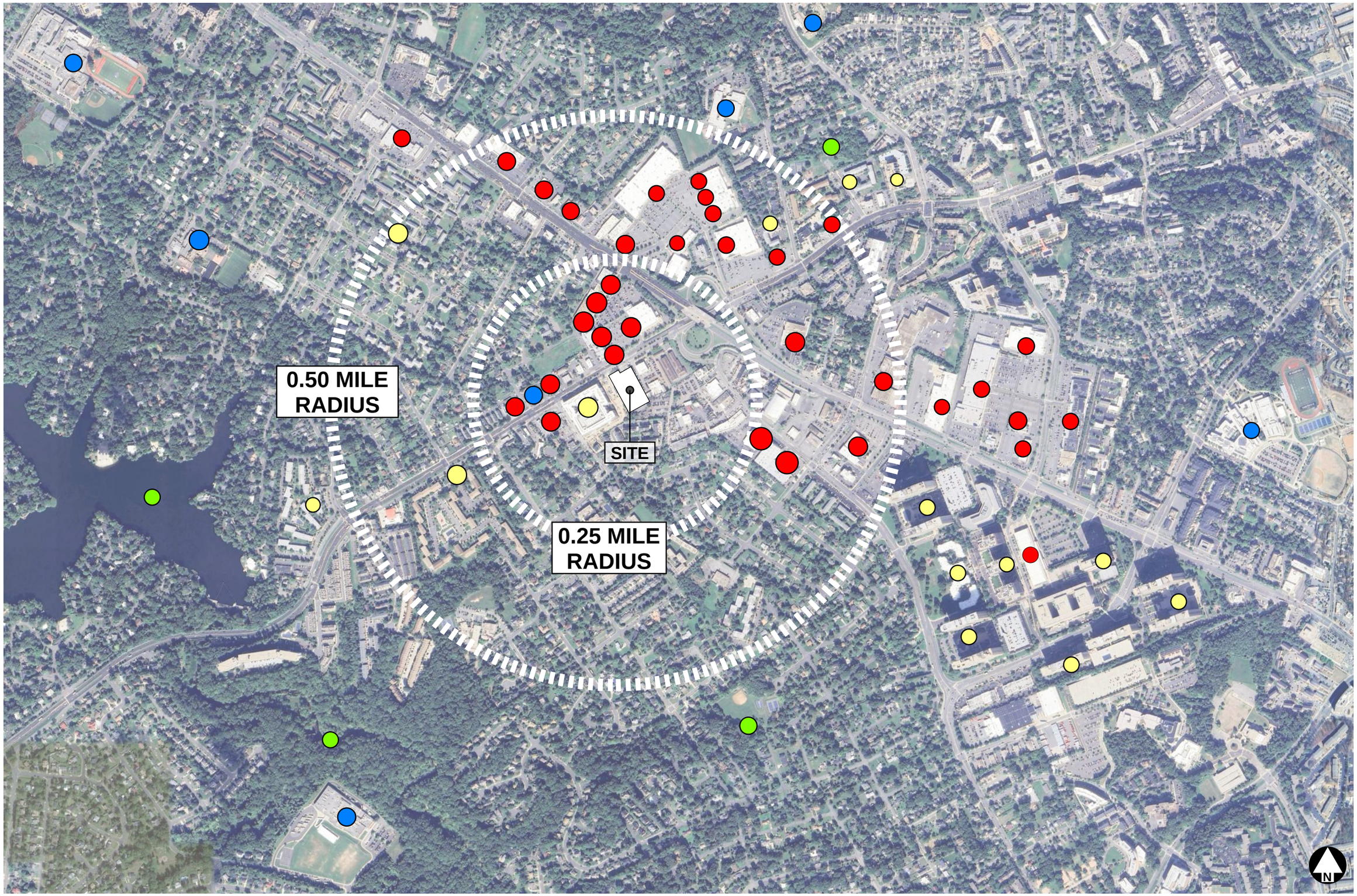
Primary and secondary entrances at the northwest and east corners offer visibility and ease of access from Columbia Pike and the future Seminary Road. Ground-floor units buffer the garage and activate the streetscape with walk-up entries and layered landscaping. The nonprofit services hub anchors the ground floor and will welcome community-based organizations including Second Story and Neighborhood Health.

Columbia Crossroads is designed to achieve EarthCraft Gold certification, with open spaces that serve both as stormwater infrastructure and inviting areas for gathering. The building integrates energy-efficient systems, durable materials, and green infrastructure. But resilience extends beyond physical form—on-site programming is a vital part of supporting long-term stability and well-being for residents.

All units will be built to universal design standards, supporting ease of use for residents of all ages and abilities. At least 15% of homes and all common areas will be fully ADA accessible, advancing equity and supporting aging in place.

The co-located service hub will offer youth programs, healthcare, and individualized coaching through trusted partners. This integrated model ensures that design and programming work hand-in-hand to foster an inclusive, sustainable, and resilient community where residents can thrive.

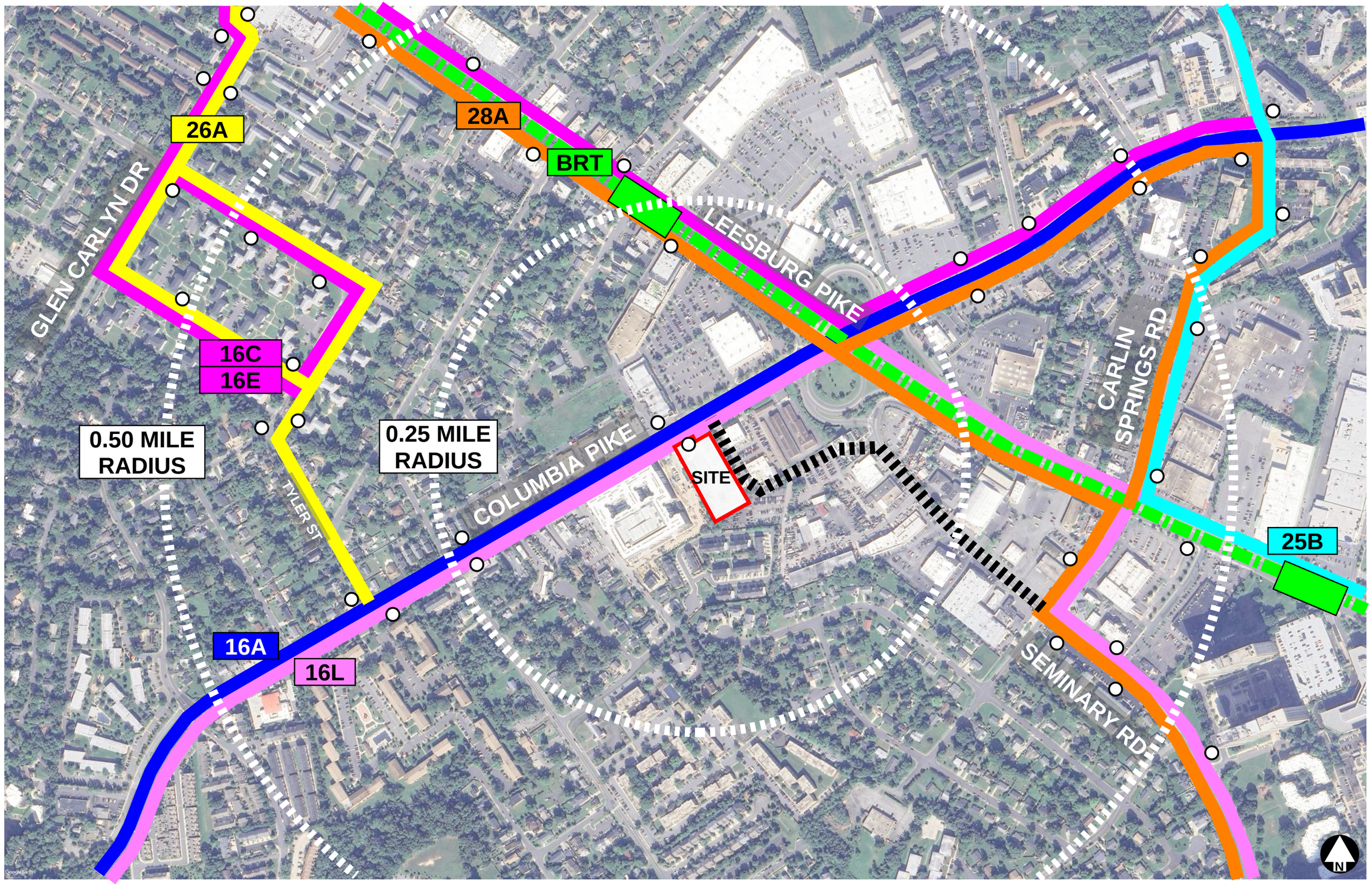
Together, Columbia Crossroads' thoughtful architecture, service-rich environment, and enduring affordability reflect a commitment to equity, livability, and long-term impact in the heart of Bailey's Crossroads.



RETAIL / RESTAURANTS
SCHOOLS
RESIDENTIAL BUILDINGS
PARKS

NEIGHBORHOOD AMENITIES

COLUMBIA CROSSROADS



XX EXISTING BUS ROUTE

PROPOSED BRT ROUTE

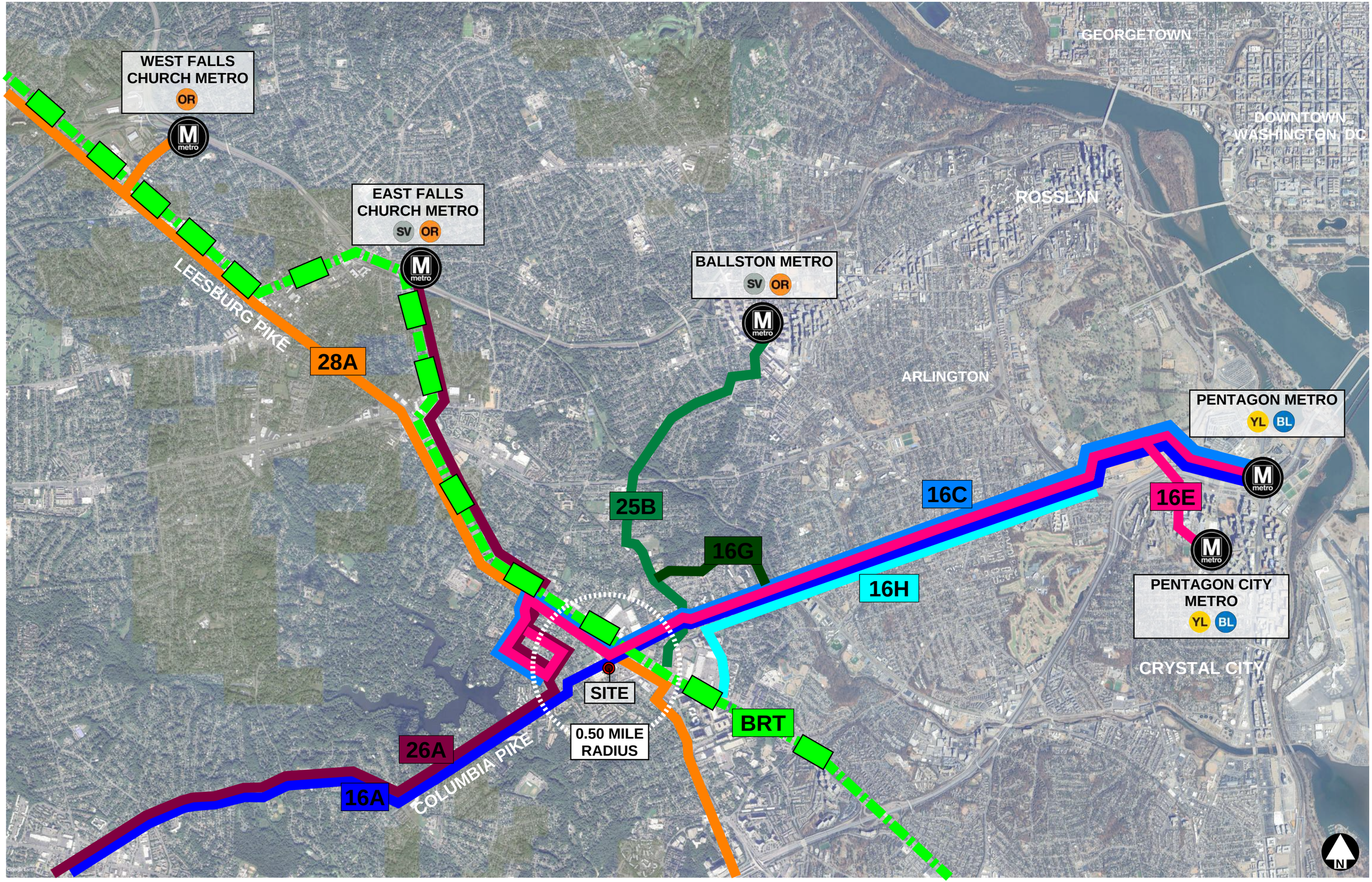
EXISTING BUS STOP

PROPOSED BRT STATION

FUTURE SEMINARY ROAD EXTENSION

NEIGHBORHOOD TRANSPORTATION

COLUMBIA CROSSROADS



XX EXISTING BUS ROUTE

PROPOSED BRT ROUTE

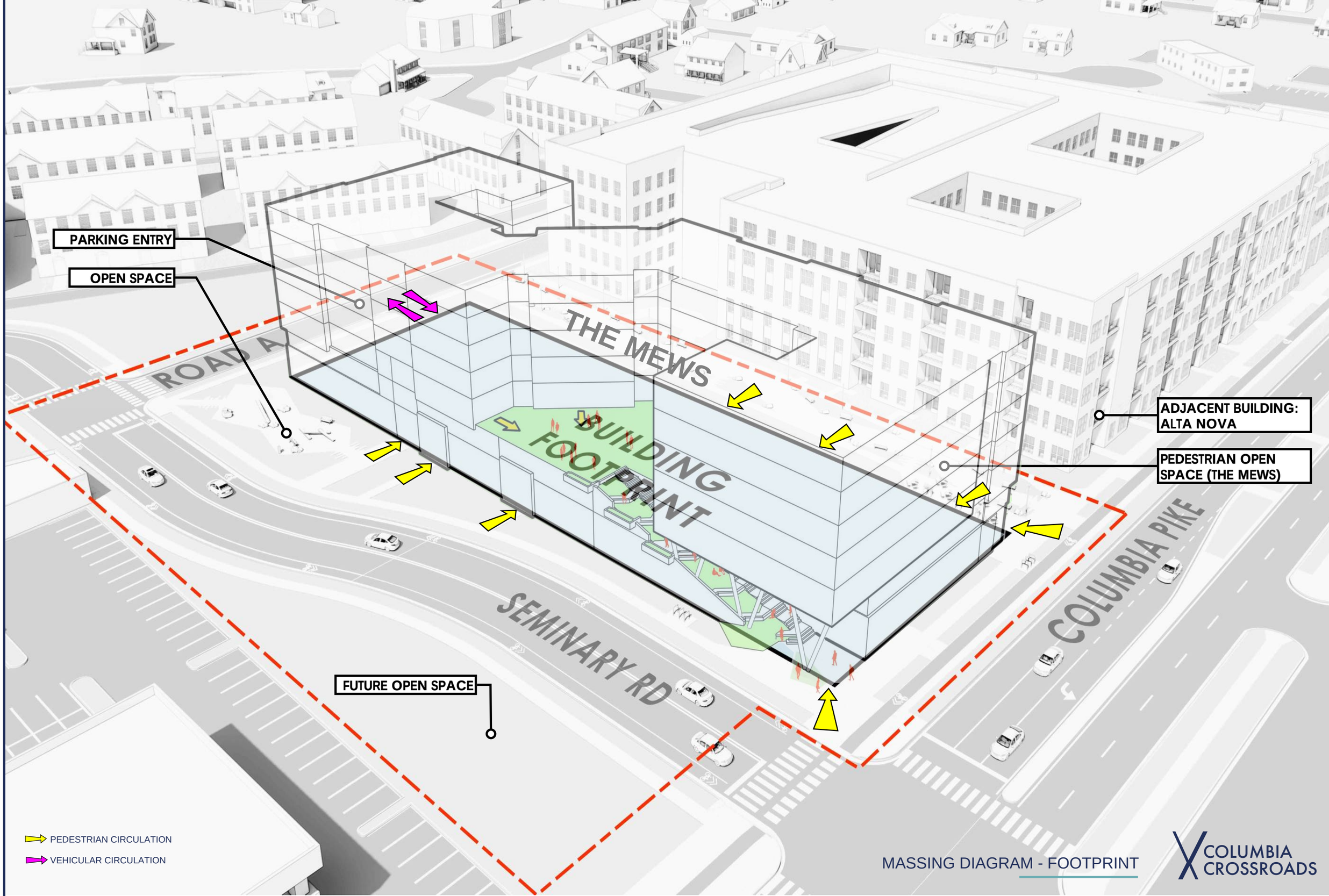
PROPOSED BRT STATION

REGIONAL TRANSPORTATION

COLUMBIA CROSSROADS

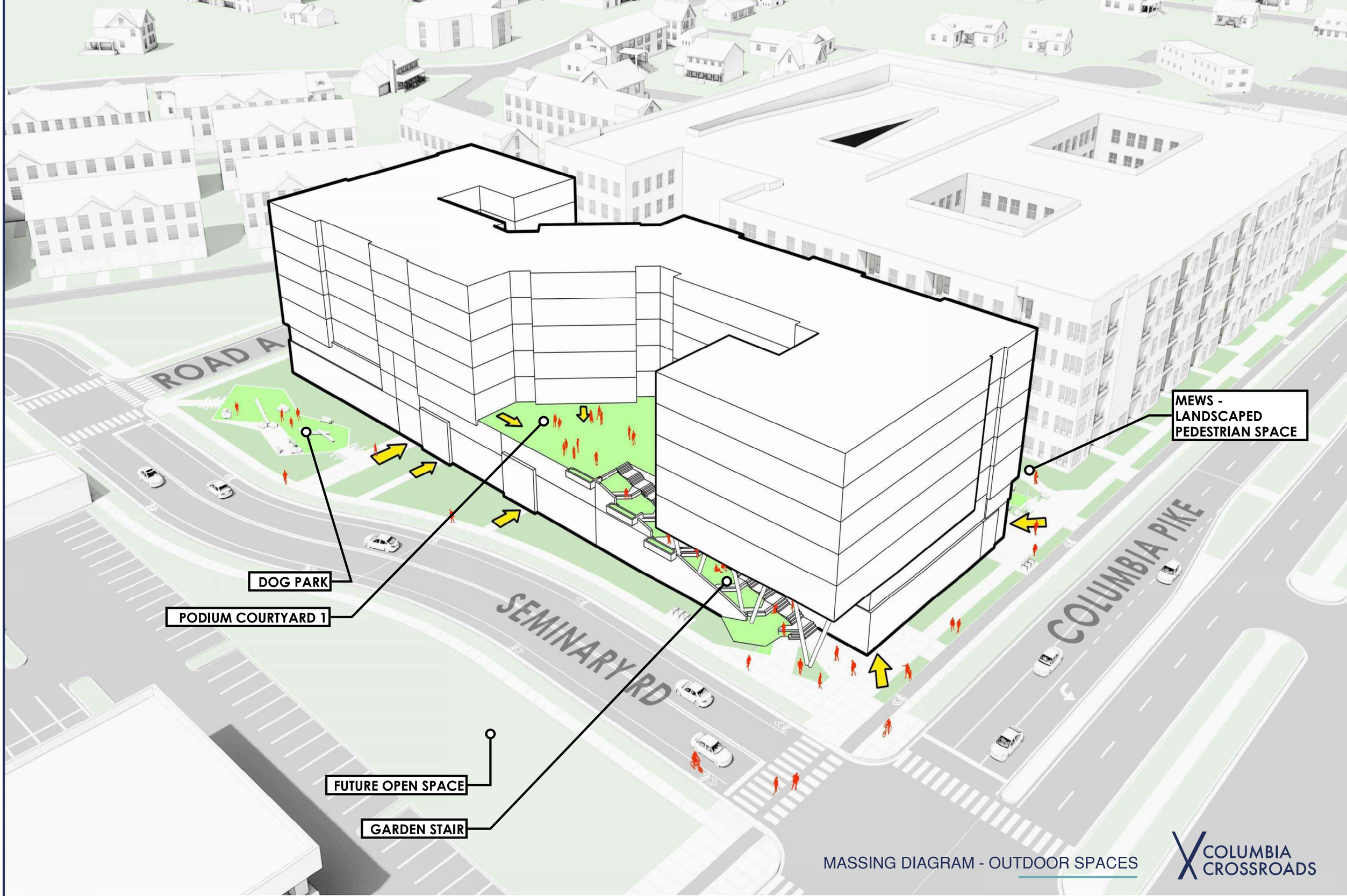
AERIAL VIEW - RENDERING

COLUMBIA CROSSROADS



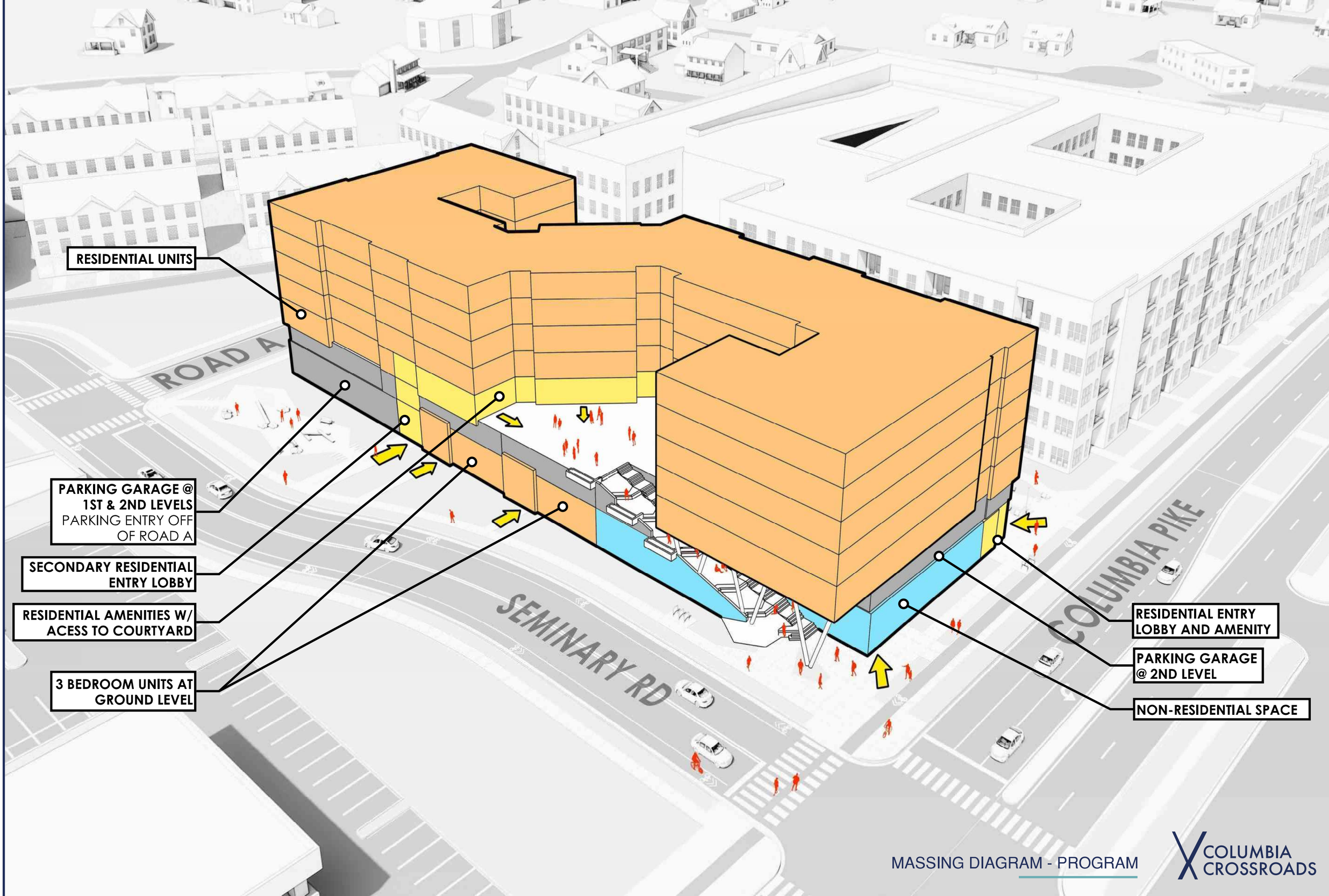
MASSING DIAGRAM - FOOTPRINT

COLUMBIA CROSSROADS



MASSING DIAGRAM - OUTDOOR SPACES

COLUMBIA CROSSROADS



MASSING DIAGRAM - PROGRAM

COLUMBIA CROSSROADS

SITE PLAN

SEMINARY RD
NON-RESIDENTIAL ENTRY
UNIT ENTRY
UNIT ENTRY
SECONDARY RESIDENTIAL ENTRY
DOG PARK
COURTYARD 2
COLUMBIA PIKE
ROAD A
GARAGE ENTRY
COURTYARD 2
RESIDENTIAL ENTRY
UNIT ENTRY
UNIT ENTRY
MEWS
1" = 30ft

LEVEL 1 FLOOR PLAN

SEMINARY RD

DOG PARK

350'-0"

SECONDARY RESIDENTIAL ENTRY

EL. 256.00'
+3.00'

EL. 257.00'
+4.00'

EL. 253.00'
0.00'

UP

NON-RESIDENTIAL

EL. +3.00'
3 BED

EL. +3.00'
3 BED

EL

STAIR

HC

HC

8

EL. 0.00'

EL. +0.00'

ACCESS CONTROL

5% SLOPE

GARAGE AREA
27,216.36 sf

EL. -5.00'

EL. -5.00'

NON-RESIDENTIAL

HC

5

HC

HC

22

19

STAIR

ELEV

STAIR

TRASH

5% SLOPE

124'-0"

COLUMBIA PIKE

ROAD A

SHORT TERM LOADING

0.00'

58 SPACES

EL. +0.00'

5% SLOPE

EL. -2.00'

GARAGE ENTRY

LOBBY + LOUNGE

EL. 0.00'

3 BED

3 BED

3 BED

4

TRASH PICKUP

EL. 255.00'
+2.00'

EL. 253.00'
0.00'

MEWS

EL. 253.00'
0.00'

ADJACENT MULTIFAMILY BUILDING

1" = 30ft

LEVEL 2 FLOOR PLAN

SEMINARY RD

DOG PARK

GARDEN STAIR

DN

UP

8

MEP
666.82 sf

EL

STAIR

9

EL. +13.00'

7.5%

15% SLOPE

7.5%

5% SLOPE

EL. +4.00'

EL. +16.00'

5% SLOPE

EL. +6.50'

OPEN TO BELOW

STAIR

MEP

11

17

5

HC

HC

HC

HC

HC

STAIR

ELEV

29

113 SPACES

EL. +16.00'

2ND LV. GARAGE
41,846.1 sf

ACCESS
CONTROL

32

COLUMBIA PIKE

ROAD A

MEWS

ADJACENT MULTIFAMILY BUILDING

1" = 30ft

LEVEL 3 FLOOR PLAN

SEMINARY RD

COLUMBIA PIKE

ROAD A

MEWS

ADJACENT MULTIFAMILY BUILDING

GARDEN STAIR

COURTYARD 1

COURTYARD 2

COMMUNITY ROOM
1,824 sf

FITNESS ROOM
1,067 sf

LIBRARY
642 sf

LEASING
313 sf

STAIR

ELEV

MEP

LAUND.

TR

2HR RATED WALL

1 BED

2 BED

3 BED

N

1" = 30ft

TYP. LEVEL (4TH - 7TH) FLOOR PLAN

SEMINARY RD

COLUMBIA PIKE

ROAD A

MEWS

ADJACENT MULTIFAMILY BUILDING

COURTYARD 1

COURTYARD 2

2HR RATED WALL

1" = 30ft

COLUMBIA CROSSROADS

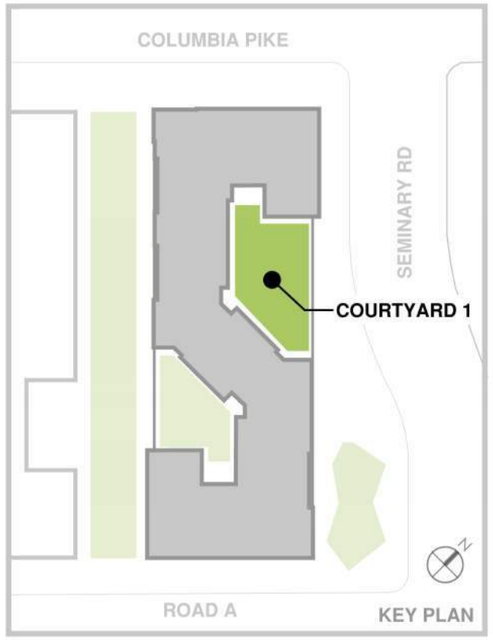
Updated 3/14/2025

Level	Residential Floor Area (gsf)	Net Area (sf)	1Bd/1Ba 650		2Bd/1Ba 850		2Bd/1.5 Ba 900		3Bd/2Ba 1,150		# of Units	Efficiency	Height (ft)*	Constr. Type
			4%	9%	4%	9%	4%	9%	4%	9%				
Level 7	31,915	26,950	5	3	10	7	0	3	1	3	32	84%	11.50	Type IIIA
Level 6	31,915	26,950	5	3	10	7	0	3	1	3	32	84%	10.50	Type IIIA
Level 5	31,915	26,950	5	3	10	7	0	3	1	3	32	84%	10.50	Type IIIA
Level 4	31,915	26,950	5	3	10	7	0	3	1	3	32	84%	10.50	Type IIIA
Level 3	31,915	22,800	5	2	10	5	0	1	1	3	27	71%	10.50	Type IIIA
Level 2	0	0	0	0	0	0	0	0	0	0	0	0%	10.00	Type IA
Level 1	14,183	5,750	0	0	0	0	0	0	4	1	5	41%	16.00	Type IA
GSF*	173,758	136,350	25	14	50	33	0	13	9	16	**160**	78%	80	
* Does not include garage area			39		83		13		25					

Building Area*	**173,758**	**24.4%**	**51.9%**	**8.1%**	**15.6%**	**100%**

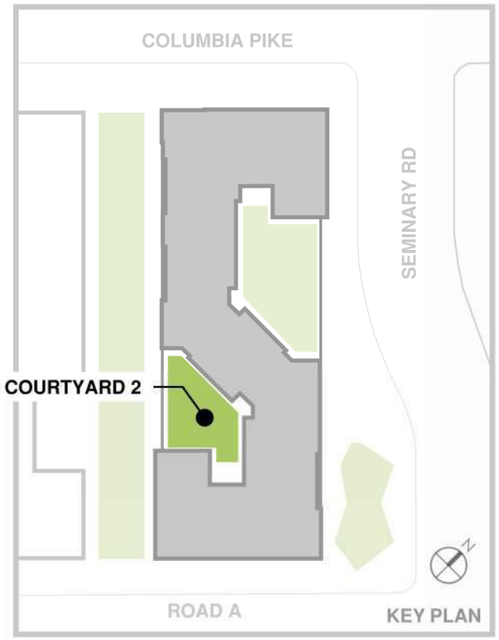
Parking 2	42,038	113	
Parking 1	27,216	58	
		171	spaces
		1.069	parking ratio provided
		1.233	Parking ratio preferred

Non-residential	**5,873**	**3.4%**
Amenities Level 1	**2,560**	**1.5%**
Amenities Level 3	**4,113**	**2.4%**
Leasing Office	411	
Community Room	1,993	
Fitness Room	1,067	
Library	642	



COURTYARD 1
ENLARGED LANDSCAPE PLAN

COLUMBIA CROSSROADS



PRIVATE UNIT PATIO

PRIVATE UNIT PATIO

AMENITY ENTRY

MEWS

DECKED LOUNGE AREA

MOUNTED ARTIFICIAL TURF PLAY AREA

FIRE PIT & LOUNGE

ARTIFICIAL TURF

PRIVATE UNIT PATIO

PRIVATE UNIT PATIO

PRIVATE UNIT PATIO

LOUNGE SPACE

PRIVATE UNIT PATIO

PRIVATE UNIT PATIO

COURTYARD 2
ENLARGED LANDSCAPE PLAN

COLUMBIA CROSSROADS

THE MEWS
ENLARGED LANDSCAPE PLAN

COLUMBIA CROSSROADS

DOG PARK
ENLARGED LANDSCAPE PLAN

COLUMBIA CROSSROADS

SEMINARY RD & COLUMBIA PIKE - RENDERING

COLUMBIA CROSSROADS

RESIDENTIAL ENTRY CORNER & THE MEWS - RENDERING

COLUMBIA CROSSROADS

GARDEN STAIR AT THE MAIN CORNER - RENDERING

COLUMBIA CROSSROADS

AERIAL VIEW - RENDERING

COLUMBIA CROSSROADS

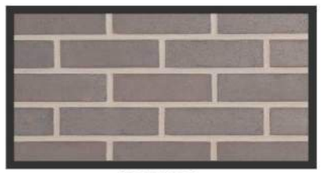
CORRUGATED METAL PANEL

WOODTONE FIBER CEMENT SIDING (JAMES HARDIE)

FIBER CEMENT LAP SIDING

FIBER CEMENT PANEL

BRICK 3



BRICK 2

BRICK 1

WOODTONE FIBER CEMENT LAP SIDING

CORRUGATED METAL PANEL (CAN BE SUBSTITUTED BY COMPOSITE PANEL SIDING)

FIBER CEMENT PANEL

FIBER CEMENT PANEL

BRICK 3

FRAMED OPENING @ 2ND LEVEL GARAGE (TO MATCH WINDOWS)

WOODTONE SOFFIT

BIBER CEMENT PANEL

FIBER CEMENT LAP SIDING

BRICK 2

CORRUGATED METAL PANEL (CAN BE SUBSTITUTED BY COMPOSITE PANEL SIDING)

BRICK 1

FIBER CEMENT LAP SIDING

FIBER CEMENT PANEL

WOODTONE VERTICAL SIDING

BRICK 3

BRICK 2

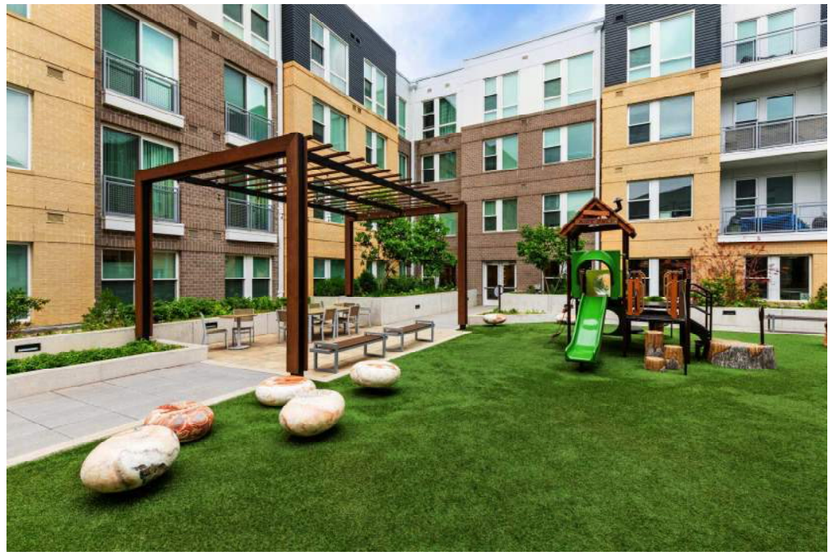
FRAMED SCREENED OPENINGS AT GROUND LEVEL GARAGE (TO MATCH WINDOWS)

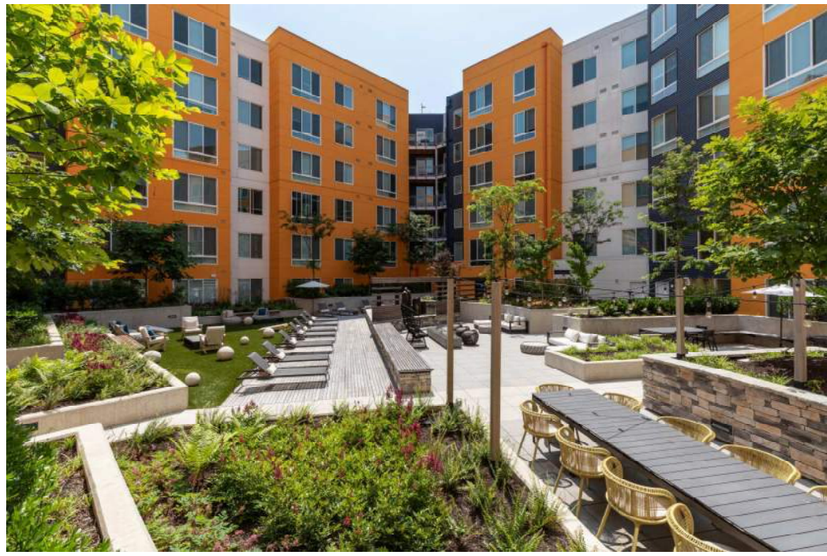
METAL OR FRP SCREEN

MATERIALS OVERVIEW

COLUMBIA CROSSROADS

WEST ALEX - ALEXANDRIA, VA





THE FRASIER - ALEXANDRIA, VA

PRECEDENT IMAGES - COURTYARDS

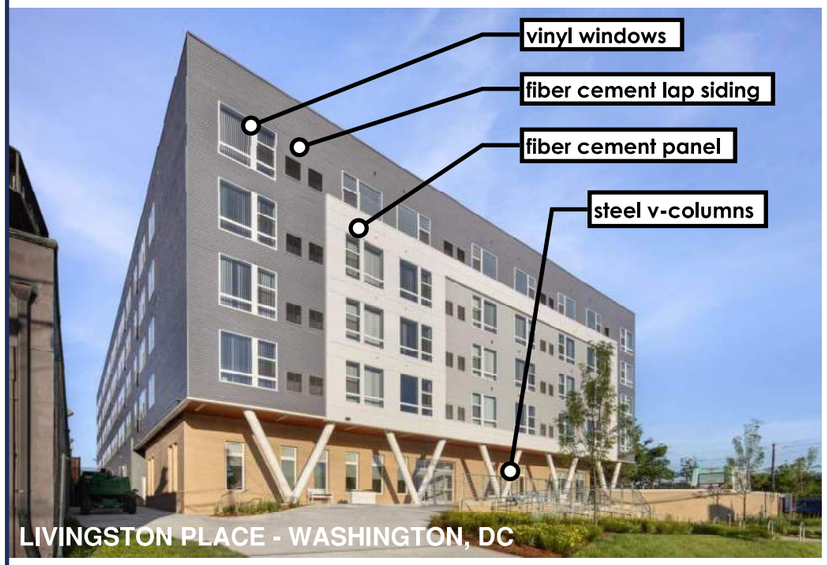
COLUMBIA CROSSROADS

THE IAN - HERNDON, VA

HALLEY RISE - RESTON, VA

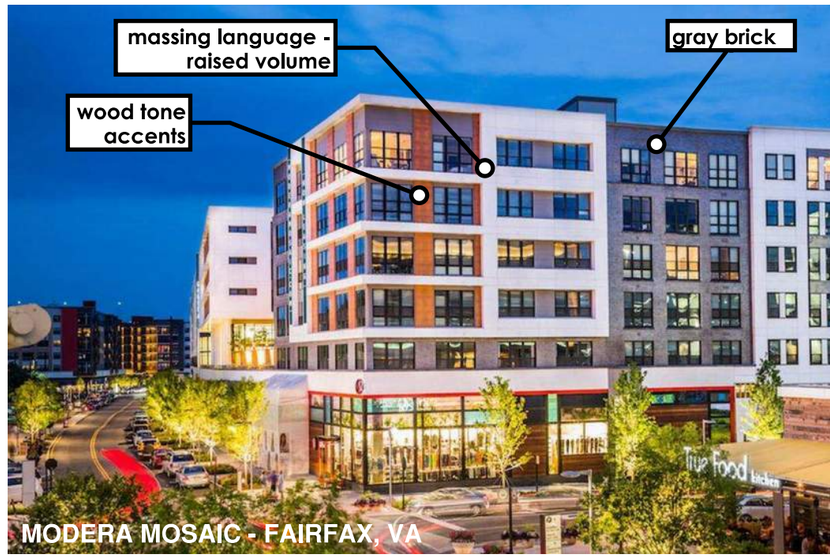
PRECEDENT IMAGES - THE MEWS & DOG PARK

COLUMBIA CROSSROADS



LIVINGSTON PLACE - WASHINGTON, DC

MODERA MOSAIC - FAIRFAX, VA



MODERA MOSAIC - FAIRFAX, VA

AVALON MOSAIC - FAIRFAX, VA

LUMEN - BIRMINGHAM, AL

MODERA MOSAIC - FAIRFAX, VA (COURTYARD)

SECTION 7 - PROJECT SCHEDULE

COLUMBIA CROSSROADS

SECTION 7

PROJECT SCHEDULE

Our development timeline is structured around key financing milestones, particularly Virginia Housing's 9% LIHTC application cycle. As outlined in Section 10, we are proposing a hybrid 9% and 4% LIHTC structure for Columbia Crossroads. To ensure adequate time for entitlements, design, and community collaboration, our team proposes targeting the March 2027 9% LIHTC application round, positioning the project for an early 2028 closing.

Assuming the RFP is awarded in Summer 2025, we will immediately begin conceptual design, community engagement, and coordination with County staff and Virginia Department of Transportation (VDOT). We anticipate submitting amendments to the Conceptual Development Plan (CDP) and Proffer Conditions in Fall 2025, with Final Development Plan (FDP) approval and Board hearings by Summer/Fall of 2026. We have already engaged Wire Gill to prepare a draft statement of justification (Section 5) in support of our entitlement application. We plan to collect traffic data for the VDOT waiver beginning in Fall 2025, once school is in session, to ensure the waiver supports our preferred site circulation and pedestrian-oriented design. We expect VDOT waiver approval by Summer 2026.

Following entitlement, we will submit the 9% LIHTC application in March 2027, enabling a smooth transition into design development, permitting, and pre-construction. Our 4% LIHTC and tax-exempt bond application will follow the 9% reservation.

Key Milestones:

- **RFP Award (Summer 2025):** Initiates design coordination, community outreach, and entitlement preparation.
- **VDOT Waiver (Traffic counts in Fall 2025; decision by Summer 2026):** Enables preferred site circulation.
- **Entitlements (Fall 2025–Summer 2026):** CDP/FDP submissions and approvals aligned with LIHTC timing.
- **9% LIHTC Submission (March 2027):** Supports financial closing in early 2028.
- **4% LIHTC & Bond Submission (Following 9% reservation):** Runs in parallel as part of hybrid financing structure.

If, in consultation with FCRHA, an earlier submission is preferred, our team is prepared to pursue a more aggressive timeline targeting the March 2026 9% LIHTC round. This path would require a compressed entitlement schedule with earlier traffic data collection (May 2025), an accelerated community outreach process, and approvals by early 2026. This option could lead to a 2027 closing but involves greater execution risk due to reduced flexibility in stakeholder engagement and entitlement review.

Our team has the discipline, expertise, and flexibility to execute this plan, whether on the proposed 2027 track or a more aggressive 2026 schedule. We are committed to working closely with FCRHA to finalize a timeline that balances speed, collaboration, and project quality.

MILESTONE	START	COMPLETION
FCRHA Deadlines		
RFP Due Date	4/11/25	4/11/25
RFP Selection	7/10/25	7/10/25
Negotiate and Execute Agreement with FCRHA	7/10/25	8/24/25
Concept Design Feedback and Refinement with FCRHA	8/24/25	10/8/25
Initial County Feedback on Concept Designs		
Concept Design Preparation	8/24/25	9/13/25
Submission to County Staff for Approval	9/13/25	9/28/25
Community Outreach		
Initial outreach	9/28/25	Ongoing
Entitlements		
Prepare Entitlement Package	10/8/25	11/22/25
Submission of CDP and Proffer Condition Amendments and FDP Approval	11/22/25	11/22/25
Submission of Rezoning Application (request expedited and concurrent processing)	11/22/25	11/22/25
CDP and Proffer Condition Amendments and FDP Accepted by County	11/22/25	2/20/26
County Review of Amendments	2/20/26	8/19/26
Planning Commission Public Hearing	8/19/26	9/18/26
Board of Supervisors Public Hearing -- Entitlements / Ground Lease / County Financing	9/18/26	10/18/26
30-Day Appeal Period	10/18/26	11/17/26
Development Plan / Engineering Site Plan		
Begin Final Engineering Preparation	10/18/26	12/17/26
Submission to County Staff / Review / Submission	12/17/26	10/13/27
Record Plat	10/13/27	10/13/27
Site Plan Approval	10/13/27	12/12/27
Land Disturbance Permit Issued	12/12/27	2/10/28
Architectural Design		
Conceptual Design Documents	8/24/25	11/22/25
Schematic Design Documents	9/18/26	11/17/26
Development Design Documents	11/17/26	2/17/27
Construction Documents (Building Permit Submission)	2/17/27	6/9/27
Transportation		
Transportation Study with VDOT	10/8/25	4/6/26
Begin VDOT Access Management Exception	12/2/25	12/2/25
VDOT First Review (45 days)	12/2/25	1/16/26
Resubmission	1/16/26	2/6/26
VDOT Second Review (45 days)	2/6/26	3/23/26
Resubmission	3/23/26	4/13/26
VDOT Third Review (45 days)	4/13/26	5/28/26
Resubmission	5/28/26	6/18/26
VDOT Accepts Waiver	6/18/26	6/18/26

MILESTONE	START	COMPLETION
Development Financing		
Fairfax County Blueprint Funds		
NOFA Released (Est.)	9/4/26	9/4/26
Submit Blueprint Application	10/26/26	10/26/26
Blueprint Funds Awarded	10/26/26	1/24/27
9% LIHTCs		
Virginia Housing 9% Application Submitted	3/11/27	3/11/27
Initial Scoring Released	3/11/27	3/18/27
Final Scoring Approved	3/18/27	6/20/27
Solicit LIHTC Equity	6/20/27	8/4/27
Decide on Equity Provider	8/4/27	8/4/27
Permanent Loan		
Permanent Loan Solicitation	6/20/27	8/4/27
Decide on Perm Loan Provider	8/4/27	8/4/27
4% LIHTCs		
Virginia Housing 4% Application Submission	7/1/27	7/1/27
Staff Review	7/1/27	7/31/27
Virginia Housing Issues 42M Letter	7/31/27	9/14/27
Solicit LIHTC Equity	6/20/27	8/4/27
Decide on Equity Provider	8/4/27	8/4/27
VA DHCD Soft Funds		
NOFA Released (Est.)	10/1/27	10/1/27
Submit VA DHCD Application	10/1/27	10/31/27
VA DHCD Funds Awarded	10/31/27	1/29/28
FCRHA Bond Issuance Process		
Bond Application	10/8/27	10/8/27
Loan Underwriting Committee / Declaration of Intent	10/8/27	10/29/27
Formal Project Presentation to FCRHA	10/29/27	11/24/27
TEFRA Advertisement & Hearing at FCRHA Meeting	11/24/27	12/20/27
Fairfax County Board of Supervisors Meeting	12/20/27	1/15/28
VA DHCD Bond Cap Application	1/15/28	2/5/28
VA DHCD Bond Cap Approval	2/5/28	2/5/28
Bond Financing Document Production	2/5/28	3/1/28
FCRHA - Final Board Resolution	3/1/28	3/8/28
Closing and Bond Issuance	3/8/28	3/22/28
Financial Closing	3/22/28	3/22/28
Construction Period	3/22/28	1/22/30
Pre-Occupancy Scoping Meeting	1/2/30	1/2/30
Lease-Up	1/22/30	7/21/30
Stabilized Occupancy / Conversion to Perm	7/21/30	10/19/30
Bond Release Dates	1/22/30	1/22/31

SECTION 8 - COMMUNITY & STAKEHOLDER OUTREACH STRATEGY

COLUMBIA CROSSROADS

SECTION 8

COMMUNITY AND STAKEHOLDER OUTREACH STRATEGY

Our team's approach to developing a community and stakeholder outreach strategy for East County Part B aligns with One Fairfax's commitment to equitable community development and uses best practices in outreach and engagement that NHPF and Gibson-Spyre have implemented successfully.

The key goals of our outreach strategy are to:

- Refine the concept plan ensuring the final plan reflects broad input and addresses local needs.
- Solidify non-residential tenants in alignment with neighborhood preferences and feedback.
- Prepare for entitlement submission (amendment to CDP and Proffer Conditions, and submission of FDP)

COMMUNITY AND STAKEHOLDER OUTREACH OVERVIEW

Kickoff with FCHRA: If we are selected as the County's developer partner, we will begin work with FCRHA to review our design to address any concerns prior to soliciting input from other County agencies. We will also ask FCHRA for feedback on our stakeholder outreach list (Table 1).

County Agencies and Advisory Committees

Fairfax County Redevelopment and Housing Authority
Fairfax County Department of Housing and Community Development
Fairfax County Department of Planning and Development
Mason District Supervisor's Office
Mason District Land Use Advisory Committee
Fairfax County Veterans and Military Families Commission

Nonprofit and Business Interest Groups

Crossroads + Corners Coalition (formerly BC7RC)
Businesses adjacent to the site (e.g., Radley Acura)

Adjacent Homeowners' Associations

Courtland Park
Ellery Place
Fair Chase
Sunset Manor

Adjacent Apartment Communities and Other Residents

Alta Nova
Other neighboring residents not connected to a homeowner's association within a 0.5-mile radius (Table 2)

Table 1: Stakeholders List for Outreach

Meetings with other County agencies and advisory boards: Once FCRHA has signed off on the concept plan, we will begin meeting with Fairfax County DHCD and Department of Planning and Development staff to discuss our proposed entitlement application prior to formally submitting amendments. We will present our concept plan and work through any staff feedback. The project team will also reach out to Mason District Supervisor Andres Jimenez and Mason District Planning Commissioner Alis Wang to solicit and respond to feedback prior to filing. We will be happy to meet with any other interested Board members and Planning Commissioners.

Meetings with community groups and neighbors: The project team is committed to leading an equitable engagement process in which residents can participate fully in decisions that affect their lives and neighborhoods. We will begin outreach to the community groups and neighbors identified in Table 1 to answer their questions and incorporate their input as we finalize the plans for submission. We will continue our outreach to the community throughout the application and construction period using the following methods:

- Developing and sharing project collateral, including visual representations of the plans, a project website, and one-pagers to help community members learn about the project. All materials will be provided in English and Spanish, and other languages as necessary.
- Leveraging our community partners, including Second Story and Our Stomping Ground, as trusted messengers to engage community residents in their networks to participate.
- Leveraging our development partner, Gibson Spyre, to engage veterans who may be interested in living in our community (there are an estimated 65,000 in the County).
- Conducting in-person and virtual presentations and Q&A sessions to discuss the proposed development concept and solicit feedback. We will offer site visits to help people understand current conditions and visualize our plans. Meetings will take place at locations near the site (if not on site) and will be offered at different times to encourage broad attendance. Spanish interpretation will be provided.
- Incorporating additional community engagement and outreach, including block parties and an open house post-construction and prior to occupancy.

Engagement will continue with County agencies, advisory boards, community groups, and neighbors throughout the process leading up to the Planning Commission and Board of Supervisors Public Hearings, and after approval, through the construction process.

Table 2: Targeted Radius for Stakeholder Engagement

COMMUNITY AND STAKEHOLDER OUTREACH SCHEDULE

We anticipate that we would begin our engagement with FCRHA immediately upon our selection, at a project kickoff meeting. At that meeting, we would discuss the County's expected target dates for meeting key project milestones: completion of pre-staffing review, completion of staffing review, Planning Commission Public Hearing, and Board of Supervisors Public Hearing. We will schedule outreach meetings with County and community stakeholders to align with those County milestones. A high-level outline of the proposed schedule and frequency of meetings with the County and community stakeholders is provided below in Table 3.

STAKEHOLDER GROUP	ANTICIPATED MEETING FREQUENCY
FCRHA	One pre-application meeting One meeting following pre-staffing Weekly/biweekly meetings during staffing review Ad hoc meetings as needed to prepare for public hearings
Fairfax County DHCD and DPD	Ad hoc meetings as needed throughout application processing
Mason District Supervisors Office	One to two meetings prior to filing application
Mason District Planning Commissioner	One to two meetings prior to filing application
Mason District Land Use Advisory Committee	One meeting prior to filing application One to two meetings following pre-staffing review One meeting during staffing review One meeting after publication of staff report/prior to public hearing
Homeowners Associations	One meeting prior to filing application One meeting following pre-staffing review (offered) One meeting during staffing review One meeting after publication of staff report/prior to public hearing
Crossroads + Corners Coalition	Introductory meeting Ad hoc meetings as needed throughout the process

Table 3: Proposed Community Outreach Schedule and Frequency of Community Engagement

STAKEHOLDER AND COMMUNITY ENGAGEMENT OUTREACH TEAM

NHPF and Gibson Spyre will oversee sustained and meaningful outreach to all key stakeholders involved in the development of the County's parcel. The project team members listed in Table 4 will be directly involved in the development the County's parcel and will lead our outreach efforts as they are best equipped to answer questions and respond to stakeholder concerns.

NAME / ORGANIZATION	ROLE
Pam Lee, Assistant Vice President, NHPF	Project lead and outreach lead
John Welsh, Senior Vice President, NHPF	Supports outreach efforts
Tom Gibson, President and CEO, Gibson Spyre	Supports outreach efforts
Joseph Iwaskiw, Soto	Project architect, provides charettes and presentation visuals
Fernando Bonilla Verdesoto, Principal, Soto	Supports outreach efforts
Second Story	Community partner, will support outreach through their networks
Our Stomping Ground	Community partner, will support outreach through their networks

Table 4: Project Outreach Team

PRIOR DEVELOPMENT TEAM EXPERIENCE WITH STAKEHOLDER AND COMMUNITY ENGAGEMENT

Stakeholder and community engagement plays a critical role in NHPF's development process. The three highlighted projects below provide information about the scope and success of our efforts.

Project 1: Park Heights, Baltimore, MD
NHPF is building 211 rental and 78 for-sale homes on 17 acres in Baltimore's Park Heights neighborhood. Our community engagement strategy is helping revitalize the surrounding neighborhood. We invested $100,000 annually in Park Heights Renaissance Partnership (PHRP) to create the "Clean and Green Team," which kept our development site clean and safe during predevelopment. It also allowed PHRP to expand capacity and hire locally. We also worked with PHRP to launch a Small Developer Program, providing technical assistance on the development process to help reduce the number of vacant buildings surrounding the property. NHPF hosted a community event at the Preakness Festival where agencies provided community services, including blood pressure checkups, and housing and utility assistance. This summer, NHPF and the City of Baltimore will hire interns to work in NHPF offices to support a Vacancy Tracking Pilot Program. They will gather data about Baltimore's vacant buildings, particularly in the Park Heights neighborhood.

Project 2: Elm Gardens, Washington, DC
In DC, we built upon support from our residents to gain community backing for a project expansion at Elm Gardens. This successful effort resulted in the approval of a PUD amendment to expand an existing 36-unit garden-style building into an 80-unit affordable, four-story, high-efficiency community. Over two years, we met with neighbors, our residents, and neighborhood organizations. We provided letter writing templates and held workshops. We created a matrix tracking concerns raised at each meeting and looked for ways to incorporate them into our project. In the end, we received 49 letters of support from our residents, the local Advisory Neighborhood Commission (ANC), Greater Greater Washington, and Ward 4 District Council Member Janeese Lewis George.

Project 3: The Strand, Washington, DC
For The Strand, a redevelopment involving a historic theater and affordable housing, NHPF worked with the District's Deputy Mayor's office (DMPED) and the community to identify important community values. Neighbors wanted to reinvest funds into local businesses. We prioritized finding a local restauranteur, although it was challenging in a neighborhood without sit-down restaurants. Ultimately, we found one: the Deanwood Smokehouse opened a second District location at The Strand. This preference would have been overlooked without robust community engagement; previously, DMPED sought to bring in dollar stores and pharmacies. NHPF also encouraged the DC Housing Authority to meet with residents at two public housing communities that would transfer to The Strand, giving them input and information well before move in.

SECTION 9 - REQUESTED STATEMENTS

COLUMBIA CROSSROADS

SECTION 9

REQUESTED STATEMENTS

Dear Mr. Fleetwood,

On behalf of The NHP Foundation, I certify that the following are true:

- The Residences at Columbia Pike will conform to all applicable federal, state, and local laws, regulations, and ordinances, including all federal and relevant local environmental regulations.

- The NHPF Foundation and the Development Team do not have any past, current, or anticipated contractual or financial relationships with Fairfax County.

- The NHP Foundation has not had any contact with Fairfax County regulatory staff regarding the project, including any existing or anticipated permitting or zoning actions.

- The NHP Foundation has reviewed and is aware of the PPEA solicitation and all issued addenda. This certification is included as Attachment 2 of our response.

Please feel free to contact me with any questions or concerns regarding these statements.

Sincerely,

John M. Welsh
Senior Vice President
The NHP Foundation

SECTION 10 - FINANCIAL INFORMATION

COLUMBIA CROSSROADS

SECTION 10

FINANCIAL INFORMATION

PROPOSED CONSIDERATIONS TO FCRHA

Transforming the County's parcel from a vacant, disconnected site into a thriving, people-centered development will result in direct ground lease payments to FCRHA, as well as other important benefits, including increased tax revenues and the creation of new affordable homes and a nonprofit service center. The project also supports the County's Opportunity Neighborhoods initiative by co-locating services that promote equitable access to housing, health, and economic mobility.

Direct Payments to FCRHA
We are proposing aggregate fixed ground lease payments of $100,000 per year to FCRHA, which we will treat as unsubordinated, must-pay debt. At the end of our proposed 99-year ground lease period, all buildings and improvements will revert to FCRHA. No financing will be leveraged on FCRHA's fee interest.

Other Public Benefits
The new development will also generate significant public benefits, both fiscal and nonfiscal. Economic and fiscal benefits include increased tax revenues that contribute to County services, job creation, sales tax revenues associated with the building's construction, and rising property values in the surrounding area. In total, Columbia Crossroads is expected to generate the following aggregate fiscal benefits:

- More than $400,000 in direct annual property tax revenues.
- $1.9 million in one-time sales tax revenues (generated by construction materials).
- More than $1.1 million in direct county impact, proffer, and tap fee payments.

Columbia Crossroads will also generate the following public benefits:

- Creation of 160 new affordable units at an average of 56% of AMI, meeting a critical need for affordable housing.
- 25 affordable 3-bedroom units, meeting a significant need for family-sized affordable housing.
- 5,900 SF of community-serving space to be occupied by trusted local nonprofit partners, many of whom participate in Fairfax County's Opportunity Neighborhoods initiative, to expand access to vital services for residents and the surrounding community.
- Thoughtfully designed public and open spaces, including landscaped plazas, green walkways, and community gathering areas to promote social interaction and enhance livability.
- Full build out of Seminary Road, a Comprehensive Plan primary arterial road, adjacent to our parcel.
- Completion of Street A for improved circulation and site access.
- Undergrounding of utility lines along Columbia Pike and the future Seminary Road to improve both the pedestrian experience and aesthetic appeal of the streetscape.
- Protected bike lanes on Columbia Pike and Seminary Road.

FINANCIAL PLAN AND TRANSACTIONAL INSTRUMENTS

Our financing strategy relies on hybrid 9% and 4% LIHTC transactions paired with Fannie or Freddie debt. Combining 9% and 4% credits into two separate projects (each with their own independent financing) on the same site allows us to maximize the value of tax credit equity, enabling us to build more units, serve a broader range of incomes, and reduce the overall tax-exempt bond allocation size. The design has been carefully structured to meet IRS and Virginia Housing guidelines for hybrid transactions, including distinct entrances, stairwells, elevators, and leasing areas. We have met with Virginia Housing staff to confirm that our proposed plans comply with all applicable design requirements. The 9% LIHTC project has been designed to be competitive within the New Construction pool and currently scores above 615 points.

We have also received a letter of interest from Hudson Capital, a nationally recognized tax credit syndicator, confirming their interest in investing in both the 4% and 9% LIHTC transactions. This early engagement with a trusted equity partner reflects investor confidence in Columbia Crossroads and the strength of our financing strategy.

For permanent financing, we will utilize Fannie- or Freddie-guaranteed debt. In the 9% building, we will use a private construction loan followed by a Fannie or Freddie takeout. In the 4% building, we plan to use both short- and long-term tax-exempt bonds, preferably issued by FCRHA, coupled with a permanent loan takeout from Fannie or Freddie. We would work with FCRHA and Virginia Housing to identify the bond issuer that maximizes our LIHTC equity and meets all FCRHA and Virginia Housing requirements.

In addition to LIHTC equity and senior debt, we will pursue Virginia Department of Housing and Community Development (VA DHCD) soft debt and Fairfax County Blueprint loans. We intend to request the maximum amounts available from each source, including $3 million in DHCD soft funding for each phase and up to $85,000 per unit in Blueprint financing. Maximizing local funding will enhance our competitiveness for 9% credits and provide critical gap financing for the 4% transaction.

Our financing approach is also aligned with Fairfax County's strategic goals around equity and community integration. The nonprofit service center will serve as a neighborhood anchor and enable us to co-locate critical services, reinforcing the County's investment in Bailey's Crossroads as an Opportunity Neighborhood.

We propose to finance the non-residential community service center as part of the 9% LIHTC transaction. This space will not generate eligible basis and will instead be financed with permanent debt or another noncredit source. Alternatively, the non-residential space could be financed as part of our 4% transaction, as it qualifies as a "community service facility" under Section 42(d)(4)(C)(iii) of the Internal Revenue Code.

In addition, Road A and the extension of Seminary Road are both eligible for inclusion in basis. Road A is explicitly required under the original proffer conditions associated with the site, and Seminary Road is required by the Comprehensive Plan. As these improvements are integral to the development and are required by public entities, they qualify as basis-eligible expenditures under IRS guidelines.

PROJECT PROFORMA

The proformas for the separate 4% and 9% transactions are submitted separately.

HISTORICAL FINANCIALS

Audited financial statements for the past three fiscal years (2021, 2022, and 2023) are included separately in this submission.

LIHTC SCORESHEET

NHPF has a proven record of successfully securing and executing 9% LIHTC transactions. Over the past year, we closed two 9% deals, one in Houston, TX, and another in New Haven, CT, demonstrating our ability to successfully compete for 9% credits in diverse markets. Most recently, we received a 9% reservation in DC. Our team also brings deep local experience: John Welsh, a key member of our development team, successfully secured 12 out of 12 9% LIHTC awards for Northern Virginia projects during his tenure at AHC. As a representative example of NHPF's execution capacity, we have included detailed materials for RoseMary's Place in Houston, including the full 9% score sheet that earned a competitive allocation.

In this submission, we have included score sheets for both the 9% and 4% LIHTC applications with Virginia Housing, illustrating the strength and feasibility of our financing strategy. Our 9% application is projected to score above 615 points, positioning it as highly competitive within the New Construction pool.

The Project Proforma section has been redacted in accordance with Virginia Code 2.2-3705.6 11.b, as it contains trade secrets that are confidential proprietary information.

PROJECT PROFORMA

COLUMBIA CROSSROADS

NHPF 9% Case Study

COLUMBIA CROSSROADS

NHPF CASE STUDY

RoseMary's Place / Houston, TX

TYPE
New Construction, Multifamily, Affordable Housing

CLIENT
Magnificat Houses, Inc. (MHI)

ROLE
Developer, Owner

DEVELOPMENT COST
$46.28M

SOURCES
- $14M in 9% LIHTC equity from Hudson Housing
- $30M in local Disaster Relief Funds
- $1.7M in prepaid commercial rent
- $710,000 sponsor loan
- $1.7M Social Services Reserve

DEVELOPMENT MIX
- 149 permanent supportive housing units
- Community spaces including three multipurpose rooms, a warming kitchen, fitness center and gathering areas
- On-site resident services and office space for support providers

START TO COMPLETION
2023–2025

PROJECT OVERVIEW

RoseMary's Place is a transformative affordable housing development in Houston's Midtown neighborhood, providing 149 permanent supportive housing units for individuals exiting homelessness. Located on a full city block at Caroline and Stuart Streets, this four-story, elevator-served building offers not only stable housing but also comprehensive wraparound services to help residents achieve long-term stability.

Developed in partnership with Magnificat Houses, Inc. (MHI), RoseMary's Place provides residents with essential support, including healthcare coordination, treatment services, and job placement assistance. The thoughtfully designed building features efficiency apartments on floors one through four, with the ground floor offering resident services, programming, and property management offices. Additional common areas include multipurpose rooms, a warming kitchen, fitness center, laundry facilities, and a 24-hour staffed entry desk, ensuring residents receive the support they need in a secure and welcoming environment.

The $46.28 million project is funded through 9% LIHTC equity and Hurricane Harvey disaster relief funding from the City of Houston, the TX General Land Office (GLO) and Harris County. With its strong focus on supportive services and community engagement, RoseMary's Place serves as a model for innovative, sustainable, and compassionate housing solutions in Houston.

Competitive Housing Tax Credit Selection Self-Score-10 TAC §11.9

This form will self-populate based on scoring selections made throughout the Application. Applicant should refer to this form to ensure that scoring selections are accurate prior to submitting the Application. Corrections must be made in the applicable section(s) of the Application.

Criteria Promoting Development of High Quality Housing

Point Item Description	QAP Reference	Points Selected
Unit Sizes	§11.9(b)(1)(A)	6
Unit and Development Features	§11.9(b)(1)(B)	9
Sponsor Characteristics	§11.9(b)(2)	2
High Quality Housing Total		17

Criteria to Serve and Support Texans Most In Need

Point Item Description	QAP Reference	Points Selected
Income Levels of Residents	§11.9(c)(1)	16
Rent Levels of Residents	§11.9(c)(2)	13
Resident Services	§11.9(c)(3)	11
Opportunity Index	§11.9(c)(4)	7
Underserved Area	§11.9(c)(5)	4
Residents with Special Housing Needs	§11.9(c)(6)	3
Proximity to Job Areas	§11.9(c)(7)	6
Readiness to Proceed in Disaster Impacted Counties	§11.9(c)(8)	
Serve and Support Texans Most in Need Total		60

Criteria Promoting Community Support and Engagement

Point Item Description	QAP Reference	Points Selected
Local Government Support	§11.9(d)(1)	
Commitment of Development Funding by Local Political Subdivision	§11.9(d)(2)	1
Declared Disaster Area	§11.9(d)(3)	10
Quantifiable Community Participation	§11.9(d)(4)	
Community Support from State Representative	§11.9(d)(5)	
Input from Community Organizations	§11.9(d)(6)	
Concerted Revitalization Plan	§11.9(d)(7)	
Community Support and Engagement Total		11

Criteria Promoting the Efficient Use of Limited Resources and Applicant Accountability

Point Item Description	QAP Reference	Points Selected
Financial Feasibility	§11.9(e)(1)	26
Cost of Development per Square Foot	§11.9(e)(2)	12
Pre-application Participation	§11.9(e)(3)	6
Leveraging of Private, State, and Federal Resources	§11.9(e)(4)	3
Extended Affordability	§11.9(e)(5)	4
Historic Preservation	§11.9(e)(6)	0
Right of First Refusal	§11.9(e)(7)	1
Funding Request Amount	§11.9(e)(8)	1
Efficient Use of Limited Resources and Applicant Accountability Total		53
Point Deductions	§11.9(f)	
Total Application Self Score		141

RoseMary's Place 9% Scoresheet

Multifamily Direct Loan Self-Score-10 TAC §13.6

This form will self-populate based on scoring selections made throughout the Application. Applicant should refer to this form to ensure that scoring selections are accurate prior to submitting the Application. Corrections must be made in the applicable section(s) of the Application.

Point Item Description		10 TAC Reference	Points Selected
Subsidy Per Unit		§13.6(4)	
	MFDL Request/ MFDL or NHTF Units = 80,001-100,000		0
	MFDL Request/ MFDL or NHTF Units = 60,001-80,000		0
	MFDL Request/ MFDL or NHTF Units ≤ 60,000		0
Rent Levels of Residents		§13.6(5)	0
Resident Services		§11.9(c)(3)	11
Opportunity Index		§11.9(c)(4)	7
Underserved Area		§11.9(c)(5)	4
Total Application Self Score			22
Tiebreaker		§13.6(6)	0%

Columbia Crossroads 9% Scoresheet

COLUMBIA CROSSROADS

w. # LIHTC SELF SCORE SHEET

Self Scoring Process

This Self Scoring Process is intended to provide you with an estimate of your application's score based on the information included within the reservation application. Other items, denoted below in the yellow shaded cells, are typically evaluated by Virginia Housing's staff during the application review and feasibility process. For purposes of self scoring, we have made certain assumptions about your application. Edit the appropriate responses (Y or N) in the yellow shaded cells, if applicable. Items 5f and 5g require a numeric value to be entered.

Please remember that this score is only an estimate. Virginia Housing reserves the right to change application data and/or score sheet responses where appropriate, which may change the final score.

MANDATORY ITEMS:	Included		Score
a. Signed, completed application with attached tabs in PDF format	Y	Y or N	0
b. Active Excel copy of application	Y	Y or N	0
c. Partnership agreement	Y	Y or N	0
d. SCC Certification	Y	Y or N	0
e. Previous participation form	Y	Y or N	0
f. Site control document	Y	Y or N	0
g. RESNET Certification	Y	Y or N	0
h. Attorney's opinion	Y	Y or N	0
i. Nonprofit questionnaire (if applicable)	Y	Y, N, N/A	0
j. Appraisal	Y	Y or N	0
k. Zoning document	Y	Y or N	0
l. Universal Design Plans	Y	Y or N	0
m. List of LIHTC Developments (Schedule A)	Y	Y or N	0
Total:			0.00

1. READINESS:			
a. Virginia Housing notification letter to CEO (via Locality Notification Information App)	Y	0 or -50	0.00
b. Local CEO Opposition Letter	N	0 or -25	0.00
c. Plan of development	Y	0 to 10	10.00
d. Location in a revitalization area based on Qualified Census Tract	N	0 or 10	0.00
or e. Location in a revitalization area with resolution or by locality	Y	0 or 15	15.00
or f. Location in a Opportunity Zone	N	0 or 15	0.00
g. Location in a Medium to High level Economic Development Jurisdiction	Y	0 or 5	5.00
h. Location on land owned by Tribal Nation	N	0 or 15	0.00
Total:			30.00

2. HOUSING NEEDS CHARACTERISTICS:			
a. Sec 8 or PHA waiting list preference	Y	0 or up to 5	4.50
b. Existing RD, HUD Section 8 or 236 program	N	0 or 20	0.00
c. Subsidized funding commitments	23.45%	Up to 60	46.89
d. Tax abatement on increase of property's value	N	0 or 5	0.00
e. New project based rental subsidy) in Northern Virginia or New Construction pool	Y	up to 40	13.11
f. Census tract with <12% poverty rate	0%	0, 20, 25 or 30	0.00
g. Development provided priority letter from Rural Development	N	0 or 15	0.00
h. Dev. located in area with increasing rent burdened population	Y	Up to 20	20.00
Total:			84.50

Columbia Crossroads 9% Scoresheet

2025 Low-Income Housing Tax Credit Application For Reservation v.2025.3

3. DEVELOPMENT CHARACTERISTICS:				
a. Enhancements (See calculations below)				86.00
b. <removed for 2025>				0.00
c. HUD 504 accessibility for 10% of units		Y	0 or 20	20.00
d. Proximity to public transportation		Y20	0, 10 or 20	20.00
e. Development will be Green Certified		Y	0 or 10	10.00
f. Units constructed to meet Virginia Housing's Universal Design standards		100%	Up to 15	15.00
g. Developments with less than 100 low income units		Y	up to 20	9.60
h. Historic Structure eligible for Historic Rehab Credits		N	0 or 5	0.00
i. Meets Target Population Development Characteristics		N	0 or 10	0.00
	Total:			160.60

4. TENANT POPULATION CHARACTERISTICS:	Locality AMI	State AMI
	$154,700	$73,300

a. Less than or equal to 20% of units having 1 or less bedrooms		Y	0 or 15	15.00
b. <plus> Percent of Low Income units with 3 or more bedrooms		21.05%	Up to 15	15.00
c. Units with rent and income at or below 30% of AMI and are not subsidized (up to 10% of LI units)		10.53%	Up to 10	10.00
d. Units with rents at or below 40% of AMI (up to 10% of LI units)		10.53%	Up to 10	10.00
e. Units in Higher Income Jurisdictions with rent and income at or below 50% of AMI		60.53%	Up to 50	50.00
f. Units in Higher Income Jurisdictions with rents <= 50% rented to tenants with <= 60% of AMI		60.53%	Up to 25	0.00
or g. Units in LI Jurisdictions with rents <= 50% rented to tenants with <= 60% of AMI		60.53%	Up to 50	0.00
	Total:			100.00

5. SPONSOR CHARACTERISTICS:				
a. Socially Disadvantaged Principal owner 25% or greater		Y	0 or 30	30.00
b. Veteran Small Business Principal owner 25% or greater		N	0 or 30	30.00
c. Developer experience - uncorrected life threatening hazard		N	0 or -50	0.00
d. Developer experience - noncompliance		N	0 or -15	0.00
e. Developer experience - did not build as represented (per occurrence)		0	0 or -2x	0.00
f. Developer experience - failure to provide minimum building requirements (per occurence)		0	0 or -50 per item	0.00
g. Developer experience - termination of credits by Virginia Housing		N	0 or -10	0.00
h. Developer experience - exceeds cost limits at certification		N	0 or -50	0.00
i. Developer experience - more than 2 requests for Final Inspection		0	0 or -5 per item	0.00
j. Management company rated unsatisfactory		N	0 or -25	0.00
	Total:			60.00

6. EFFICIENT USE OF RESOURCES:				
a. Credit per unit			Up to 100	75.18
	Total:			75.18

7. BONUS POINTS:				
a. Extended Use Restriction beyond 15 year compliance period	35	Years	40 or 70	70.00
or b. Nonprofit or LHA purchase option/ ROFR		Y	0 or 60	0.00
or c. Nonprofit or LHA Home Ownership option		N	0 or 5	0.00
d. Combined 9% and 4% Tax Exempt Bond Site Plan		Y	Up to 30	15.00
e. RAD or PHA Conversion participation and competing in Local Housing Authority pool		N	0 or 10	0.00
f. Team member with Diversity, Equity and Inclusion Designation		Y	up to 10	10.00
g. Team member with Veteran Owned Small Business Certification		Y	up to 10	5.00
h. Commitment to electronic payment of fees		Y	0 or 5	5.00
i. Zero Ready or Passive House certification from prior allocation		N	0 or 20	0.00
	Total:			105.00

300 Point Threshold - all 9% Tax Credits

200 Point Threshold - Tax Exempt Bonds

TOTAL SCORE: **615.28**

Enhancements:

All units have:	Max Pts	Score
a. Community Room	5	5.00
b. Exterior walls constructed with brick and other low maintenance materials	40	40.00
c. LED Kitchen Light Fixtures	2	2.00
d. Cooking surfaces equipped with fire suppression features	2	2.00
e. Bath Fan - Delayed timer or continuous exhaust	3	0.00
f. Baths equipped with humidistat	3	3.00
g. Watersense labeled faucets, toilets and showerheads (without Green Certfication)	3	0.00
h. Rehab only: Infrastructure for high speed internet/broadband	5	0.00
i. Each unit provided free individual high speed internet access	15	15.00
j. USB in kitchen, living room and all bedrooms	1	1.00
k. Rehab only: dedicated space to accept permanent dehumidification system	2	0.00
l. Provides Permanently installed dehumidification system	5	5.00
m. All interior doors within units are solid core	3	3.00
n. Installation of Renewable Energy Electric system	10	10.00
o. New Construction: Balcony or patio	4	0.00
		86.00
All elderly units have:		
p. Front-control ranges	1	0.00
q. Independent/suppl. heat source	1	0.00
r. Two eye viewers	1	0.00
s. Shelf or Ledge at entrance within interior hallway	2	0.00
		0.00
	Total amenities:	**86.00**

Columbia Crossroads 4% Scoresheet

COLUMBIA CROSSROADS

w. # LIHTC SELF SCORE SHEET

Self Scoring Process

This Self Scoring Process is intended to provide you with an estimate of your application's score based on the information included within the reservation application. Other items, denoted below in the yellow shaded cells, are typically evaluated by Virginia Housing's staff during the application review and feasibility process. For purposes of self scoring, we have made certain assumptions about your application. Edit the appropriate responses (Y or N) in the yellow shaded cells, if applicable. Items 5f and 5g require a numeric value to be entered.

Please remember that this score is only an estimate. Virginia Housing reserves the right to change application data and/or score sheet responses where appropriate, which may change the final score.

MANDATORY ITEMS:	Included		Score
a. Signed, completed application with attached tabs in PDF format	Y	Y or N	0
b. Active Excel copy of application	Y	Y or N	0
c. Partnership agreement	Y	Y or N	0
d. SCC Certification	Y	Y or N	0
e. Previous participation form	Y	Y or N	0
f. Site control document	Y	Y or N	0
g. RESNET Certification	Y	Y or N	0
h. Attorney's opinion	Y	Y or N	0
i. Nonprofit questionnaire (if applicable)	Y	Y, N, N/A	0
j. Appraisal	Y	Y or N	0
k. Zoning document	Y	Y or N	0
l. Universal Design Plans	Y	Y or N	0
m. List of LIHTC Developments (Schedule A)	Y	Y or N	0
Total:			0.00

1. READINESS:			
a. Virginia Housing notification letter to CEO (via Locality Notification Information App)	Y	0 or -50	0.00
b. Local CEO Opposition Letter	N	0 or -25	0.00
c. Plan of development	Y	0 to 10	10.00
d. Location in a revitalization area based on Qualified Census Tract	N	0 or 10	0.00
or e. Location in a revitalization area with resolution or by locality	Y	0 or 15	15.00
or f. Location in a Opportunity Zone	N	0 or 15	0.00
g. Location in a Medium to High level Economic Development Jurisdiction	Y	0 or 5	5.00
h. Location on land owned by Tribal Nation	N	0 or 15	0.00
Total:			30.00

2. HOUSING NEEDS CHARACTERISTICS:			
a. Sec 8 or PHA waiting list preference	N	0 or up to 5	0.00
b. Existing RD, HUD Section 8 or 236 program	N	0 or 20	0.00
c. Subsidized funding commitments	22.75%	Up to 60	45.50
d. Tax abatement on increase of property's value	N	0 or 5	0.00
e. New project based rental subsidy) in Northern Virginia or New Construction pool	N	up to 40	0.00
f. Census tract with <12% poverty rate	0%	0, 20, 25 or 30	0.00
g. Development provided priority letter from Rural Development	N	0 or 15	0.00
h. Dev. located in area with increasing rent burdened population	Y	Up to 20	20.00
Total:			65.50

Columbia Crossroads 4% Scoresheet

2025 Low-Income Housing Tax Credit Application For Reservation v.2025.3

3. DEVELOPMENT CHARACTERISTICS:				
a. Enhancements (See calculations below)				86.00
b. <removed for 2025>				0.00
c. HUD 504 accessibility for 10% of units		Y	0 or 20	20.00
d. Proximity to public transportation		Y10	0, 10 or 20	10.00
e. Development will be Green Certified		Y	0 or 10	10.00
f. Units constructed to meet Virginia Housing's Universal Design standards		100%	Up to 15	15.00
g. Developments with less than 100 low income units		Y	up to 20	6.40
h. Historic Structure eligible for Historic Rehab Credits		N	0 or 5	0.00
i. Meets Target Population Development Characteristics		N	0 or 10	0.00
	Total:			147.40

4. TENANT POPULATION CHARACTERISTICS:	Locality AMI	State AMI			
	$154,700	$73,300			
a. Less than or equal to 20% of units having 1 or less bedrooms			N	0 or 15	0.00
b. <plus> Percent of Low Income units with 3 or more bedrooms			10.71%	Up to 15	0.00
c. Units with rent and income at or below 30% of AMI and are not subsidized (up to 10% of LI units)			0.00%	Up to 10	0.00
d. Units with rents at or below 40% of AMI (up to 10% of LI units)			0.00%	Up to 10	0.00
e. Units in Higher Income Jurisdictions with rent and income at or below 50% of AMI			0.00%	Up to 50	0.00
f. Units in Higher Income Jurisdictions with rents <= 50% rented to tenants with <= 60% of AMI			0.00%	Up to 25	0.00
or g. Units in LI Jurisdictions with rents <= 50% rented to tenants with <= 60% of AMI			0.00%	Up to 50	0.00
		Total:			0.00

5. SPONSOR CHARACTERISTICS:				
a. Socially Disadvantaged Principal owner 25% or greater		Y	0 or 30	30.00
b. Veteran Small Business Principal owner 25% or greater		N	0 or 30	30.00
c. Developer experience - uncorrected life threatening hazard		N	0 or -50	0.00
d. Developer experience - noncompliance		N	0 or -15	0.00
e. Developer experience - did not build as represented (per occurrence)		0	0 or -2x	0.00
f. Developer experience - failure to provide minimum building requirements (per occurence)		0	0 or -50 per item	0.00
g. Developer experience - termination of credits by Virginia Housing		N	0 or -10	0.00
h. Developer experience - exceeds cost limits at certification		N	0 or -50	0.00
i. Developer experience - more than 2 requests for Final Inspection		0	0 or -5 per item	0.00
j. Management company rated unsatisfactory		N	0 or -25	0.00
	Total:			60.00

6. EFFICIENT USE OF RESOURCES:				
a. Credit per unit			Up to 100	44.53
	Total:			44.53

7. BONUS POINTS:				
a. Extended Use Restriction beyond 15 year compliance period	35	Years	40 or 70	70.00
or b. Nonprofit or LHA purchase option/ ROFR		Y	0 or 60	0.00
or c. Nonprofit or LHA Home Ownership option		N	0 or 5	0.00
d. Combined 9% and 4% Tax Exempt Bond Site Plan		Y	Up to 30	15.00
e. RAD or PHA Conversion participation and competing in Local Housing Authority pool		N	0 or 10	0.00
f. Team member with Diversity, Equity and Inclusion Designation		Y	up to 10	10.00
g. Team member with Veteran Owned Small Business Certification		Y	up to 10	5.00
h. Commitment to electronic payment of fees		Y	0 or 5	5.00
i. Zero Ready or Passive House certification from prior allocation		N	0 or 20	0.00
	Total:			105.00

300 Point Threshold - all 9% Tax Credits

200 Point Threshold - Tax Exempt Bonds

TOTAL SCORE: **452.43**

Enhancements:

All units have:	Max Pts	Score
a. Community Room	5	5.00
b. Exterior walls constructed with brick and other low maintenance materials	40	40.00
c. LED Kitchen Light Fixtures	2	2.00
d. Cooking surfaces equipped with fire suppression features	2	2.00
e. Bath Fan - Delayed timer or continuous exhaust	3	0.00
f. Baths equipped with humidistat	3	3.00
g. Watersense labeled faucets, toilets and showerheads (without Green Certfication)	3	0.00
h. Rehab only: Infrastructure for high speed internet/broadband	5	0.00
i. Each unit provided free individual high speed internet access	15	15.00
j. USB in kitchen, living room and all bedrooms	1	1.00
k. Rehab only: dedicated space to accept permanent dehumidification system	2	0.00
l. Provides Permanently installed dehumidification system	5	5.00
m. All interior doors within units are solid core	3	3.00
n. Installation of Renewable Energy Electric system	10	10.00
o. New Construction: Balcony or patio	4	0.00
		86.00
All elderly units have:		
p. Front-control ranges	1	0.00
q. Independent/suppl. heat source	1	0.00
r. Two eye viewers	1	0.00
s. Shelf or Ledge at entrance within interior hallway	2	0.00
		0.00
	Total amenities:	**86.00**

FINANCIAL QUALIFICATIONS

NHPF has been creating and preserving service-enriched multifamily affordable housing since 1989. In 36 years, NHPF has always honored its commitments and has never walked away from any obligation. NHPF is guided by experienced leadership, including a dedicated board, seasoned senior and executive staff, and a comprehensive multiyear strategic plan with measurable goals that advance its mission and reflect its core values.

NHPF is one of the few affordable housing entities in the country with an S&P AA- credit rating, signifying an extremely low default risk. According to S&P Global Ratings, NHPF has a "strong financial risk profile," with a strong financial performance assessment (average EBITDA-to-adjusted revenues ratio of 38.1%) and an extremely strong liquidity assessment (2.4 over the next year).

Citi Community Capital, NewPoint Real Estate, and PNC are three credit references who have extensive experience with NHPF and can speak to our financial creditworthiness and past development experience. Attached are letters authorizing all three references to respond to inquiries.

- **Citi Community Capital**
  Point of Contact: James (Jim) Bendernagel
  Title: Vice President
  Phone: 212-723-2512
  Email: james.bendernagel@citi.com

- **NewPoint Real Estate**
  Point of Contact: Bryan Dickson
  Title: Senior Managing Director, Affordable Originations
  Phone: 703-508-7351
  Email: bryan.dickson@newpoint.com

- **PNC Real Estate – Multifamily Capital**
  Point of Contact: Costas Paleologos
  Title: Senior Vice President, Regional Manager of Originations
  Phone: 617-542-4968
  Email: costas.paleologos@pnc.com

In addition, we have secured a letter of interest from Hudson Capital confirming their intent to invest in the hybrid 4% and 9% LIHTC projects, reinforcing our capacity to secure competitive equity financing.

Financial Qualifications Reference Authorization Letters

COLUMBIA CROSSROADS

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

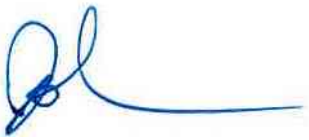
March 28, 2025

James Bendernagel
Vice President
Citi Community Capital
11921 Freedom Drive, Suite 850
Reston, VA 20190

Dear Mr. Bendernagel:

I authorize you to serve as a reference on behalf of The NHP Foundation for the purposes of the East County Property Redevelopment RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,



John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

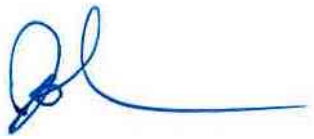
March 28, 2025

Bryan Dickson
Senior Managing Director, Affordable Originations
NewPoint Real Estate Capital
5404 Wisconsin Avenue, Suite 510
Chevy Chase, MD 20815

Dear Mr. Dickson:

I authorize you to serve as a reference on behalf of The NHP Foundation for the purposes of the East County Property Redevelopment RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,



John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

The NHP Foundation
Preserving America's Affordable Housing

Where You Live Matters

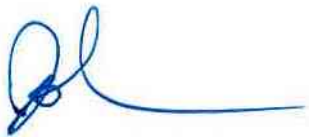
March 28, 2025

Costas Paleologos
Senior Vice President
PNC Real Estate – Multifamily Capital
2 International Place, 29th Floor
Boston, MA 02110-4105

Dear Mr. Paleologos:

I authorize you to serve as a reference on behalf of The NHP Foundation for the purposes of the East County Property Redevelopment RFP, if requested by the Fairfax County Redevelopment and Housing Authority.

Sincerely,



John M. Welsh
Senior Vice President
The NHP Foundation
jwelsh@nhpfoundation.org
571-236-3415

Equity Investor Letter of Interest

COLUMBIA CROSSROADS

HUDSON
HOUSING CAPITAL

April 8, 2025

John Welsh
The NHP Foundation
1090 Vermont Avenue, NW Suite 400
Washington, DC 20005

Re: **Columbia Crossroads – Falls Church, VA**

Dear John:

Thank you for providing Hudson Housing Capital with the opportunity to provide a letter of interest to purchase a 99.99% limited partnership interests in the entities that will own the 9% and 4% phases of Columbia Crossroads.

Hudson is a New York City based tax credit syndicator committed to promoting and fostering the development of attractive affordable housing with high social impact. Founded by industry veterans in 1998, Hudson places equity capital in high-quality tax credit developments around the country. Our portfolio features a range of mixed-use, mixed-income and supportive housing developments in Virginia and throughout the country.

It is our understanding that the proposed development will consist of the new construction of 160 units for families of which 84 units will be in the 4% condo and 76 units will be in the 9% condo. All of the units will qualify for Low Income Housing Tax Credits and will be set aside for households with incomes at or below 30%, 50%, and 60% of AMI. 7 units will be covered by a Project Based Voucher contract. All units will be underwritten at a 5% vacancy rate.

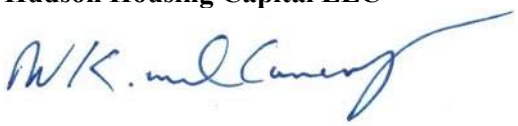
For the 4% condo, you have estimated that the $1,993,706 annual 4% Federal Tax Credits anticipated for the project would generate equity proceeds of approximately $17,943,351 based on pricing of $0.90 for the Federal Tax Credits. Additional capital sources are anticipated to include (i) construction period financing in the approximate amount of $20,389,509, (ii) a permanent loan in the approximate amount of $12,214,262, and (iii) $9,007,394 in soft funds.

For the 9% condo, you have also estimated that the $2,128,000 annual 9% Federal Tax Credits anticipated for the project would generate equity proceeds of approximately $19,152,000 based on pricing of $0.90 for the Federal Tax Credits. Additional capital sources are anticipated to include (i) construction period financing in the approximate amount of $10,103,540, (ii) a permanent loan in the approximate amount of $10,103,540, and (iii) $9,460,000 in soft funds.

Additionally, please note that business terms including, but not limited to, completion, operating and rent-up guarantees, credit adjusters, and project reserves will be negotiated prior to Hudson committing to final pricing.

We look forward to working with you on these projects and having the opportunity to leverage our experience in Virginia and with the respective financing programs as we pursue an efficient development and closing process. Please keep us apprised of your progress.

Sincerely,
Hudson Housing Capital LLC



By:
W. Kimmel Cameron, Jr.
Senior Vice President

FINANCING STRATEGY

1. **Anticipated financing costs**
We anticipate incurring approximately $4 million in financing costs, which includes origination fees, construction interest, and associated financing fees.

2. **Discussion of the risks and benefits of the structure**
The primary risk associated with a hybrid 9% and 4% LIHTC financing structure lies in the complexity of coordinating multiple funding sources, timelines, and stakeholder teams, while ensuring that the financing plans for each remain separate and independent for the 9% and 4% projects. This integration requires careful management to align entitlements, credit award schedules, and financial closings. However, our development team has a successful record of executing hybrid transactions, including with Virginia Housing, and is well-prepared to manage these complexities. We will work collaboratively with the County to establish clear milestone tracking and to maintain tight coordination throughout the development process to mitigate these risks.

   A closely related risk is the highly competitive nature of 9% LIHTCs. Our team brings deep experience structuring winning 9% applications and has deliberately designed this proposal to align with the most recent QAP requirements, which we expect to remain unchanged over the next two funding cycles. This positions our application to be highly competitive and responsive to state priorities. We currently score above 615 points, well within the competitive range, thanks in part to our strategic partnership with a veteran-owned development firm and our status as a minority-led developer, both of which align with Virginia's emphasis on equity and inclusive economic opportunity.

   The greatest benefit of coupling the County's ground leases with the hybrid 4% and 9% structure is that it allows the County to unlock and maximize the value of its land in the near term while preserving long-term ownership and control. NHPF, as a mission-driven nonprofit organization, will finance, develop, and maintain the new community through the duration of the ground leases. Upon expiration of the ground leases, the land and all improvements will revert to the County, ensuring lasting public ownership of the asset. This approach provides both immediate and long-term value to the County—delivering affordable housing now, with a return of public assets in the future.

3. **How changes in capital market conditions can be accommodated by the proposed financing structure (specifically changes in interest rates and leverage)**
As with any long-term redevelopment effort, there is an inherent risk that shifting capital market conditions could affect overall costs and debt availability. To mitigate these risks, our underwriting includes a 50 basis point interest rate cushion, providing built-in resilience. We have also conservatively priced our 9% LIHTCs at 90 cents to account for potential equity pricing fluctuations.

   Importantly, our construction budget was developed in partnership with Harkins Builders, a seasoned and highly regarded general contractor with deep experience navigating volatile construction climates, including those shaped by tariffs, inflation, and supply chain disruptions. Harkins brings both discipline and creativity to cost control and has a strong record of working with development partners to re-scope work, rebid trades, and implement cost-effective solutions when market conditions shift. Reflecting our conservative approach, our budgets across both the hybrid 9% and 4% deals include construction contingencies up to 8% to provide flexibility and absorb potential cost escalation.

Should broader market conditions move beyond these assumptions, we are prepared with a range of contingency strategies. These include pursuing additional gap financing from sources such as the FHLB Affordable Housing Program, the Virginia Housing Trust Fund and other applicable funding sources from VA DHCD, Virginia Housing REACH funds, and the Amazon Housing Equity Fund. We can also increase our deferred developer fee or incorporate alternative financing tools. For example, in a recent DC project that unexpectedly lost access to tax-exempt bonds and 4% LIHTC equity midstream, we pivoted to a 501(c)(3) bond structure supported by local trust fund dollars, federal funds, and a low-cost loan from the DC Green Bank. This creative response allowed us to proceed with the second phase of a 272-unit substantial renovation.

Our ability to manage risk is further supported by our immediate access to capital. NHPF maintains a $35 million fund dedicated to predevelopment and entitlement activities, enabling us to advance design, legal, engineering, and community engagement efforts without delay. This financial flexibility allows us to weather temporary disruptions and maintain momentum toward financial closing.

With over 36 years of experience delivering affordable housing in complex financial environments, NHPF has consistently demonstrated the resilience and persistence needed to adapt and succeed in challenging conditions. As one of the few nonprofit developers in the country with an S&P credit rating, we bring strong financial credibility and maintain deep relationships with lenders and investors, ensuring that our projects remain viable and resilient even in uncertain markets.

4. Long term outlook for project financial viability

The long-term viability of the proposed community is grounded in rigorous underwriting and a proactive commitment to financial and operational stability. As a mission-driven nonprofit organization focused on long-term affordability, NHPF exclusively develops communities that we own and steward for the long haul. From the earliest stages, we design each project's financial structure to strike a careful balance between affordability and sustainable operations. For this development, we are collaborating closely with our in-house asset management team and our proposed property manager, The Franklin Johnston Group, to ensure the community is underwritten with a sound, thorough operating budget. This approach is essential to maintaining the property's physical and financial health over time.

Our underwriting process includes realistic projections for operating expenses and long-term capital needs, helping to mitigate future risks and preserve affordability and quality for decades to come. Additionally, we are confident in the sustained demand for high-quality affordable housing in this neighborhood, where market trends indicate continued upward pressure on housing prices. This enduring demand further supports the long-term success and stability of the project.

5. Timing for execution of financing and financing closure

We intend to apply for 9% LIHTCs in March 2027, followed by 4% LIHTC and tax-exempt bond application shortly after notification of the 9% reservation. This coordinated financing strategy aligns key milestones, including entitlement approvals, the VDOT waiver, and schematic design development, so that we are positioned to close in early 2028. We are confident in our ability to meet these targets in partnership with Fairfax County. At the same time, we remain flexible: if the County prefers an accelerated timeline, we are prepared to pursue a March 2026 9% submission and adjust the schedule to support an earlier closing

6. Why this strategy is the most advantageous to the FCRHA and the County

Our strategy for the redevelopment of the County's parcel is centered on a hybrid LIHTC financing approach that maximizes the likelihood of success while minimizing financial risk to the County. By initially pursuing 9% LIHTC credits, we significantly reduce the gap financing need, positioning the project to be both financially feasible and deeply affordable. Upon securing the 9% reservation, we will then leverage 4% LIHTCs and a combination of state and local subsidies to finance the remainder of the transaction—an efficient layering of resources that optimizes public investment.

We have strategically designed our community to be highly competitive in the 9% LIHTC application process, not only through thoughtful design and programming, but also by partnering with Thomas Gibson of Gibson Spyre, our development partner and a proud military veteran with a strong track record of successful LIHTC projects. Our underwriting has been intentionally conservative, including an interest rate cushion on top of higher-than-market interest rates, creating a buffer to manage market fluctuations and ensure long-term viability.

Beyond the financial and physical components of the development, we are committed to aligning with the County's broader community goals. We propose establishing a new Opportunity Neighborhoods hub in Bailey'sCrossroads, building on the County's existing initiative and creating a dedicated space for community-based services that promote housing stability, youth development, economic mobility, and resident well-being.

Importantly, this strategy enables the County to maintain long-term ownership of the parcel while benefiting from ongoing ground lease payments, property tax revenue, and significant community benefits, all without taking on financial risk. The hybrid 4% and 9% financing strategy supports a competitive and resilient financing approach while advancing the County's priorities around equity, affordability, and inclusive community investment.

7. Contingency plan in the event 9% credits are not obtained

We have repeatedly demonstrated our ability to secure funding, even when it requires time, flexibility, and multiple attempts. If the project is not awarded a reservation of 9% LIHTCs in 2027, we have a contingency plan with two primary paths forward:

- ***Reapply for 9% Credits:*** *We could regroup and reapply in the next 9% round, a strategy we have successfully executed on previous projects. This approach would allow us to preserve the original program design and affordability levels while refining our application to strengthen competitiveness.*
- ***Pivot to a 4% LIHTC Structure:*** *Alternatively, we could shift to a financing structure based entirely on 4% LIHTCs. This path would require substantial gap financing, a challenge we are well-equipped to meet. It may also necessitate adjustments to program design. Under a 4% structure, we would aim to maximize affordability as much as possible, though we may not be able to achieve the same depth of affordability as with 9% credits.*

Our team is experienced in navigating shifting financial landscapes and has delivered projects even when initial funding plans were no longer viable. In one instance, when 4% LIHTCs were withdrawn due to bond volume cap limitations, we restructured the deal without tax credits. The project was an occupied rehab with all residents remaining in place, which required us to maintain existing affordability levels. We were able to do so by leveraging innovative financing tools to keep the project moving forward. This experience reflects our persistence and ability to patiently assemble complex capital stacks over time.

Before advancing any revised financing plan, we would coordinate with FCRHA and the community to ensure alignment on rent levels and other key financial terms. Our experience and flexibility position us to adapt and deliver, even under evolving conditions.

SECTION 11 – ADDITIONAL INFORMATION

COLUMBIA CROSSROADS

SECTION 11

ADDITIONAL INFORMATION

Fairfax County and FCRHA should select NHPF, Gibson Spyre, and our partners for the redevelopment of the County's parcel because we offer a mission-driven, financially strong, and community-focused team that is uniquely positioned to deliver a transformative, inclusive development aligned with County goals.

Our partnership was formed through a deliberate team-building process that prioritizes experience, alignment with Fairfax County's values, and a shared commitment to long-term success. NHPF, a national nonprofit developer with more than 35 years of experience, brings a deep track record of delivering high-quality, permanently affordable housing, including in Northern Virginia. We are a nonprofit committed to equitable development, with the financial strength to realize our mission at scale. To underscore this, we have included our current S&P Global ratings report, which affirms our capacity to deliver and sustain major projects like Columbia Crossroads.

Equally important is our commitment to pairing high-quality housing with meaningful, on-site resident services. Through our long-standing partnership with Operation Pathways—our in-house resident services affiliate—we are committed to providing programs that promote stability, health, education, and economic mobility. We have also engaged key local service providers active in the Bailey's Crossroads area, including Second Story and Neighborhood Health, who have expressed strong interest in co-locating within the community hub. This integrated approach ensures that Columbia Crossroads will serve as more than just housing: it will be a foundation for upward mobility and community well-being.

With trusted nonprofit leadership, deep regional experience, strong service partnerships, and a development approach aligned with the principles of the One Fairfax Policy, our team is ready to be a long-term, values-aligned partner to the County in delivering this critical community investment.

S&P Global
Ratings

RatingsDirect®

The NHP Foundation, District Of Columbia; General Obligation

Primary Credit Analyst:
Daniel P Pulter, Englewood + 1 (303) 721 4646; Daniel.Pulter@spglobal.com

Secondary Contact:
David Greenblatt, New York + 1 (212) 438 1383; david.greenblatt@spglobal.com

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Enterprise Risk Profile

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Anchor, Overriding Factors, Caps, And Holistic Analysis

Related Research

The NHP Foundation, District Of Columbia; General Obligation

Credit Profile		
NHP Foundation The GO bnds ser 2023 dtd 08/18/2023 due 08/18/2043		
Long Term Rating	AA-/Stable	Current
NHP Foundation, The ICR		
Long Term Rating	AA-/Stable	Current

Credit Highlights

- S&P Global Ratings' issuer credit rating (ICR) on The NHP Foundation (NHPF), D.C. is 'AA-'.
- The outlook is stable.

Security

An ICR reflects the obligor's general creditworthiness and its capacity and willingness to meet financial commitments when they come due. It does not apply to any specific financial obligation and does not consider the obligation's nature and provisions, bankruptcy standing, or liquidation, statutory preferences, or legality and enforceability.

The previously issued series 2023 bonds are unsecured general obligations of NHPF, and no specific NHPF assets or revenues other than amounts held in certain accounts established under the bond indenture are pledged for payment of debt service. Some of NHPF's assets, including those without limitation-restricted cash, are subject to legal restrictions and are not a source of payment of debt service on the bonds.

Credit overview

The rating reflects our opinion of NHPF's:

- Extremely strong management, with an experienced and dedicated board, senior staff, and executive staff, and a detailed multiyear strategic plan with measurable goals that support its mission and reflect its values;
- Very strong enterprise risk profile, supported by our assessment of very strong market dependencies and low industry risk;
- Strong financial risk profile, characterized by a strong financial performance assessment based on average EBITDA-to-adjusted revenues ratio of 38.1% and an extremely strong liquidity assessment due to an estimate of 2.4 times liquidity sources over uses during the next 12 months; and
- Focus on low-income social housing initiatives coupled with its proven community partnerships and ability to fulfill strategic priorities that, in our view, will support fiscal and operational performance in line with the rating level through economic cycles.

The NHPF is a 501(c)(3) organization in the business of creating and preserving service-enriched multifamily affordable housing. Incorporated in the District of Columbia in 1989, NHPF and its affiliated entities serve more than

8,600 housing units across 16 states and the District of Columbia as of fiscal year-end 2023, with nearly 2,300 additional units in its development pipeline. The organization adheres to a mission of preserving and creating sustainable, service-enriched multifamily housing that is both affordable to low- and moderate-income families and seniors, and beneficial to their communities. NHPF employs approximately 76 staff across eight teams, including acquisition and development, resident services, finance, asset management, construction management, and several administrative functions. The organization provides resident services through its affiliate, Operation Pathways Inc., a certified organization for resident engagement and services (CORES) offering healthy living, financial literacy, after-school, and senior-focused programs. NHPF is led by an experienced and diversified board of trustees and a senior management team with an average of more than 27 years of experience in the affordable housing and related industries.

Environmental, social, and governance

In our opinion, NHPF's programs exhibit social capital opportunities reflecting its mission to strengthen communities and improve the lives of their residents, beginning with affordable housing. We think the need for affordable housing within the organization's footprint, especially in high-cost metropolitan areas such as New York and Washington, D.C., will continue fueling demand for its programs, and this factors into our enterprise risk assessment. We believe NHPF's portfolio in the Southeast and along the Gulf of Mexico might be subject to heightened environmental risk, which insurance requirements and robust liquid reserves largely mitigate. In addition, NHPF's geographic diversity of assets reduces the environmental risk that disruption would follow an acute event or chronic long-term climate change. Social and governance risks have neutral implications in our credit analysis.

Outlook

The stable outlook reflects our opinion that NHPF's enterprise and financial risk profiles, based on historical and projected performance, will support the rating through the two-year outlook period. Demand for affordable housing remains extremely strong in each of the markets in which NHPF operates, supporting our expectation for strong operational performance. Finally, we expect that NHPF will continue to employ strong strategic planning processes, allowing it to maximize the impact of its business model and address affordable housing needs while also remaining financially successful. In accordance with the stable outlook, we do not expect to change the rating within the two-year outlook horizon.

Downside scenario

In the course of pursuing the active growth of its portfolio, or resulting from unforeseen financial strain, should NHPF's operating margins contract to levels consistently below 30% EBITDA-to-total revenues, or if debt ratios weaken to levels that we consider highly vulnerable so that the organization is no longer well-embedded among peers, we could consider a negative rating action. Deterioration in our assessments of liquidity and market dependencies would similarly support a negative rating action.

Upside scenario

All else equal, if NHPF improves and sustains its debt ratios at levels that we consider strong, such that the organization compares well with higher-rated peers, we could raise the rating. Improvement in the organization's debt

profile, together with improvement in either market dependencies or financial performance, would similarly support a positive rating action.

Credit Opinion

The NHP Foundation, D.C.--Key rating factors

Factors*	Assessment descriptor	Numerical assessment
Industry risk	Very strong	2
Regulatory framework	Strong	3
Market dependencies	Very strong	2
Management and governance	Extremely strong	1
Enterprise risk profile	Very strong	1.8
Financial performance	Strong	3
Debt profile	Adequate	4
Liquidity	Extremely strong	1
Financial risk profile	Strong	2.7

*S&P Global Ratings bases its ratings on nonprofit social-housing providers on the seven main rating factors listed in this table. S&P Global Ratings' "Methodology For Rating Public And Nonprofit Social Housing Providers," published June 1, 2021, summarizes how the seven factors are combined to derive each social-housing provider's stand-alone credit profile and ICR.

Enterprise Risk Profile

Industry risk: very strong

We view industry risk for "traditional" housing providers as low (equating to an assessment of '2' or very strong) based on our "Methodology: Industry Risk" criteria, published Nov. 19, 2013. Economic cycles can sometimes affect housing providers more than other types of social services because real estate fluctuations can change asset valuation. Real estate markets can be overbuilt, leading to depressed occupancy rates, rentals, and property values. Despite that, residential rental markets typically pose less risk compared with other property classes (see "Key Credit Factors For The Real Estate Industry," published Feb. 26, 2018, on RatingsDirect), and housing providers' focus on affordable housing typically lends further stability. Competitive risk is fairly low, in our view, due to effective barriers to entry in many jurisdictions, minimal risk of substitution, and generally overall stable trends in growth margins.

Regulatory framework: strong

We view social housing providers (SHPs) as benefitting from strong public policy mandates, which account for a significant portion of the sector activities (compared with that of for-profit providers). These policies are subject to regular changes that can introduce uncertainty into the framework. While there are no standards of governance, reporting, and disclosure, there is evidence of oversight of the sector. Some standards of reporting and disclosure exist to ensure the long-term financial and physical health and regulatory compliance of a managed portfolio. However, responsiveness and remediation to early signals of risk and stress are less effective.

There is no direct and ongoing operating support to SHPs. However, some forms of ongoing and systemic support are available, such as private and public grants to service residential programs for tenants and indirect tax incentives to

build affordable housing. Financial and operational performances are reflective of the housing providers and vary across the sector. There is no precedent of adverse negative intervention from governments or their agencies, and we do not expect this will change.

Market dependencies: very strong

We view NHPF's market dependencies to be very strong both according to our criteria and when compared with those of peers. NHPF's geographic footprint is diverse compared with other U.S. SHPs that we rate, including public housing authorities (PHAs), spanning 16 states. As of Dec. 31, 2023, NHPF had 8,646 units across 50 total properties and another 2,285 units across 25 total properties in the development pipeline. In our view, this volume of units and large geographic footprint reduce exposure to operating volatility, which we view as a credit strength. Similarly, NHPF's transactions are well-diversified in terms of subsidy and investor type, resident demographic, and new construction and preservation units. There is a substantial focus on social impact, as evidenced by the fact that approximately 80% of NHPF's households reported an annual income at or below 60% of area median income (AMI). Furthermore, NHPF prioritizes environmental sustainability across its portfolio and in future developments. The organization has partnered with multiple third-party entities since 2013 to implement energy efficiency and water-saving initiatives, resulting in both positive environmental impact and cost savings.

NHPF's presence in high-cost markets, combined with high standards for its developments and service offerings, help maintain very high occupancy levels, with stabilized occupancy rates across its properties consistently reported at levels above 96% in recent years, which we consider to be on par with the national average. Average social rent is approximately 36% of weighted-average market rent in the areas in which NHPF operates, translating to a very strong market dependency assessment.

Management and governance: extremely strong

We believe NHPF benefits from extremely strong management expertise and experience. The organization is governed by a 12-member board of trustees consisting of diverse and experienced individuals dedicated and committed to its mission and values. Trustees are nominated by NHPF's Nominating and Governance Committee and are then elected by a majority of trustees. Following an initial term of one year, trustees serve three-year terms. NHPF's senior management team consists of nine officers, leveraging an average of approximately 27 years of experience in affordable housing. The board and senior officers benefit from a strong working relationship, and senior management works collaboratively with vice presidents and project leaders to foster an integrated and well-functioning environment throughout the organization.

NHPF is guided by a formal five-year strategic plan, which is approved by the board of trustees and outlines specific and quantifiable operational goals. Objectives and initiatives are classified under four main themes: community impact, environmental and financial sustainability, growth, and culture. Each initiative has specific details as to "what, why, and how" it will be achieved, and key performance indicators are tracked and reported quarterly. Accordingly, we regard the organization's strategic planning process as very strong. We also believe NHPF's strategy is consistent with the organization's capabilities, while also taking marketplace conditions into account. The organization focuses on development, asset management, and resident services provided through its affiliate Operation Pathways Inc., while relying on third parties for property management of its respective projects. The organization leverages its considerable expertise and breadth in these respective areas to ensure project feasibility while coordinating a seamless process

across various groups. Immense growth in the organization's asset base and projects over the past five years, including a successful navigation of the pandemic, also speak to an ability to navigate difficult marketplace conditions.

NHPF maintains a suite of policies and procedures for the range of operations and departments within the organization. Its underwriting standards and process set the criteria for and guide management in evaluating acquisition and development opportunities. These underwriting criteria set financing standards and financial return guidelines and prescribe specific oversight processes. More broadly, management maintains a set of formalized policies regarding the annual budget, financial reporting, financial review, and insurance. Finally, NHPF's many detailed risk-management policies address market, credit, liquidity, operational, cyber security, succession, regulatory, reputational, property-level, and climate change risks.

Financial Risk Profile

Three factors, weighted equally, comprise the financial risk profile assessment: financial performance, debt profile, and liquidity. Our financial performance and debt profile assessments typically capture a five-year average of the relevant metrics comprising two years of historical audited data, the current-year estimate, and two years of forecasts. For this analysis, we used audited information for fiscal years 2022 and 2023, S&P Global Ratings-adjusted budget projections for 2024 and forecasted figures for 2025 and 2026. As part of our analysis, we moved $25.7 million in accrued interest revenue below the line in 2022 due to its one-time nature. Our liquidity assessment generally considers a forward-looking 12-month horizon.

Financial performance: strong

We regard NHPF's financial performance as strong. Rental revenues and tenant-assistance payments make up the bulk of the organization's revenue strength, comprising approximately 77% of operating revenue sources in fiscal 2023, which we view as a credit strength compared with a revenue base reliant on more risky revenue streams. We calculated NHPF's five-year average EBITDA as approximately $46.5 million in 2023, and the EBITDA-to-operating revenues ratio as 34.3%. This translated to a five-year average of 38.1%, considered strong under criteria. Management anticipates that EBITDA will strengthen in the near term while operating margins remain stable due to the active development and growth in the organization's asset portfolio. In conjunction with an expected 30% growth in the number of units over 2024 levels by year-end 2026, and a corresponding strengthening of rental revenues, we similarly expect that EBITDA and operating margins will remain strong at levels in excess of 30% in the near term and forecast period.

Debt profile: adequate

We regard NHPF's debt profile as adequate. We calculated a five-year average total debt-to-EBITDA ratio as 19.2 times and the EBITDA-to-interest coverage ratio as 1.3 times, indicating sufficient earnings to cover debt service and interest. These ratios are inclusive of debt and interest attributable to both soft debt and construction debt. If soft debt--meaning debt for which there is generally no requirement for repayment and is deferred or forgiven--is removed to only consider hard debt (debt with typical repayment schedule and requirements) and construction debt, debt-to-EBITDA is marginally lower at 17.2 times for the five-year period used in our analysis. NHPF consistently and strategically secures financing with soft-debt providers, with soft debt representing approximately 11% of total debt in

fiscal 2023, while another 27% of the total represented construction debt. Soft debt is generally structured with 0% or very low interest rates due on sale or refinancing, and most is subordinated with the potential for forgiveness or extensions--providing significant flexibility to the organization and increasing surplus cash over time. NHPF management projects growth in its overall debt position in the near term as the organization actively finances development within its transactions but expects growth in operating cash flow will produce additional strengthening of debt ratios, continuing a six-year trend generally observed between fiscal years 2017 and 2022. In conjunction with these projections, and our forecasts for financial performance, we expect NHPF's debt position will remain at least stable in the near term.

Liquidity: extremely strong

We view NHPF's liquidity to be extremely strong. In our base case, during the next 12 months we estimate that sources of liquidity totaling at least $273.2 million will cover uses by 2.4 times. Liquidity sources consist of cash and liquid investments of $175.2 million, proceeds from asset sales totaling $25.8 million, and available liquidity from prior social bond issuances of approximately $72.2 million. Liquidity uses include S&P Global Ratings-calculated use of cash from operations totaling $15.0 million, working capital outflows projected to equal $15.1 million, committed capital expenditures totaling $26.3 million, and all interest and principal payable on debt obligations coming due from internal liquidity, totaling approximately $55.6 million.

At the property level, NHPF's underwriting criteria address liquidity uses for capital needs by requiring replacement reserve deposits that equal or exceed $250/unit per year and operating reserves that vary by property. On an overall basis, NHPF also maintains working capital reserves equal to at least three months' operating expenses. According to information provided by and discussions with management, we view NHPF's access to external liquidity to be satisfactory. The organization has access to several committed bank facilities from approximately 10 lenders for predevelopment, acquisition, and liquidity needs. NHPF also has strong relationships with various community development finance institutions, state agencies, nonprofits, and other investors that also provide access to liquidity.

Anchor, Overriding Factors, Caps, And Holistic Analysis

The anchor, determined by indicative scores, weights, and rating caps, according to our methodology, is 'aa-' for the ICR. No overriding factors or caps were applied, and we did not apply a holistic adjustment, so the stand-alone credit profile is 'aa-'.

Related Research

Through The ESG Lens 3.0: The Intersection Of ESG Credit Factors And U.S. Public Finance Credit Factors, March 2, 2022

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ATTACHMENTS

COLUMBIA CROSSROADS

Attachment 1 - Required Forms

COLUMBIA CROSSROADS

OFFEROR DATA SHEET

NAME OF OFFEROR: The NHP Foundation

ADDRESS: 122 East 42nd Street, Suite 4900

New York, NY 10168

E-MAIL ADDRESS: plee@nhpfoundation.org

Name and e-mail addresses of both service and fiscal representatives (Key Personnel) who would handle this account.

Service Representative: Pamela Lee
Telephone Number: (607)227-9981
E-Mail Address: plee@nhpfoundation.org

Fiscal Representative: Thalia Lankin, Chief Administrative Officer
Telephone Number: (202)285-1417
E-Mail Address: tlankin@nhpfoundation.org

Payment Address, if different from above:

Same as above.

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

BY SIGNING THIS AFFIRMATION, THE OFFEROR REPRESENTS THAT IT UNDERSTANDS THAT THE FOLLOWING CONTRACT TERMS ARE REQUIRED BY LAW AND CANNOT BE VARIED, REVISED, AMENDED, CHANGED, OR OTHERWISE NEGOTIATED:

1. **Funding:** The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this contract is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations. The County's obligations to make payments during subsequent fiscal years are dependent upon the same action. If such an appropriation is not made for any fiscal year, the contract shall terminate effective at the end of the fiscal year for which funds were appropriated and the County will not be obligated to make any payments under the contract beyond the amount appropriated for payment obligations under the contract. The County will provide the Contractor with written notice of non-appropriation of funds within thirty (30) calendar days after action is completed by the Board of Supervisors. However, the County's failure to provide such notice will not extend the contract into a fiscal year in which sufficient funds have not been appropriated.
2. **Non-discrimination**: During the performance of this contract, the Contractor agrees as follows:
   a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause.
   b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
   c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
   d. The Contractor will include the provisions of the foregoing paragraphs a, b, and c above in every subcontract or purchase order of over $10,000 so that the provisions will be binding upon each subcontractor or vendor.
   e. Contractor shall, throughout the term of this contract, comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended. Contractor shall further require that all of its subcontractors will comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended.
3. **Authorization to Conduct Business in the Commonwealth:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a Fairfax County pursuant to the Fairfax County Purchasing Resolution shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. Fairfax County may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
4. **No Indemnification by the County.** The parties agree that under applicable law the County cannot indemnify or defend the Contractor. To the extent any promise or term contained in this Contract, including any exhibits, attachments, or other documents incorporated by reference therein, includes an indemnification or obligation to defend by the County, that promise, or term is stricken from this Contract and of no effect.
5. **Contractual Disputes:**
   a. Any dispute concerning a question of fact as a result of a contract with the County which is not disposed of by agreement shall be decided by the Purchasing Agent, who shall reduce her decision to writing and mail or otherwise forward a copy to the Contractor within ninety (90) days. The decision of the Purchasing Agent shall be final and conclusive unless the Contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A Contractor may not institute legal action, prior to receipt of the Purchasing Agent's decision on the claim, unless the Purchasing Agent fails to render such decision within the time specified.
   b. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

6. **Drug Free Workplace**: During the performance of a contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract of over $10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in conjunction with a specific contract awarded to a Contractor in accordance with this section, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.
7. **Immigration Reform and Control Act:** Contractor agrees that it does not and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the Federal Immigration Reform and Control Act of 1986.
8. **Audit of Records:** The parties agree that County or its agent must have access to and the right to examine any books, documents, papers, and records of the Contractor involving transactions related to the Contract or compliance with any clauses thereunder, for a period of three (3) years after final payment. The contractor must include this requirement in all subcontracts related to this Contract.
9. **Nonvisual Access:** All information technology, which is purchased or upgraded by the County under this contract, must comply with the following access standards from the date of purchase or upgrade until the expiration of the Contract:
    a. Effective, interactive control and use of the technology (including the operating system), applications programs, and format of the data presented, shall be readily achievable by nonvisual means;
    b. The technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom the blind or visually impaired individual interacts;
    c. Nonvisual access technology shall be integrated into networks used to share communications among employees, program participants, and the public; and
    d. The technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired. A covered entity may stipulate additional specifications in any procurement.
    e. Compliance with the nonvisual access standards set out this Section is not required if the Board of Supervisors determines that (i) the information technology is not available with nonvisual access because the essential elements of the information technology are visual and (ii) nonvisual equivalence is not available.

Signature/Date: _____ / March 25, 2025

Printed Name/Title: Thalia Lankin / Chief Administrative Officer

Company Name: The NHP Foundation

FAIRFAX COUNTY'S BUSINESS CLASSIFICATION SCHEDULE

Classify business size or organization type in STEP 1.

STEP 2: Classify ownership (if applicable). Upon completion, return to the requesting staff member. Staff should reference DOF's vendor setup/modification procedures.

These designations are requested of all vendors including publicly traded corporations, non-profits, employment services organizations, government organizations, partnerships, sole proprietorships, etc. Fairfax County's definitions mirror the State of Virginia's (see below and VA's SBSD for more info). Certification is not required, and Fairfax does not establish preferences or set-asides for specific classifications. Fairfax County's One Fairfax Policy on racial and social equity commits the County to intentionally consider equity in program and service delivery. Information provided on this form is aggregated and used to report spending patterns.

Send any questions to supplierdiversity@fairfaxcounty.gov.

Examples:

- A small, Asian women-owned business would mark "Small" in Step 1, then "Women-Owned" and "Minority- Owned" in Step 2
- A small, service-disabled veteran and women-owned business would mark "Small" in Step 1, then "Women- Owned" and "Service-Disabled Veteran-Owned" in Step 2
- A government agency/public body would ONLY mark "Government/Public Body" in Step 1.

VENDOR NAME: The NHP Foundation **DATE:** March 26, 2025

Step 1: Indicate the classification of your business/organization. Select ONLY one (1) option.

☐ **Micro** ☐ **Small** ☐ **Large** ☒ **Non-Profit** ☐ **Gov't/Public Body** ☐ **Employment Services Organization (ESO)**

Step 2 (OPTIONAL): Indicate what type of ownership your business/organization consists of. You may choose MORE than one (1) option.

☐ **Women-Owned** ☐ **Minority-Owned** ☐ **Service-Disabled Veteran-Owned**

DEFINITIONS

Micro Business/Organization: "Micro business" means a business that has no more than twenty-five (25) employees AND no more than $3 million in average annual revenue over the prior three-year period.

Small Business/Organization: "Small business" means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of $10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

Minority-Owned Business: is a business that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company, or other entity, at least 51% of the equity ownership interest in the corporation, partnership or limited company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals. Such individuals shall include Asian American, African American, Hispanic American, Native American, Eskimo, or Aleut.

Women-Owned Business: a business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women who are U.S. citizens or legal resident aliens.

Service-Disabled Veteran: means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service - connected disability rating fixed by the United States Department of Veterans Affairs.

Service-Disabled Veteran-Owned Business: is a business that is at least 51 percent owned by one or more service -disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service-disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service-disabled veterans.

Employment Services Organization: a private non-profit, state, or local government institution that provides employment opportunities for individuals who are developmentally, physically, or mentally impaired, to prepare for gainful work in the general economy. These services may include physical rehabilitation, training in basic work and life skills (e.g., how to apply for a job, attendance, personal grooming, and handling money), training on specific job skills, and providing work experience.

VIRGINIA STATE CORPORATION COMMISSION (SCC) REGISTRATION INFORMATION

The offeror:

☒ is a corporation or other business entity with the following SCC identification number: SCC ID: F1861188 **-OR-**

□ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

□ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

□ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why whose contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

□ Check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals: □

Request for Protection of Trade Secrets or Proprietary Information in accordance with Virginia Code § 2.2-3705.6 11.b.

The Offeror shall complete this form to protect trade secrets and proprietary information from disclosure under the Virginia Freedom of Information Act. In order to receive protection, you must (a) invoke the protection prior to or upon submission of the data or other materials, (b) identify the data or other materials to be protected, and (c) state the reason(s) why protection is necessary. Each of these requirements must be met with respect to the particular information for which protection is sought.

a) Submission of this form with or without other reference to Virginia Code § 2.2-3705.6 11.b shall satisfy the invocation requirement with respect to data or other materials clearly identified herein.

b) Identify the specific data or other material for which protection is sought. Suggested forms of designation include listing the Proposal Section, Tab, or Page numbers; attaching to this form a copy of the table of contents from your Proposal with the relevant trade secret or proprietary contents highlighted; or identifying herein a document stamp used within the Proposal to designate the relevant materials (e.g., "all portions of the Proposal marked "Proprietary" or "Trade Secret"").

   The classification of an entire proposal document, line-item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable.

c) For each distinct section of data or other information identified in response to paragraph b), above, state the reason(s) why protection is necessary.

Your explanation must do more than simply stating the materials are "proprietary," or "trade secrets," or "not publicly available." You may attach additional sheets to this form as needed.

Use of this form does not guarantee protection. It is incumbent upon each vendor to meet the prerequisites for protection of their trade secrets or proprietary information. Provision of this form does not constitute legal advice; you are encouraged to consult with your legal counsel prior to designation of materials for protection.

DATA/MATERIAL TO BE PROTECTED	SECTION NO., & PAGE NO.	REASON WHY PROTECTION IS NECESSARY
Project Proforma	Section 10, attachment	We do not want to share our internal model with outside parties, as this was developed for NHPF use.

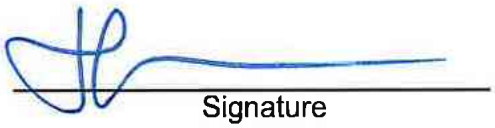
BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, submit a copy with your proposal.
- Do you have an office in: Virginia ☐ Yes ☒ No
  Fairfax County ☐ Yes ☒ No
- Date business began/will begin work in Fairfax County

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County.

If awarded, The NHP Foundation will immediately begin completing standard real estate due diligence and other development-related work required to entitle, finance, construct, lease, and operate the new community. The NHP Foundation is located outside of Fairfax County, in Washington, DC. If selected, we anticipate 2 key staff working on the project, including Ms. Pamela Lee, who would spend 75% of her time on the project, and Mr. John Welsh, whose time would range from 15% to 20%.



Signature

March 25, 2025

Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.

Certification Regarding Ethics in Public Contracting

In submitting a proposal, and signing below, Offeror certifies the following in connection with the proposal:

Check one:

[X] 1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

[ ] 2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, complete the following:

Recipient: _____

Date of Gift: _____

Description of the gift and its value:

_____

_____

_____

Description of the consideration received in exchange and its value:

_____

_____

_____

Printed Name of Offeror Representative: Thalia Lankin, Chief Administrative Officer

Signature/Date: _____ / March 25, 2025

Company Name: The NHP Foundation

Company Address: 122 East 42nd Street, Suite 4900

City/State/Zip: New York, NY 10168

This certification supplements but does not replace the requirements set forth in paragraph 59 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation.

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

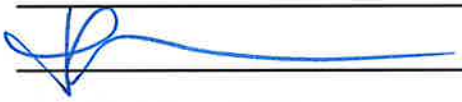
1. The Offeror certifies, to the best of its knowledge and belief, that neither the Offeror nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration.

2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).

3. The Offeror shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time prior to award, the Offeror learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of Representative: Thalia Lankin, Chief Administrative Officer

Signature/Date: 

Company Name: The NHP Foundation

Address: 122 East 42nd Street, Suite 4900

City/State/Zip: New York, NY 10168

SAM.gov Unique Entity Identifier (UEI): GGTHUQJUX5U3

BYRD ANTI-LOBBYING CERTIFICATION
31 U.S.C. 1352 et seq.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal Loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of and Federal contract, grant, loan, or cooperative agreement.

2. If any funds or than Federal appropriated funds have been paid or will be paid to any person for making lobbying contacts to an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions [as amended by "Government wide Guidance for New Restrictions on Lobbying," 61 Fed. Reg. 1413 (1/19/96).

   Language in paragraph (2) herein has been modified in accordance with Section 10 of the Lobbying Disclosure Act of 1995 (P.L. 104-65, to be codified at 2 U.S.C. 1601, *et.seq.*)]

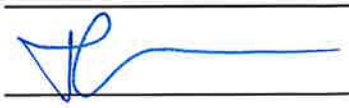
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

[Pursuant to 31 U.S.C. § 1352(c)(1)-(2)(A), any person who makes a prohibited expenditure or fails to file or amend a required certification or disclosure form shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such expenditure or failure.]

The CONTRACTOR, The NHP Foundation, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the CONTRACTOR understands and agrees that the provisions of 31 U.S.C. A 3801, *et seq.*, apply to this certification and disclosure, if any.

Printed Name of Representative: Thalia Lankin, Chief Administrative Officer

Signature/Date: 

Company Name: The NHP Foundation

Address: 122 East 42nd Street, Suite 4900

City/State/Zip: New York, NY 10168

SAM.gov Unique Entity Identifier (UEI): GGTHUQJUX5U3

Attachment 2 -
Certification of PPEA Solicitation and Addenda Review

COLUMBIA CROSSROADS

Attachment 2: Certification of Addenda Review

Acknowledgment and Certification of PPEA Solicitation and Addenda

We, the undersigned, hereby certify the following:

1. We have reviewed the Public-Private Education Facilities and Infrastructure Act (PPEA) solicitation for East County Part B.

2. We have received, reviewed, and understand the content of all addenda issued to date as listed below:

- Addendum No. 1, dated January 3, 2025
- Addendum No. 2, dated February 25, 2025
- Addendum No. 3, dated April 7, 2025

We confirm that signed copies of each addendum follow this Attachment 2.

Developer Name: The NHP Foundation

Authorized Representative Signature:

Title: Assistant Vice President

Date: April 11, 2025

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County of Fairfax, Virginia

Empowering Communities, Building Futures

Date: January 4, 2025

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS

SUBJECT: RFP 2000004100, East County Part B Property Redevelopment

DUE DATE/TIME: March 28, 2025/2:00 p.m. EDT

The following are changes to the issued RFP:

1. The title of Appendix D on the Table of Contents page is changed from:

Appendix D: 2024 Notice of Funding Availability (NOFA) application

To: *Appendix D: 2025 Notice of Funding Availability (NOFA) application*

2. The last paragraph under **Financial Plan and Transactional Instruments** is changed from:
Developer is encouraged to compete for County subordinate financing as part of their proposed financial plan. The County's subordinate loan shall be in second tier position after first mortgage in terms of waterfall structure and priority in event of foreclosure. See Appendix D for the 2024 Notice of Funding Availability (NOFA) application for more information. It is noted that NOFA terms are subject to change annually.

To: *Developer is encouraged to compete for County subordinate financing as part of their proposed financial plan. The County's subordinate loan shall be in second tier position after first mortgage in terms of waterfall structure and priority in event of foreclosure. See Appendix D for the 2025 Notice of Funding Availability (NOFA) application for more information (full details of the application can be viewed here: https://www.fairfaxcounty.gov/housing/development/fundingavailability). It is noted that NOFA terms are subject to change annually.*

3. Appendix D is replaced with the Appendix D attached to this addendum.

4. The time of the pre-proposal conference listed on page 19 is changed from 11:00 p.m. to 11:00 a.m.

5. The Affordability evaluation criterion on page 9 is changed from:
2. Affordability [15 of 100 Points]

All residential rental units shall be affordable to households between 30% and 80% of the Area Median Income (AMI) as established by the United States Department of Housing and Urban Development (HUD), as long as the average AMI level at the property does not exceed 60% AMI.

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To: ***2.Affordability [15 of 100 Points]***

All residential rental units shall be affordable to households up to 80% of the Area Median Income (AMI) as established by the United States Department of Housing and Urban Development (HUD). Preference will be given to the Developer that provides an aggregate average income of 60% or below.

All other terms and conditions remain the same.

DocuSigned by:
Kevin Sheehan
25213D653374440...

Kevin Sheehan
Contract & Procurement Coordinator

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

The NHP Foundation

(Name of Firm)

(Signature) February 26, 2025 (Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE.

SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

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Date: February 25, 2025

ADDENDUM NO. 2

TO: ALL PROSPECTIVE OFFERORS

SUBJECT: RFP 2000004100, East County Part B Property Redevelopment

DUE DATE/TIME: April 11, 2025/2:00 p.m. EDT

The due date of RFP 2000004100 has been changed from March 28, 2025, to April 11, 2025, at 2:00 p.m. EDT.

The following are answers to questions received by February 21, 2025:

Q1. Is the proposed 3-5% of the ground-level gross square footage (GSF) for non-residential space a minimum or maximum requirement?
A1. **It is a minimum requirement. The site is zoned Planned Development Commercial District (PDC); given that Alta Crossroads (Part A) has been approved and developed with 100% residential, a retail component on the East County side (Part B) is needed.**

Q2. The approved zoning permits up to 1.81 FAR, while the Comprehensive Plan allows up to 2.25 FAR. Is there flexibility to increase density beyond 1.81 FAR or exceed 160 total units?
A2. **The property is located in Sub-Unit B2 of the Baileys Community Business Center (CBC), which allows up to a 2.25 FAR as an option under the redevelopment option. Additional information should be provided for staff review that demonstrates how the proposal meets the Plan guidance that permits up to a 2.25 FAR in order for staff to provide a final determination. The approved Conceptual Development Plan (CDP)/Final Development Plan (FDP) was determined to be in conformance with that language at that time. A Proffer Condition Amendment (PCA) to change the uses on the approved CDP/FDP must include a small nonresidential component. If there is an application to increase the intensity beyond what is shown on the approved CDP/FDP, the amount of nonresidential required may increase to ensure conformance with the Plan Language.**

Q3. The site is zoned PDC, which limits residential use to 50% without modification. Has there been discussion or support for increasing the residential component to 90%? Would this require a rezoning?
A3. **There may be a willingness to support the modification provided there is at least some level of non-residential use provided on the site. A rezoning cannot be supported because that would leave Part A out of conformance with the initial RZ.**

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Q4. Will a Comprehensive Plan amendment be required for this project?
A4. **A density exceeding the 1.81 in the approved CDP but up to 2.25 may be acceptable without a Comprehensive Plan amendment if it can be demonstrated that the Plan guidance under the redevelopment option can be met and other Comprehensive Plan goals for this site and area could be achieved. More detailed information would be needed to make a firm determination.**

Q5. Is there a target unit mix or quantity beyond the maximum allowed by zoning?
A5. **There is no target unit mix or quantity beyond the maximum allowed by zoning.**

Q6. Are the noted building footprint dimensions inclusive of restriction lines? Is the hatched/rendered footprint the limit of the proposed building?
A6. **Yes. That box for Part B is the Building Restriction line.**

Q7. Can the curved open area in the Southeast corner be used for the building footprint, or is it only for open space calculation?
A7. **Yes, that portion is currently shown as open space. If the applicant amends the CDP, staff could be open to negotiations on the layout; however, staff expects to see the same amount of open space as was approved with the RZ.**

Q8. Is the 60' noted on the South Side expected to remain, and can only open space be located there?
A8. **If the applicant intends to amend the CDP, there could be flexibility in the programming. We will want some open space on Part B though commensurate to what was approved.**

Q9. Will the County assist in obtaining necessary access, easements, or permissions from the adjacent property owner (ALTA Crossroads)? Is ALTA Crossroads obligated to support a zoning application if required?
A9. **During the review of the FDP for ALTA Crossroads, staff continually reminded the applicant about the East County portion and that there may be a need to work with the County in the future. The applicant was willing to have those discussions in the future.**

Q10. Is there flexibility in parking ratio requirements?
A10. **As stated in the RFP, parking ratios must comply with parking requirements per the County's adopted zoning ordinance amendment, Parking Reimagined. This policy contemplates flexibity for affordable housing, allowing for potential reductions. Justification and analysis must be provided for any proposed parking reductions.**

Q11. Are there any bonding requirements for performance, public improvements, or VDOT-related work?
A11. **There may be escrow requirements for green building certification dependent on type of program and certification level chosen. Other performance, Public Improvement (PI), or Virginia Department of Transportation (VDOT) related bond requirements would be administered by Land Development Services (LDS) and VDOT.**

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Q12. Childcare is not considered a principal use unless it is tied to a public use. Can the county clarify why a childcare would not be acceptable? At only 3-5%, would it not be permissible as a secondary use subordinate to the principal residential use elsewhere in the building?
A12. **The site is zoned PDC; given that ALTA Crossroads (Part A) has been approved and developed with 100% residential, a non-residential component is needed on the East County side (Part B). Childcare uses are considered a public, institutional, and community use per Zoning Ordinance (ZO) Sec. 4102.4., and listed as a secondary use in PDC in Table 4101.2. If it is controlled primarily for public purposes by any department or branch of the Federal Government, Commonwealth of Virginia, or the Fairfax County government under the direct authority of the Board, the Fairfax County School Board, or the Fairfax County Park Authority, it could be considered a public use and would be classified as a principal use. At this time, Fairfax County does not intend on running a childcare center at this location.**

Q13. What is the expectation, timeline and responsibility for constructing the Seminary Road extension between Columbia Pike and Road A? Could it impact building entrances or site planning?
A13. **There is currently no funding designated for the realignment of Seminary Road, therefore there is no proposed timing. A two-lane roadway connection between Columbia Pike and Road A may be required in coordination with Fairfax County Department of Transportation (FCDOT) and VDOT. This could be either Road B or Seminary Road depending on the outcome of the traffic study to be completed by the selected Developer. Right of Way (ROW) expectations have not changed. The intent is for the realigned Seminary Road to connect to Columbia Pike at the existing signal, where there may need to be an additional turn lane depending on the outcome of the traffic study. When this parcel was purchased by Fairfax County it was primarily intended to serve the Seminary realignment. It was determined that excess ROW was available allowing for development. There are no plans to alter the alignment of Seminary Road or the ROW.**

Q14. Who is responsible for extending Road A, and what is the expected timeline?
A14. **The Selected Developer is responsible for extending Road A as part of their proposed Affordable Housing project.**

Q15. Will Road B be required for fire department access as part of the ALTA Crossroads site plan approvals? If so, will the selected developer bear the full cost, or will it be shared with Alta Crossroads?
A15. **Road B is an option of the ALTA Crossroads development and is therefore not a fire access road. Emergency vehicle access to be confirmed by applicant with the Fire Marshal's Office (FMO). There are no development conditions associated with the Alta development that require a contribution for the construction of Road B.**

Q16. Will the new road on the west side of the parcel be constructed as drawn?
A16. **This question is addressed in the RFP. Road B is subject to a future traffic study by the selected Developer, refer to Question 13 for additional context.**

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Q17. What is the expectation on overhead lines along Columbia pike, would these need to be relocated to underground? Please discuss overhead lines and conflict with Road A?
A17. **Frontage along Columbia Pike should be consistent with that of the ALTA development (Part A) next door, which includes undergrounding of utilities and frontage improvements.**

Q18. Is there any available information on sewer capacity?
A18. **Approved PI plan # 7385-PI-001 has ALTA Crossroads Sanitary Sewer Capacity study for the ALTA Crossroads development. Developers need to evaluate existing sanitary sewers to check for sewer conveyance capacity.**

Q19. Does the County have a list of required community organizations for outreach? Are there specific community outreach goals the County wants to achieve?
A19. **It is expected that the selected developer will identify and engage key community stakeholders in coordination with the Mason Magisterial District Supervisor's office, Department of Housing and Community Development (HCD), and other County agencies. While there is no predefined list, outreach should be comprehensive and aim to address community concerns, provide project updates, and gather feedback to ensure alignment with neighborhood needs. Initial community outreach was conducted by HCD and Neighborhood and Community Services (NCS).**

Q20. Is there funding available from the Virginia Housing Authority or other government sources? Can contact information for potential funding sources be provided?
A20. **Developers are encouraged to explore various funding sources, including, but not limited to, Virginia Housing, the Virginia Department of Housing and Community Development, Low-Income Housing Tax Credits (LIHTC), and other federal and state programs. While the County does not directly provide a list of contacts, resources and guidance can be found through Virginia Housing website and other relevant agencies. Selected developer may also apply for the County's Notice of Funding Availability (NOFA) under a separate process, as a potential source for subordinate financing.**

Q21. What is the expected timeframe for closing on this deal?
A21. **The timeline for closing will depend on project approvals, financing, and other required agreements. The County anticipates moving efficiently through the selection and negotiation process, but developers should consider potential rezoning, site plan approvals, and funding applications in their proposed schedules.**

Q22. Will the addendum clarify if tax credit application scoresheets are required? Should both 9% and 4% LIHTC scoresheets be submitted, or just the 9%?
A22. **The scoresheets are required to be submitted as part of developers' submission if the developer is proposing utilizing LIHTC. Entire Virginia Housing Application is not necessary. If a developer is considering both 9% and 4%, they should submit both scoresheets.**

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Q23. Given the expected timeline for selection and MDA negotiations, is the March 2026 9% tax credit application feasible, or is March 2027 the target?
A23. **The timing of a potential LIHTC application will depend on the Developer's proposed schedule and timeline of necessary finance and regulatory approvals and agreements.**

Q24. Is the County looking for leases or LOIs for the commercial space as part of the RFP response?
A24. **While not required, the County encourages developers to demonstrate a viable commercial strategy. Letters of Intent (LOIs) or preliminary agreements with potential tenants will strengthen proposals by showcasing interest and feasibility.**

Q25. Who is responsible for soil, groundwater, and vapor assessments, the County or the project team?
A25. **A preliminary geotechnical investigation report has been submitted as an appendix to the RFP, however the selected developer will be responsible for conducting any necessary environmental assessments, potentially including but not limited to soil, groundwater, and vapor testing, as part of their due diligence.**

Q26. Are there specific LEED or green certification requirements for the project?
A26. **The County supports sustainable development and encourages proposals that incorporate energy-efficient and environmentally friendly design principles. As described in the RFP, a minimum Gold EarthCraft Certificate, or equivalent, is required for this development.**

Q27. Is the County seeking a minimum of 60% AMI housing?
A27. **It is incumbent on the Developer to propose an affordable housing unit mix to serve individuals and families with low to moderate incomes and shall achieve an aggregate average of 60% AMI (Area Median Income) or below, consistent with the County's strategic housing goals.**

Q28. Is there a preferred format for submitting the requested statements?
A28. **The RFP does not specify a strict format for the statements, but developers should ensure clarity, completeness, and alignment with the submission requirements. Any format that clearly conveys the required information will be acceptable.**

Q29. Are short-form LOIs between development team members acceptable, given that some organizations prefer not to disclose confidential business terms in a public submission?
A29. **Yes, short-form LOIs are acceptable as long as they demonstrate meaningful commitments and outline the roles of key team members. Confidential business terms do not need to be disclosed in the public submission.**

All other terms and conditions remain the same.

DocuSigned by:
Kevin Sheehan
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Kevin Sheehan
Contract & Procurement Coordinator
Fairfax County Dept. of Housing & Community Development

Department of Housing and Community Development
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THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

The NHP Foundation

(Name of Firm)

(Signature)

February 26, 2025

(Date)

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County of Fairfax, Virginia

Empowering Communities, Building Futures

Date: April 7, 2025

ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS

SUBJECT: RFP 2000004100, East County Part B Property Redevelopment

DUE DATE/TIME: April 11, 2025/2:00 p.m. EDT

The following are answers to questions received by April 4, 2025:

Q1. To be clear, it is not expected for applicants of this RFP to also submit a NOFA response as outlined in Appendix D and updated in Addendum 1? The NOFA application is supplied for informational purposes in the event an applicant is awarded the project?
A1. **Correct. The NOFA application is provided for informational purposes only. Applicants responding to this RFP are not required to submit a NOFA response. However, if an applicant is awarded the project, they may choose to apply for funding through the NOFA process at that time.**

Q2. Is it necessary to have a BPOL submitted with the RFP or can we acquire it post award?
A2. **A Business, Professional, and Occupational License (BPOL) is not required at the time of proposal submission. However, the selected developer will be required to obtain a BPOL before executing any agreements with the County.**

Q3. Please confirm that we can program the building for both families and seniors.
A3. **We are open to both family and senior, however, not exclusively a senior-only property.**

All other terms and conditions remain the same.

DocuSigned by:
Kevin Sheehan
25213D653374440...

Contract & Procurement Coordinator
Fairfax County Dept. of Housing & Community Development

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

The NHP Foundation
(Name of Firm)

(Signature)

April 7, 2025
(Date)

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