

County Council of Howard County, Maryland

2024 Legislative Session

Legislative Day No. 12

Resolution No. 161 -2024

Introduced by: The Chairperson at the request of the County Executive

Short Title: Approving – Urban Renewal Project – Long Reach Village Center

Title: A RESOLUTION approving the urban renewal project for the Long Reach Village Center in Columbia pursuant to Section 13.1106 of the Howard County Code.

Introduced and read first time _____, 2024.

By order _____
Michelle Harrod, Administrator

Read for a second time at a public hearing on _____, 2024.

By order _____
Michelle Harrod, Administrator

This Resolution was read the third time and was Adopted___, Adopted with amendments___, Failed___, Withdrawn___, by the County Council on _____, 2024.

Certified By _____
Michelle Harrod, Administrator

NOTE: [[text in brackets]] indicates deletions from existing law; TEXT IN SMALL CAPITALS indicates additions to existing law; ~~Strike-out~~ indicates material deleted by amendment; Underlining indicates material added by amendment

1 **WHEREAS**, the County’s Urban Renewal Law is codified at Title 13, Subtitle 11 of the
2 County Code; and

3
4 **WHEREAS**, an Urban Renewal Project is defined in the Urban Renewal Law as
5 including undertakings and activities of Howard County in an urban renewal area for the
6 elimination and for the prevention of the development or spread of slums and blight; and

7
8 **WHEREAS**, pursuant to the Urban Renewal Law, on March 5, 2014 the County Council
9 approved County Council Resolution No. 22-2014 which declared that certain properties in the
10 Long Reach Village Center constituted a blighted area that needed to be rehabilitated or
11 redeveloped through an Urban Renewal Project, authorized the County Executive to acquire
12 certain real property in connection with the Project, and declared that the Project is necessary in
13 the interest of the public health, safety and welfare of the residents of the County; and

14
15 **WHEREAS**, under the authority granted by Resolution No. 22-2014, the County
16 acquired property in the Village Center from Long Reach Village Associates, LLC, by deed
17 dated October 1, 2014, and recorded among the Land Records of Howard County, Maryland in
18 Liber 15841, Folio 184, and by deed dated February 20, 2015, and recorded among the Land
19 Records of Howard County, Maryland in Liber 16036, Folio 227 (the “Property”), containing
20 approximately 7.71 acres shown as shaded in the attached Exhibit A; and

21
22 **WHEREAS**, an Urban Renewal Plan is defined in the Urban Renewal Law as a plan, as
23 it exists from time to time, for an urban renewal project, which plan shall be sufficiently
24 complete to indicate such land acquisition, demolition and removal of structures, redevelopment,
25 improvements, and rehabilitation as may be proposed to be carried out in the urban renewal area,
26 zoning and planning changes, if any, land uses, maximum density and building requirements;
27 and

28
29 **WHEREAS**, the County has worked with the local community to establish a broad
30 vision and objectives in the ReImagine Long Reach Village Center Plan, including a goal of
31 soliciting private sector proposals with conceptual redevelopment plans; and

1 **WHEREAS**, from July of 2023 to January of 2024, the County solicited proposals by
2 way of a Request for Proposals (RFP), which invited offerors to redevelop and purchase the
3 Property; and

4
5 **WHEREAS**, at the closure of the RFP process, Columbia Concepts, LLC’s proposal was
6 the sole offer received;

7
8 **WHEREAS**, County personnel evaluated and selected the proposal offered by Columbia
9 Concepts, LLC, to serve as the County’s plan for the urban renewal project; and

10
11 **WHEREAS**, the project proposed by Columbia Concepts, LLC describes conceptual
12 plan for renewal that call for new ground-up redevelopment, a vibrant mix of land uses,
13 demolition, and future zoning changes that would be required to develop the project; and

14
15 **WHEREAS**, the plan proposed by Columbia Concepts, LLC is mixed-use with multi-
16 generational residential, community space, athletics, entertainment, restaurant and retail uses;
17 and

18
19 **WHEREAS**, the plan proposed by Columbia Concepts, LLC are designed to be a
20 community focal point and gathering place for Long Reach Village and a regional destination;
21 and

22
23 **WHEREAS**, in accordance with Section 13.1106(a) of the Howard County Code, on or
24 about October 23, 2024, the County Council submitted the plan for the Urban Renewal Project to
25 the Planning Board for its review and recommendations only, which plan is attached as Exhibit
26 B; and

27
28 **WHEREAS**, a public hearing was held by the County Council on the proposed Urban
29 Renewal Project including the plans therefor; and

1 **WHEREAS**, the plans for the Urban Renewal Project require that the developer,
2 Columbia Concepts, LLC, or its affiliate, take ownership of the Property pursuant to the terms
3 and conditions of a Purchase and Sale Agreement; and
4

5 **WHEREAS**, the County Council is considering Council Resolution No. 162-2024 in
6 conjunction with this Resolution to authorize the disposition of the Property to Columbia
7 Concepts, LLC or its affiliate.
8

9 **NOW, THEREFORE, BE IT RESOLVED** by the County Council of Howard County,
10 Maryland, this ____ day of _____, 2024, that the County Council hereby
11 approves the Urban Renewal Project for the Long Reach Village Center, consistent with the
12 plans therefor attached as Exhibit B and this Resolution.
13

14 **AND BE IT FURTHER RESOLVED**, that the actions authorized by this Resolution are
15 declared to be in the interest of the public health, safety and welfare of the residents of Howard
16 County.
17

18 **AND BE IT FURTHER RESOLVED**, that all aspects of the urban renewal plan,
19 including but not limited to the residential units, square footage of space, and site layout will be
20 determined by the Zoning Board through the Major Village Center Redevelopment Process,
21 including the Village Center boundaries, the design guidelines for the Village Center, a concept
22 plan, and minima, maxima, precise values, and specific requirements concerning, but not limited
23 to, Village Center Amenity Areas, building heights, parking, density, and permitted uses
24 pursuant to Section 125.0.J.5.d. of the Howard County Zoning Regulations, and the approval of
25 the Urban Renewal Project for the Long Reach Village Center does not require, dictate,
26 preordain or imply any decision or action by the Zoning Board.

EXHIBIT A





DESTINATION
LONG REACH

REIMAGINING LONG REACH VILLAGE CENTER &
REDEVELOPING 8775 CLOUDLEAP COURT

Supplemental **TECHNICAL** *Proposal*

Prepared by

Columbia
CONCEPTS

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FOREWARD

Maple Lawn-based Columbia Concepts is pleased to submit its proposal to Howard County, Maryland for the redevelopment of the Long Reach Village Center. Columbia Concepts has assembled a team of design, development, financing, construction, leasing, and property management professionals with extensive experience in developing successful mixed-use, mixed-income real estate projects in Howard County, the State of Maryland, and across the country. Virtually every member of our team has significant ties to Howard County, either as a resident or as an employee of a Howard County-based business. The successful redevelopment of the Long Reach Village Center, therefore, is an incredibly important project for our team. As members of the very community in which this redevelopment project exists, we are meaningfully and personally invested.

In redeveloping the Long Reach Village Center, our principal goal is creating a new hub of commercial and residential activity that will serve as a catalyst for transforming the Village Center and even its surrounding neighborhoods into a vibrant, sustainable ecosystem. In doing so, we intentionally incorporated into our development plan many components of the *PlanHoward 2030* vision and *the Reimagine Long Reach Village Center* proposed plan, including Economic Sustainability, Connectivity, Community Spaces, and an inspiring Building and Site Design. And we embrace the legacy of the village center's reputation as a hub for arts and cultural exploration and development, adding a modern flare in the process. As equally important in this respect, we will utilize public art throughout the development as recommended by HoCo by Design as part of the General Plan. Each aspect of our concept will transform the Long Reach Village Center into a destination location for the best county in this country. In light of this transformation, our proposal is known as *Destination Long Reach*.

The secret ingredient for *Destination Long Reach* is the community. We formed our plan first by listening to the community's requests and understanding their needs, something our team is uniquely positioned to do as members of the community themselves. Our community-first redevelopment principles include continuous communication and engagement as the project progresses. We have established robust communication strategies by leveraging social media to provide real-time updates and receive feedback and inquiries. The community will be a vital part of our team.

Together, we will return the Village Center as the focal point of our community's identity, replacing the blight designation with a renewed sense of pride for Long Reach. The revitalized Village Center will be a destination location that serves area residents, generates new activity through innovation, conserves natural resources, provides new employment opportunities, and creates wonderful networking opportunities through our building tenants and our programs. Through intentional and effective collaboration, we will build an energy framework that will enhance the environment with a goal to make the Village Center energy self-sufficient. We will even explore the opportunity to export clean renewable electricity to our neighbors.

Columbia Concepts looks forward to making *Destination Long Reach* a much-needed reality. We welcome the opportunity for further discussion about our comprehensive and innovative development plan for the Long Reach Village Center.



EXECUTIVE SUMMARY

The **NEED**

Once a premier family destination in Howard County, the Long Reach Village Center (LRVC) is poised for a historic rebirth. In the early 1980s, LRVC was home to a thriving grocery store, a new arts center, and local shops, like our favorite, Pappy's Restaurant.



Families traveled across the County to the Long Reach Pappy's for a delicious meal (usually the pizza), which was enjoyed in a nostalgic setting. In this family-style, pub restaurant, kids always ordered the birch beer and watched the Pappy's team make pizzas through the glass window. Everybody wore the Pappy's Styrofoam hat. At Pappy's, it was a virtual certainty that parents would see a work colleague or neighbor, while kids would run into a schoolmate or teammate from a local sports league. Pappy's delivered a great evening of nice conversation, good food, and lots of laughs. Life was simpler then. But restaurants like Pappy's made LRVC a destination to which you could not wait to return.



Over time, big-box competition, among other things, spurred disinvestment in LRVC, causing a sustained adverse impact on the Village Center. Its reputation as a destination location diminished as anchor tenants closed their doors. Lacking the necessary investment, structures deteriorated. Eventually, the County Council designated LRVC as a blight. Far from being reduced to ruins, Long Reach remains rich in history, dearly loved by our community, and ideally located near major interstate highways, freeways, and thoroughfares that connect Howard County with Baltimore, Anne Arundel, and Prince George's counties, and Annapolis and Baltimore cities. With these assets, the sun will rise over LRVC again!



The **VISION**

Following the Guiding Principles for the 21st Century Planned Community of Columbia, our concept, named *Destination Long Reach*, will be a mixed-use, multi-generational arts and culture development. It will provide strong destination-based retail with residential units targeting families, mid-career singles, and empty nesters. Our concept transforms this entire urban area into an entertainment and activities village worthy of the *PlanHoward 2030* vision and with the blueprint of *the Reimagine Long Reach Village Center* firmly in place. With this concept, LRVC will return to prominence, creating significant economic benefits including jobs.



The **CONCEPT**

Destination Long Reach reconfigures the existing Village Center and adjacent properties to create a cohesive and timeless multimodal destination. Drawing from its natural topographical slopes, the site layout responds to its localized points with mixed-income, mid-rise residential in the North and West, and dense and vibrant commercial along the South and East. A new road located at the epicenter, allows consumers to drive through the heart of the new development. With strikingly appointed, amenity-rich, green building structures and eye-catching signage that recognizes the history of the community, the new LRVC will command attention.

Destination Long Reach reimagines LRVC as an entertainment node with aesthetically enhanced, public-gathering spaces. Anchor tenants will be destinations featuring modern technological and social experiences (such as [Topgolf Swing Suite Lounge](#) and [Illuminarium](#)), indoor athletic facilities for trending sports (like volleyball and pickleball), and a modern senior center. These destinations will draw people of all ages who will enjoy a range of offerings, including a trendy grocery store like [New Seasons Market](#). This store complements existing supermarkets nearby and provides shoppers with aisles of high-quality and organic products in a space that doubles as a community gathering place. Given the anticipated strong public demand for *Destination Long Reach*, the concept delineates automotive and pedestrian zones for a more pleasing (and safe!) consumer experience. To maximize opportunities, underground parking will not only mitigate expected traffic congestion but also create secure parking opportunities for consumers and future tenants in multifamily buildings. And strategic bulk-plane step-backs create dynamic outdoor opportunities above the street level, generating sectional



continuity between retail and entertainment experiences. This approach will improve visibility from Tamar Drive, Cloudleap Court, and Foreland Garth, and allow seamless integration, spurring connectivity with surrounding neighborhoods and pedestrian/bike paths. The new LRVC experience will be magnetic.

Cobblestoned streets will be scaled to the pedestrian experience. Each street will be classically lit and lined with exciting entertainment venues, multivalent retail spaces, and distinct dining opportunities spanning the range of fine dining to comfort food experiences. And LRVC’s storied history of arts and culture will be embraced with an [Artist Studio and Wine Bar](#) and the [Meow Wolf: Immersive Art Experiences](#).



Destination Long Reach satisfies the County’s and community’s desires for the Village Center redevelopment, providing a comprehensive strategy for reviving this entire area. The practical impact of the plan will be not only a gain for Long Reach but also a way to reimagine the Village Center concept for other villages in need of revitalization. *Destination Long Reach*’s retail destinations and optimal residential density will attract younger people, families, seniors, and homeowners, engaging the County’s regional business districts. This approach is key to creating economic growth that increases County revenues considerably.

Indeed, Howard County Executive Dr. Calvin Ball spoke about a similar vision for LRVC in a February 2020 video testimonial in which he pointedly stated,

“I’m excited about the future of Long Reach. . . . We have had this community conversation about where we want to go. And I have heard people say that we want things like more dining and food experiences. We want things that tap into arts and culture. And we want not only something that is good for the community here in Long Reach but throughout Columbia and the



rest of the region. Something that’s a draw. Something that makes people proud and excited to come to Long Reach. . . . And people will want to come to Long Reach as a destination.”¹

Destination Long Reach answers Dr. Ball’s call to action. The redevelopment not only resists the urge to invest modestly in the village center by merely rehabilitating existing structures but also restores LRVC as a premier destination for people in Howard County and far beyond. *Destination Long Reach* truly reimagines the Long Reach Village Center, as the County intended for any redevelopment effort.

The **TEAM**

Columbia Concepts will create *Destination Long Reach*. Columbia Concepts is a joint venture between select, established entities with deep County roots, significant development experience, and diversity like our community. After all, the most important member of our team is our community, including another LRVC property owner who supports our team. Our team brings over 150 years of cumulative experience not only revitalizing underutilized government-owned land but also successfully leading the design, entitlement, development, financing, and construction process of mixed-use, mixed-income developments. Powered by the renowned KGD Architecture firm and the transformative developer MCB Real Estate, Columbia Concepts’ redevelopment of LRVC will exceed each criterion in the County’s RFP. The team’s experience, vision, and commitment will make *Destination Long Reach* a needed reality.

The **TIMELINE**

TASK	LENGTH of TIME	DATE (Estimate)
Project Development Award		September 2024
Approval of Urban Renewal Plan	3 months	November 2024
Village Center Redevelopment Process	9 months	August 2025
Negotiation of Purchase and Sale Agreement	3 months	November 2025
Master Planning Design Process	3 months	February 2026
Site Design Completion	4 months	May 2026
Site Development Plan / W & S Review	12 months	August 2026
Design Development Process	3 months	October 2026
Settlement and Closing	10 months	October 2026
Construction Documents	6 months	April 2027
Building Permit	3 months	June 2027
Construction Start		July 2027

¹ HowardCountyGov, *Long Reach Rising*, YOUTUBE (Feb. 24, 2020), <https://youtu.be/SJwSAkZUurY?si=lJVCs4Ot2wwAoeUk>.



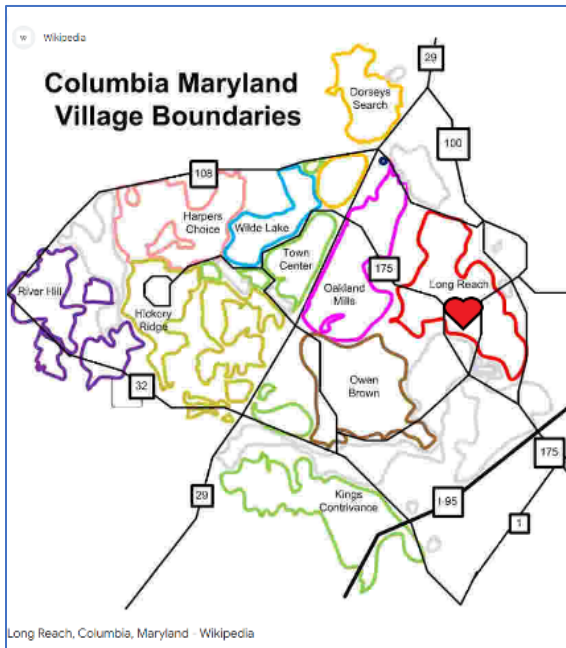
Welcome to *Destination Long Reach*, Columbia Concepts' urban renewal and redevelopment plan for the Long Reach Village Center (LRVC). In these sections, we will take you through a visual and narrative journey of our concept and design plan for the County's newest destination location. Along the way, we will describe how we will transform the seven-acre Village Center property and adjacent parcels into an entertainment and activities destination for people of all ages, cultures, and interests. We will also explain how *Destination Long Reach* integrates the County's and community's visions into our redevelopment of the Village Center. At the end of this journey, we believe you will conclude that *Destination Long Reach* represents the best approach for the County to redevelop the Village Center, filling a void not only for the Long Reach community, but also for the County and surrounding areas (like Baltimore, Anne Arundel, and Prince George's counties, and the cities of Baltimore and Annapolis). *Destination Long Reach* will be an attraction for Howard County and beyond!

PART 1 | Our Concept for a Better Village Center

To ensure continuity of approach, the *Destination Long Reach* incorporates some of basic background information contained in the County's previously approved Urban Renewal Plan for the LRVC dated July 3, 2017. Join us below as we explore *Destination Long Reach's* conceptual site plan, which is attached at [Appendix A](#), and discuss our design concept, which is attached at [Appendix B](#).

The Conceptual Site Plan

Existing Conditions



LRVC is located in the heart of Columbia, Maryland, approximately 15 miles southwest of Baltimore City and 30 miles northeast of Washington, D.C. Consisting of approximately 10 acres, the proposed development site is conveniently located adjacent to Route 175, a major arterial roadway that connects to U.S. Route 29 and MD Route 100. It is also situated a short drive from MD Route 32 and I-95, providing convenient access to Baltimore, Washington D.C., and nearby towns and communities.

Developed in the late 1970s, the Village Center was once a hub for residents, offering a grocery, shops, restaurants, and a variety of other neighborhood-serving tenants. Various civic spaces were developed to support the commercial center and provide additional conveniences for nearby residents. The Stonehouse, a neighborhood center integrated into the shopping center, is an example of one of the community resources that provides an array of space uses.

As reflected on the next page, nearby amenities include Long Reach Park, Long Reach Garden, Long Reach High School, and access to an extensive open space and trail network as well as public transportation. With the growth of newer commercial centers nearby, a majority of Village Center experienced disinvestment and high vacancy rates. LRVC became underutilized, causing the County to designate the Village Center as a blight and incentivizing the County to designate 19+ acres as an Urban Renewal Area. As a result, the County purchased several properties, including LRVC, which totaled about 7.7 acres of developable area.



The existing County site offers diverse reinvestment opportunities. *Destination Long Reach* will capitalize on the area’s location and access to surrounding amenities, address previous planning studies and assessments, incorporate community input, and offer a vibrant, active, and innovative mixed-use center. The proposed master plan will be a catalyst for future investment and spur redevelopment opportunities for the entire Urban Renewal Area.

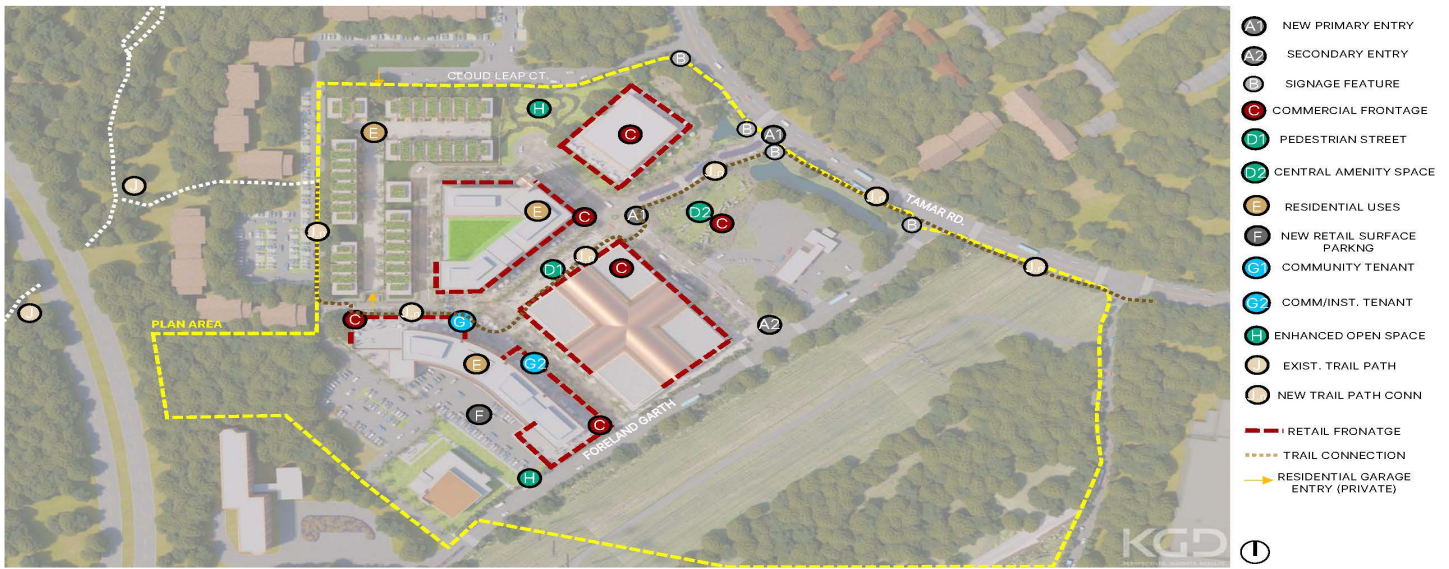


Proposed Redevelopment

Destination Long Reach will be a vibrant mixed-use development that will be the anchor of the entire village.



Destination Long Reach will offer first-of-its-kind attractions, provide live-work-play opportunities for existing residents as well as newcomers, and restore community engagement in a manner that will make it a destination for Columbia, Howard County, and the State of Maryland. The revitalized Village Center includes multigenerational and mixed-income housing, with both for-sale and rental options. The center will feature attractive recreational and community gathering spaces for neighborhood use that will be accessible by foot, bike, public transportation, and car. LRVC will be a transportation hub with a sheltered transit stop for buses, Uber/Lyft, bike racks, and/or a shared bike station. Attractive and easily discernible signage will also be integral to the overall redevelopment.



Destination Long Reach takes a holistic approach to redeveloping LRVC. Focusing first on the County’s and community’s development needs, Columbia Concepts agrees that an effective plan must consider the entire Urban Renewal Area, including the eight properties surrounding the Village Center as reflected in the illustration below.



As set forth in the County’s initial Urban Development Plan for LRVC, the *Destination Long Reach* proposal utilizes the entire 19-acre Urban Renewal area.



PROPERTY OWNERS PROPOSED REDEVELOPMENT SITE		
#	NAME	ACREAGE
1	LRVC Business Trustation (HHC)	1.39
2	Cloudleap LLC	0.69
3	Howard County MD	7.70
4	Ko Sang Ki	0.47
	TOTAL	10.25

PROPERTY OWNERS OUTSIDE PROPOSED REDEVELOPMENT SITE		
#	NAME	ACREAGE
5	Gulzar LLC	1.40
6	Columbia Association Inc.	0.69
7	Columbia Association Inc.	5.16
8	Celebration Church Inc.	1.77
	TOTAL	9.02

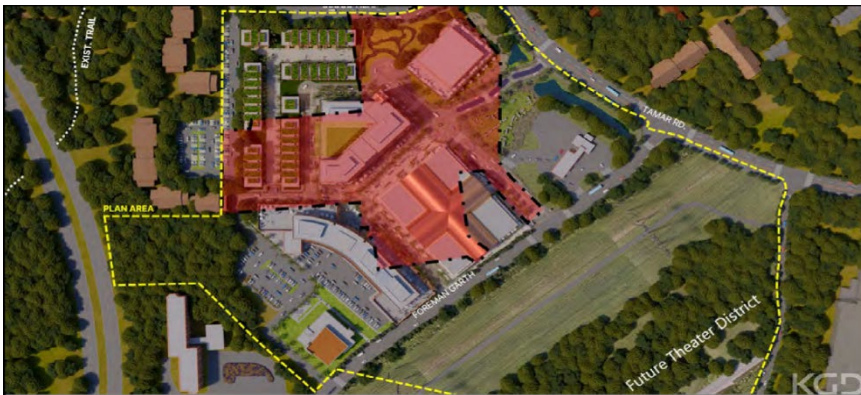
Our concept leaves two of the eight adjacent properties in place (the gas station and church reflected in the circles below) with plans to stimulate both buildings to complement the various design parameters of *Destination Long Reach*. We would increase the church size for an anticipated larger congregation and rehabilitate the gas station to include a high-end deli, coffee shop, a larger convenience store, and EV charging stations. This approach makes sense. As feedback from the community indicated, a place to worship is important. And the environmental concerns associated with moving the gas station outweigh any benefit from utilizing that parcel differently. The plan even offers a proposed concept for an additional 8.5-acre parcel owned by Howard Research and Development directly across from the high school. Imagine utilizing that parcel to create a future mini-theater district featuring Howard County’s first indoor arena seating theater. This approach would serve as a complement to Downtown Columbia’s development of the Merriweather District and would strengthen the commitment to arts and culture in LRVC. Thus, an extended urban renewal area, as initially identified in the Long Reach Village Center Community Plan of 2012,¹ could bolster the *Destination Long Reach* concept further.



¹ *ReImagine Long Reach Village Center Proposed Plan* at 7, HOWARD COUNTY, MARYLAND DEPARTMENT OF PLANNING AND ZONING (Oct. 2016), <https://www.howardcountymd.gov/sites/default/files/media/2016-06/ReImagine%20Long%20Reach%20Village%20Center%20Plan.pdf>.

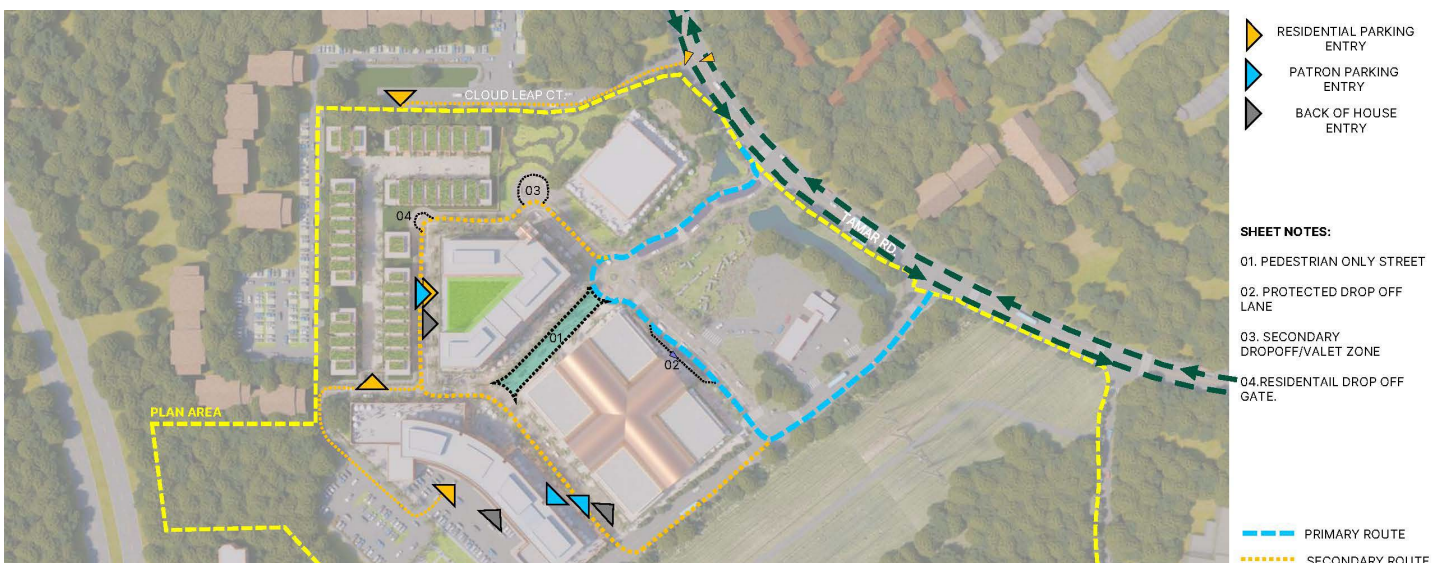


While the sale of the Village Center is an important first step to a holistic redevelopment, the County will lose a great opportunity to create meaningful change and spur economic investment in the County by limiting its focus to redeveloping LRVC only. As a result, *Destination Long Reach* represents an effort to redevelop the entire Urban Renewal Area, as reflected in the illustration above on the prior page, by focusing on acquiring or partnering with adjacent property owners to activate the entire Urban Renewal Area. To this end, Victor Ko, owner of Richburn Liquors, an adjacent parcel, supports Columbia Concepts' vision, as his letter attached at [Appendix C-1](#) demonstrates. We will work with all property owners to explain the benefit and value of teaming with Columbia Concepts in this historic and critical LRVC redevelopment opportunity.



Even if limited to the Village Center footprint, our destination concept remains viable. As the illustration below reflects, our concept, as designed, would still create wonderful opportunities, losing only the senior center location, townhomes, and a small portion of the retail area. But we are confident our concept offers surrounding properties a mutually beneficial path forward such that their participation in *Destination Long Reach* would be likely.

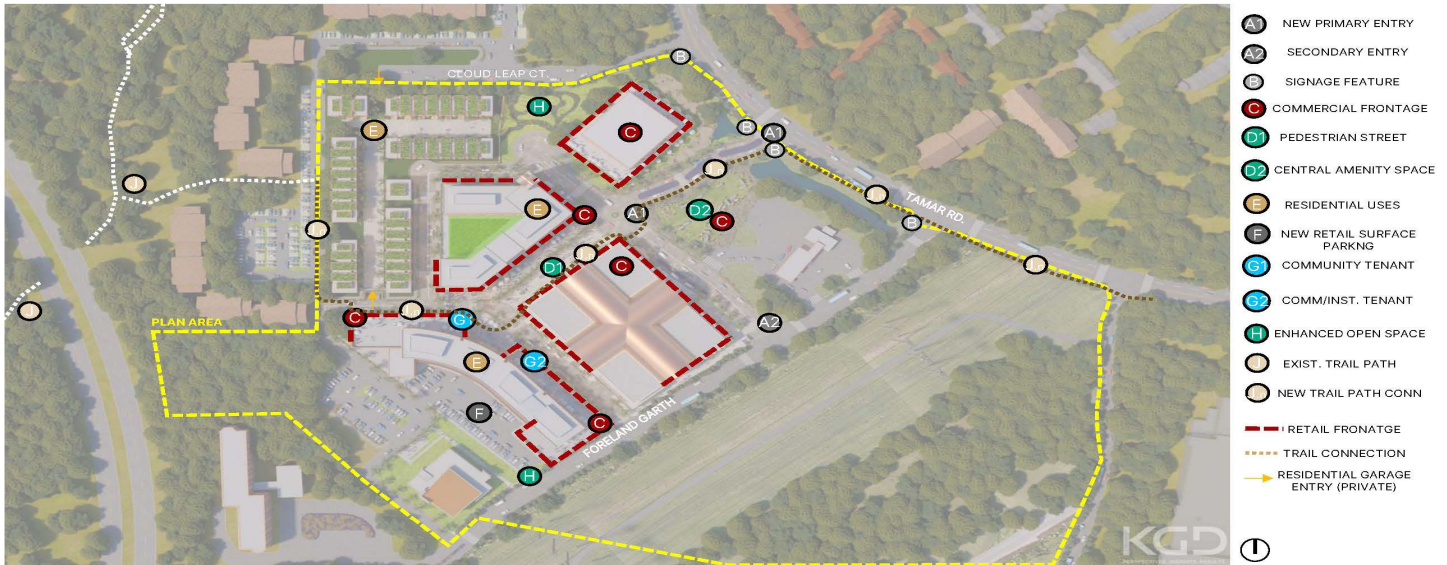
Beyond the site footprint, a few other practicalities impact our site plan design. First, we focus on traffic flow, as reflected in the illustration below. The existing traffic pattern allows for ingress and egress through two main entry points with one being on Foreland Garth and the other being from Tamar Drive to Cloudleap Court. To provide privacy for residents in existing apartment complexes on Cloudleap, we make modest modifications to the Village Center's points of ingress and egress.



As the illustration on the following page reflects, we propose to close the entry into LRVC for vehicles coming from Cloudleap in favor of open space (see point H below) and create a new entrance lane directly from Tamar Drive at the midpoint of the development prior to Foreland Garth (see point A1 below). We propose to expand the traffic capabilities on Foreland Garth, including the capacity for the existing secondary entry point (see



point A2 below), to accommodate increased traffic flow post-redevelopment. Finally, we propose a tertiary entry point near the senior center on Foreland Garth, which we envision residents using principally. With these entry points, traffic will flow around the LRVC redevelopment in a mostly circular fashion as reflected on the prior page.



Another practicality impacting our site plan layout is that the limited parcel size relative to the development needs creates a demand for underground parking. New retail surface parking will be created (see point F above), and ample parking will exist under the multifamily, indoor sports, and senior center structures as reflected below. In total, the *Destination Long Reach* plan provides parking spaces for over 1,000 consumers, tenants, and/or residents.



A final practicality that impacts our site plan is the natural topographical slopes of the Urban Renewal Area. We used these slopes to guide the site layout, creating mixed-income, mid-rise residential in the North and West (see points E above), and dense, vibrant commercial along the South and East (see points C above). Valuing connectivity, our concept ensures new and existing trails integrate existing communities surrounding the Village Center with the redevelopment itself. Given *Destination Long Reach* is from the community and for the community, the concept provides several areas of improved open space (see points H above), a central outdoor amenity space (see point D2 above), and a restricted-access, pedestrian street (see D1 above). While *Destination Long Reach* will conform with zoning requirements, an amendment to the zoning requirements under the Preliminary Development Plan will be required to include the proposed residential uses effectively. The Major Village Center Redevelopment process also will be involved in implementing the proposed plan.

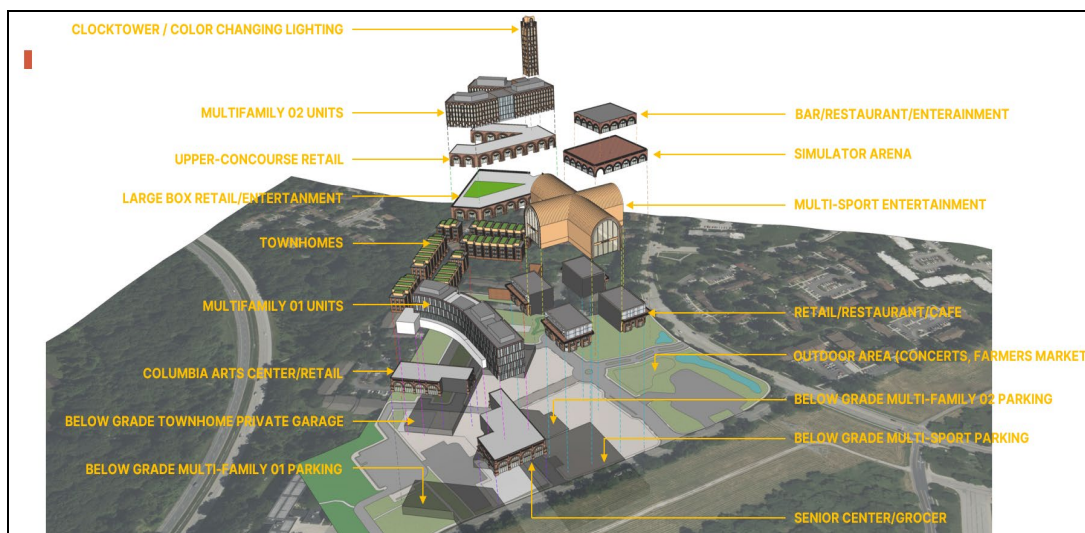


The Design Concept

Destination Long Reach will serve Long Reach, Howard County, and beyond, providing family and community-facing destinations, and an array of other strategic retail options.



Destination Long Reach is designed around multimodal transportation and natural topographical slopes. This design scheme creates ample parking under each block to control traffic congestion and creates secure parking opportunities for future tenants in the multifamily buildings and the by-right townhomes. The on-site topography, when paired with strategic bulk-plane step-backs (using a wide base with narrowing as height increases), creates dynamic outdoor opportunities along the levels above the street, including sectional continuity between retail and entertainment experiences, which provides improved visibility from local streets to support business viability. Other efforts we are envisioning for this Village Center include consistent scale, color, and location for signage; sustainable architectural features like green roofs, photovoltaics, and sustainable materials; robust vegetation; pedestrian and bike access; hearty landscape flora which require minimal maintenance and water consumption; distinct village hardscape material designations; and new space with increased visibility for existing institutional uses.





Substantial precedent exists to prove the *Destination Long Reach* model works, as reflected in the supporting materials attached at [Appendix D](#). Against the backdrop of these precedents, Destination Long Reach will similarly achieve optimal functionality by providing an array of mixed-use offerings reflected above. We discuss them below.

An Entertainment + Multi-Sports + Entertainment Destination

An entertainment destination is neither a new nor novel approach but is usually a popular approach. As discussed below, the strong demand for sporting venues – given continued growth and limited venue space – and a growing trend of next-generation technological experiences focused on family entertainment provide a significant opportunity to attract consumers by responding to demand. Moreover, youth sports is a multi-billion-dollar industry. With youth sports expanding from mere seasonal, recreational league participation to year-round, nationwide travel teams and specialized training, access to indoor sports and tournament facilities is difficult to obtain. Facility access, because of limited appropriate flexible or specialized space, is more elusive for popular new sports like pickleball or, albeit increasingly popular, traditional sports like volleyball.² At its heart, the opportunity to serve sports participants is an issue of supply, demand, and access—in other words, as demand increases and supply is neutral or decreases, access becomes a premium. The *Destination Long Reach* multi-sports complex will serve these underserved sports, while featuring design flexibility to provide opportunities for other sports, like basketball, to utilize the same flooring platform. This approach will drive consumers to the Village Center for sporting events who undoubtedly will patronize the substantial retail and dining offerings.

Bringing the 21st century to our county and region, *Destination Long Reach* proposes to bring the next generation of virtual reality entertainment. Virtual reality (VR) entertainment is taking the country by storm, especially in key entertainment markets like Las Vegas, New York, Los Angeles, and Atlanta. Given Columbia is ideally located between Washington, D.C. and Baltimore, VR entertainment companies would welcome the chance to enter our robust marketplace and take advantage of pent-up demand and the strong median (and per capita) household incomes. And competition for advanced, family, and/or adult-oriented VR entertainment is limited in the 60-mile radius from Long Reach. Consequently, our redevelopment plan, consistent with the County’s vision, promotes destination anchor tenants, particularly companies that combine technological and social experiences with the utilization of VR such as: [Topgolf Swing Suite Lounge](#), [Illuminarium](#), [Meow Wolf: Immersive Art Experiences](#), and cutting edge [VR arena gaming](#). These types of venues (particularly consolidated into one area) would provide entertainment for all ages and even complement Long Reach’s existing focus on art and culture.

High Demand Food Destination with Culinary Creations

Satisfying Columbia’s growing reputation as being a community of “foodies,” *Destination Long Reach* will provide a cross-section of culinary masterpieces. From locally grown talent to prominent white-table cloth chains, to stalwarts like brick oven pizza and classic New York-style delis, to new establishments, LRVC will be a food incubator that will serve as a unique complement to the center’s arts reputation. This concept will provide the community with a variety of dining options, ranging from age-old family recipes to new takes on classic favorites. The plan will focus on engaging outdoor dining options as well whether through rooftop or

² *Volleyball’s Surge In Popularity Changing US Sports Industry Landscape*, MINISTRY OF SPORT (Oct. 30, 2023), <https://ministryofsport.com/volleyballs-surge-in-popularity-changing-us-sports-industry-landscape/>.



street-side experiences. In the center of it all will be a variety of bars offering a range of creative libations. This concept will attract consumers of all ages.

A Community-Support Destination

From Columbia Concepts' perspective, the cornerstone of the redevelopment focuses on expanding the neighborhood's reputation for arts and culture and supporting community outreach to seniors as the needs of this population continues evolving. With respect to arts and culture, it positively impacts communities and individuals significantly – from driving economic growth to improving cognitive and social outcomes. Under *Destination Long Reach*, we will work with the Columbia



Association to modernize the Arts Center to bring new attention and attraction to this Howard County landmark. More directly, our design and development program embraces the best of old Columbia while addressing and contemplating the needs and desires of tomorrow's consumers. And we will embed the community's art culture throughout the development by following HoCo by Design's recommendation for integrating public art as set forth in the General Plan.

With respect to seniors, our concept also provides a development strategy that supports aging Baby Boomers and Gen X with a Senior Center. Seniors have been an underserved constituency in redevelopment efforts throughout the County. Senior engagement care services offer many benefits for the elderly and their caregivers. These services provide a safe and secure environment for seniors to spend the day while providing them with enjoyable and educational activities. Some of the benefits of adult daycare include: (1) social interaction to reduce feelings of isolation and loneliness; (2) supervision and assistance to aid with daily living activities; (3) improved quality of life by reducing stress and depression symptoms; (4) delay or prevention of cognitive decline; and (5) preservation of independence through day-long or short-day programs that allow seniors to leave the house and be involved with others socially. Our neighboring counties and states have created successful senior care facilities. *Destination Long Reach* will allow our most cherished assets, our seniors, to thrive. And as discussed later herein, having the Arts Center, Senior Center, and the Community Action Council work together strengthens the core of each of those groups. To that end, modernizing the Columbia Association Arts Center, creating a modern senior daycare facility, and partnering with the Community Action Council will help foster a more stable community and bring significant value to Long Reach and the County as a whole.



A Strategic Retail Destination

An integrated retail strategy creates a destination point where various demographic segments have opportunities to meet their individual needs. Retail will be located at the base of the building at ground level surrounding the redeveloped Village Center. It will be anchored by a community-focused grocery anchor, like [New Seasons Market](#). The remainder of the retail will focus on destination anchor retail and community-serving ground-level retail, including dining options, like a common or ghost kitchen. The retail uses will increase access to basic goods and services for the Long Reach community and surrounding neighborhoods and create new and unique shopping experiences like [La Grande Orange Grocery](#). The development team will market the proposed retail areas to a mix of nationally recognized chains as well as locally based chains and smaller specialty stores. This approach will help to reinforce existing and encourage new retail districts in the immediate neighborhood and help to improve the mix of goods and services available to the community. The retail/commercial functions, such as a sports facility and interactive retail uses, will help bridge the needs of families, millennials, and aging baby boomers simultaneously.

An Inclusive Housing Destination

Destination Long Reach will include a dramatic mixture of more than 330 residential rental units and amenities. The residential component will sit on top of ground-level retail and be a mixed-income, multi-generational development that consists of affordable, senior, and market-rate units with blended efficiencies, one-bedroom, and two-bedroom units. The redevelopment program will also include for-sale townhomes to serve all income brackets of our community and will include rooftop gardening. The residential programs provide in-unit amenities in a centralized location so all residences will have convenient access to them. These various housing opportunities will help meet the community's needs, regardless of their age, income level, family dynamics, and stages of their life.



Green Public Gathering Spaces

Like the County's prior Urban Renewal Plan, *Destination Long Reach* will provide a central amenity space featuring an open lawn, shade, trees, and flexibility that can support and facilitate a range of passive and active recreation. The manicured green is highlighted by bermed landscaped shoulders with native plantings, flowering trees, integrated stormwater management, and seating to establish a more engaging environment for those who live, work, and visit. To provide a transition and buffer between the heavily traveled Tamar Drive, a densely landscaped setback has been incorporated along the east side with a shared-use path. Along all sides of the park, street trees, walkways, and crosswalks have been incorporated to promote pedestrian safety, walkability, and connections to the larger trail network. A bike share adjacent to the Village's bus stop has been included to further promote alternative modes of transportation.





Automotive and Pedestrian Zones

Given the anticipated strong public demand for Destination Long Reach, the concept delineates between automotive and pedestrian zones for a more pleasing (and safe!) consumer experience. A new road located at the epicenter will allow consumers to drive through the heart of the new development. The cobblestone pedestrian street connects with a plaza on one end and with a central outdoor amenity space on the other end. Along the way, attractive hardscapes and plush softscapes complete the elements and the look.



PART 2 | Meeting the County and Community Requirements

As our review of the concept and design plans above demonstrate, *Destination Long Reach* meets and even exceeds each of the criteria in the County’s request for proposal for the redevelopment of LRVC. As demonstrated below, *Destination Long Reach* even satisfies the County’s commitment to long-held plans for revitalizing the Village Center, to the Community Action Council (CAC), and to integration with the Urban Renewal Area.

i. County’s Requirements and Objectives

More than a decade ago, in 2012, the County Council passed *PlanHoward 2030* as the County’s new general plan. This plan provided a new, forward-looking approach and an exciting launch into a greener and more sustainable future – environmentally, economically, and for our communities. Indeed, “*PlanHoward 2030* is a framework that sets out a scope of work and policies for the next two decades.”³ *PlanHoward 2030* expressly “discourage[d] scattered, uncoordinated redevelopment” of Village Centers.⁴ Our *Destination Long Reach* design concept satisfies the *PlanHoward 2030* mandate.

Rather than modest rehabilitation or forcing a “new” concept on the current LRVC structural footprint, Columbia Concepts proposes a new Village Center based on the needs of the County and the entire community. *Destination Long Reach* represents a cohesive and timeless redevelopment of the Village Center. To increase the interaction between Columbia’s central business district and its surrounding neighborhoods, our proposal promotes LRVC as an entertainment node with aesthetically enhanced public gathering spaces that create an interdigitation between the energies of residential neighborhoods and commercial hubs. Moreover, cobblestone streets are scaled to a pedestrian experience and lined with different entertainment venues, multivalent retail

³ *PlanHoward 2030*, HOWARD COUNTY, MARYLAND (July 26, 2012, amended Feb. 5, 2018), <https://www.hocobydesign.com/5676/widgets/17345/documents/10762>.

⁴ *Id.* at 139.



spaces, and distinct dining opportunities. The village plan is designed to offer delineated automotive and pedestrian zones with activated seams between the two. Public transit is expanded to offer a new bus stop at the proposed main street entrance, bringing surrounding residents to LRVC's front door. And our plan embraces the Village Center's venerable support for arts and culture.

PlanHoward 2030 is organized into three major parts to address three key aspects of sustainability – environment, economy, and community quality of life. *Destination Long Reach* embraces these principles as discussed below, demonstrating a coherent plan of economic sustainability, connectivity, focus on community spaces, and building site design (including zoning) as required and promoted under *PlanHoward 2030*.

Economic Sustainability. *Destination Long Reach* satisfies the mandates and underlying vision that Dr. Calvin Ball, the Howard County Council, and the Long Reach community set forth for a re-imagined shopping and entertainment zone that can draw citizens from other areas of Howard County and along with the broader region. The Village Center will act as a catalyst in the development arc for the county. *Destination Long Reach* will increase connectivity between surrounding retail nodes by injecting entertainment and sit-down restaurant offerings and new dwelling units. The village will look to complement larger big box-focused retail centers in the area through curated retail, food, and beverage offerings meant to enhance the village's entertainment focus. The phased build-out will culminate in a mixed-use development that highlights commercial and recreational components with the commercial synthesizing multi-scale chain/franchise retail stores, along with unique destination retailers, to bolster longevity and increase foot traffic.

Connectivity. The increased foot traffic and the idea of connectivity are major design considerations in *Destination Long Reach*. The best examples of Village Centers rely heavily on multimodal connectivity. In this case, the Long Reach area surrounding the proposed Village Center enjoys an extensive network of trails that link disparate neighborhoods. Our proposal envisions the Village Center, with its landscaped sidewalks as a connector, to increase residents' ability to easily access the site for a nightly dinner or as part of a fitness route. This idea is taken a step further by integrating a cobblestone pedestrian-only promenade in the heart of the village where retail and dining can become a seamless part of the trail experience. The trail follows the new main entry street that connects to Tamar Road in the middle of the site. The new street entrance allows pedestrians to access the existing sidewalk on Tamar Road and the existing crosswalk which connects to the existing trail network on the Northeast side of Tamar Road.

Community Spaces. *Destination Long Reach* focuses on the pedestrian experience. One layer in our enriched pedestrian approach is the pedestrian-only retail promenade. Our proposal bolsters the retail promenade idea with a continuous generous sidewalk that ushers visitors and residents along or through different outdoor spaces to activate interstitial areas. We include a landscaped green space along the main gateway to the Village Center, providing visual layering from Tamar Drive. Pedestrians and vehicle operators on Tamar can see the outdoor activity of the green space and beyond to the different activities of the Village Center. The green space supports weekly and seasonal activities including farmers' markets, pop-up shops, outdoor concerts, and festivals—each of which spurs participation from local vendors. Moreover, additional green space amenities exist to provide mixing points for visitors and residents. These secondary community spaces are strategically located as buffers between different programmatic elements to help facilitate communal gathering and activity. One example of such an amenity is a putting green course between the simulation venue and the gas station. This area can provide families and groups waiting for their turn in the simulation venue with an activity to pass the time. The putting green space is also where nearby residents can play and gather after work or on weekends.



Building and Site Design. Our proposal looks to timeless architectural tropes, which we re-cast through a contemporary lens, to provide a destination that entices patronage. *Destination Long Reach* uses arch-shapes in varying formats to cultivate a situationally unique aesthetic built on the architectural tropes widely utilized in the region. LRVC must go through the *Village Center Redevelopment Process*, which includes: (1) Village Center Community Planning Process, (2) Zoning Board Process to Amend Preliminary Development Plan, (3) Land Development Review Process. In addition, the village redevelopment will conform with applicable zoning regulations as negotiated with and potentially amended by the county. During this redevelopment process, the county agreed upon requirements related to building height(s), setbacks, etc. can be finalized. Finally, any entitlement processes and applications to update any requisite out-of-date regulations will need to occur.

Destination Long Reach is designed around fostering dynamic living and entertaining through a mix of local and large-scale retail partners, green infrastructural practices, walkability, land usage, sustainable housing, and multivalent recreational opportunities. On an architectural scale, our plan is to exceed the county guidelines with each building's design sustainability practices. Under the *Sustainable Community Designation*, Long Reach Village opens potential grants and resources from the state and County. The emphasis on public/private partnership to support community growth will help push *Destination Long Reach's* economic vitality and livability to bring our proposal into reality.

ii. The CAC Plan

Another critical part of our *Destination Long Reach* concept is integrating existing community-facing tenants into the LRVC redevelopment. For example, the County has a long-term Use Agreement that allows the Community Action Council (CAC) to provide critical educational and community-facing services at LRVC for our community's youth through Head Start and before- and after-school care programs. Similarly, Columbia Community Care (CCC) is a current LRVC tenant that distributes food and other necessities to families in need. Columbia Concepts believes trying to retain these tenants is the right thing to do. As referenced above, *Destination Long Reach* also seeks to redevelop the Arts Center and combine it with a Senior Center. A natural synergy exists between the great work CAC and CCC perform for our children and families on the one hand, and the offerings available at the Columbia Arts Center, Stonehouse, and a Senior center on the other hand. In fact, studies have demonstrated that: (1) exposing children to art early stimulates educational growth;⁵ (2) exposing seniors to children increases seniors' vitality;⁶ (3) exposing seniors to the humanities, like art and culture, improves their life quality;⁷ and (4) senior volunteers, like those who help CCC serve families in need, give seniors a strong sense of accomplishment, opportunities for personal growth, and chances to form meaningful relationships.⁸ Following Jim Rouse's vision of community integration, *Destination Long Reach* brings these disparate groups together to allow them to continue their important work independently and grow their reach and support through cross-utilization of services. Columbia Concepts will propose the redevelopment of the Arts Center and Stonehouse into a larger, modern building that also provides dedicated

⁵ *Early exposure to the arts helps students excel in school and in life*, MORGRIDGE FAMILY FOUNDATION (Mar. 14, 2022), <https://morgridgefamilyfoundation.org/stories/early-exposure-to-the-arts-helps-students-excel-in-school-and-in-life/>.

⁶ Kumiko Morita & Minako Kobayashi, *Interactive programs with preschool children bring smiles and conversation to older adults: time-sampling study*, NATIONAL LIBRARY OF MEDICINE (Oct. 18, 2013), <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3856535/>.

⁷ Fermina Maddox, *The Importance of Art and Music for Seniors*, LIBRARY RESOURCES HOME CHOICES (Feb. 21, 2023), <https://www.homechoices.org/the-importance-of-art-and-music-for-seniors/>.

⁸ *Volunteering Helps Keep Seniors Healthy, New Study Suggests*, AMERICORPS (Feb. 5, 2019), <https://americorps.gov/newsroom/press-releases/2019/volunteering-helps-keep-seniors-healthy-new-study-suggests#:~:text=They%20also%20reported%20feeling%20significantly,reported%20improved%20or%20stable%20health.>



physical space for CAC and CCC so these entities can continue their critical work for our community. To avoid interruption to critical services provided by CAC and CCC, our phased development approach will ensure the community's needs will be served continuously without disruption. To this end, we received a letter of support from the CAC and CCC for our plan, which is attached hereto at [Appendix C-2](#) and [Appendix C-3](#).

iii. Urban Renewal Plan

Destination Long Reach is predicated on a Village Center redevelopment utilizing the entire Urban Renewal Area as discussed previously herein. The *Destination Long Reach* plan is at least coextensive with the Orchard Plan that the County previously approved as the Urban Renewal Plan for LRVC.

iv. Integration of Our Concept with County and Community Vision

As reflected above, Columbia Concepts' *Destination Long Reach* answers the County's request completely. We bring destination commerce to the existing Village Center, a first-of-its-kind senior center, senior housing, and a modernized arts center for the Columbia Association parcel; townhomes to the Howard Hughes parcel (advocating for them to receive credit towards Downtown obligations for any affordable units built in Long Reach); a rehabilitated gas station with a high-end deli, gourmet coffee, an enhanced convenience store, and EV charging stations; and Richburn liquor will be integrated into prime retail locations on its existing lot and/or on the retail space built on the former Deli parcel. Indeed, our concept rests on the fundamental principle of integration – one of the same foundational principles that Jim Rouse followed when creating Columbia. We listened to the mandate of the community and County Executive, who all yearn for something meaningful that helps Long Reach rise again and the County shine. *Destination Long Reach* accomplishes that goal, utilizing urban design and architectural design considerations to address the principles from the 21st Century Planned Community of Columbia in a way that recruits people from nearby and other areas of the region to visit the Village Center.

PART 3 | *Destination Long Reach* Development Team

Columbia Concepts is a highly qualified, dynamic team known for their business acumen and community commitment, as summarized below and reflected in resumes attached at [Appendix E](#). The team is divided into three principle areas of expertise: (1) Development & Financing – individuals who will facilitate a responsible transaction structure with a visible financing and repayment strategy that utilizes a range of potential sources such as tax-exempt bonds, taxable bonds, low-income housing tax credits, conventional debt, mezzanine debt, private developer joint venture equity, tax increment financing, and public funding sources; (2) Design & Entitlement – individuals who will spearhead the design and permit approval process at all stages to ensure the redevelopment receives the necessary entitlements efficiently, working closely with federal, state, and local governments as well as utility providers and adjacent property owners; and (3) Construction & Project Management – individuals who will work with the contractor and architect to build the project according to plan on schedule with the interest of the County and community firmly in mind. The Columbia Concepts team possesses the development experience, financial bandwidth, creativity, and passion necessary to create our community's newest, most essential business attraction: *Destination Long Reach*.

i. *Destination Long Reach* Team Members

With uncompromising attention to detail and a comprehensive understanding of the range of the development process, we are proud to introduce the *Destination Long Reach* principal team members:



BRIAN KIM
CDC Capital

Project Role: *Developer and Project Manager.* Drawing on decades of development experience, Brian’s career has focused on redeveloping properties to bring crucial resources to neighborhoods and stimulate economic growth. Brian will coordinate the acquisition, development, construction, and operation of *Destination Long Reach*, as he has done successfully for similar projects across Maryland (ranging from tens of millions to hundreds of millions of dollars).

Background: Brian has more than 20 years of experience in real estate development and financing. As the principal of CDC Capital, LLC, he has developed and/or financed nearly a billion dollars of complex real estate transactions using various capital sources. During the past five years alone, he has led acquisitions of almost 1,000 multifamily units totaling over \$142,000,000 in costs and led new construction and redevelopment projects with budgets exceeding \$400,000,000 (including over 300,000 square feet of retail space). See [Appendix E-1](#) for more information.



DAVID BRAMBLE
MCB Real Estate

Project Role: *Transformative Developer.* David will serve as the master developer. He will work with Columbia Concepts to help structure the financing and leverage his longstanding relationships in the real estate industry. David will bring to *Destination Long Reach* the same magic that he is presently bringing to the redevelopment of the Harbor in Downtown Baltimore.

Background: David Bramble has been working in real estate investment for over 20 years, acquiring, developing, and repositioning over a billion dollars in real estate transactions, including numerous shopping centers. He dedicates his time to sourcing and capitalizing transactions and overseeing project underwriting and execution. As a corporate and real estate attorney by training, David brings a deep knowledge of all aspects of the real estate cycle. Prior to MCB, David served as the director of commercial lending for a regionally based full-service lending firm –Madison Funding – which he co-founded in 2000. Prior to devoting all his time to commercial real estate investment, David practiced law in the transactions group of Steptoe & Johnson LLP where he provided corporate and real estate advisory services. His practice focused on complex workouts, primarily in the real estate and financial products space. See [Appendix E-2](#) for more information.



TOM DONAGHY
KGD Architecture

Project Role: *Lead Architect.* Architectural creativity is Tom’s calling card. Tom will lead the design process and work seamlessly with the construction team to redevelop the LRVC site according to plans. Tom will also



participate in our planned community updates to advise on the project status and hear from our community about any concerns or questions that may arise from time to time during the development process.

Background: KGD Architecture is an award-winning, full-service design firm headquartered in Washington, D.C., with offices worldwide. KGD has received numerous accolades for design excellence and environmental stewardship for its work with Affordable Housing, Corporate and Commercial Offices, Hospitality, Mixed-Use, Multifamily Residential, Educational, Institutional, Science & Technology, and Sustainable Design. The firm brings diverse perspectives to complex projects, creating spaces that articulate the client’s values, history, brand, and culture. KGD’s designs enhance performance, purpose, function, and well-being. See [Appendix E-3](#) for more information.



PHIL GIBBS
Hamel Builders

Project Role: *Lead Housing General Contractor.* A Howard County-based business, Hamel Builders will serve as the general contractor for the residential component of the redevelopment. As a key team member, Hamel will work in partnership with the project manager(s) and architect to provide guidance and feedback in real time to ensure the project will be completed on time and on budget. Bringing on an experienced general contractor at an early stage of the project entitlement and design will allow less project redesign to truncate the design timeline.

Background: With a career spent in construction and project management, Philip Gibbs, President of Hamel Builders, believes strongly in building communities that fill a need and providing well-designed affordable housing for individuals, families, and seniors. As president of Hamel Builders, Philip oversees a full-service building firm with construction management, design-build, and general contracting services. His role encompasses all contract negotiations, marketing, and production. See [Appendix E-4](#) for more information.



MICHAEL BUCH
Buch Construction

Project Role: *Lead Commercial General Contractor.* Buch Construction will serve as the general contractor for all commercial components of the redevelopment. As a key team member, Buch Construction will work in partnership with the project manager(s) and architect to provide guidance and feedback in real time to ensure the project will be completed on time and on budget.

Background: A lifelong Howard County resident, Mike has worked in various capacities at Buch since the company’s founding nearly 40 years ago. Buch’s corporate headquarters is located in Howard County, with regional offices in New York, Atlanta, and Tampa. Buch is nationally ranked as one of the Top 400 general contractors by Engineering News-Record. Buch is a certified Women’s Business Enterprise and the 4th largest privately woman-owned business in the Washington DC region. See [Appendix E-5](#) for more information.



JEREMY DUFFIE
Duffie Companies

Project Role: *General Contractor and Property Management.* Duffie Companies will serve as the general contractor for all residential components of the redevelopment of LRVC. As a key team member, Duffie Companies will work in partnership with the project manager(s) and architect to provide guidance and feedback in real-time to ensure the project will be completed on time and on budget.

Background: Jeremy Duffie represents the third generation of family ownership and leadership for Ralph J. Duffie, Inc. and The Duffie Companies. Jeremy is the President of Ralph J. Duffie, Inc. and oversees all day-to-day operations for the various family construction and property management businesses, including ownership of an apartment complex in Howard County, Maryland. Over the last 20 years, Jeremy’s vision and values have helped create a vertically integrated group of companies positioned to succeed in the Washington, D.C. market. Jeremy’s experience includes new developments in excess of \$300 million, including more than 2,000 multifamily units, and 250,000 square feet of office, retail, industrial, and hospitality space, as well as the repositioning of over 2,500 multifamily units. Jeremy is responsible for directing all acquisitions, dispositions, and financing for Ralph J. Duffie, Inc. As long-term holders of real estate investments, the Duffie family understands the importance of durability and sustainability in its developments. See [Appendix E-6](#) for more information.



STACY SPANN
Housing Development Advisor

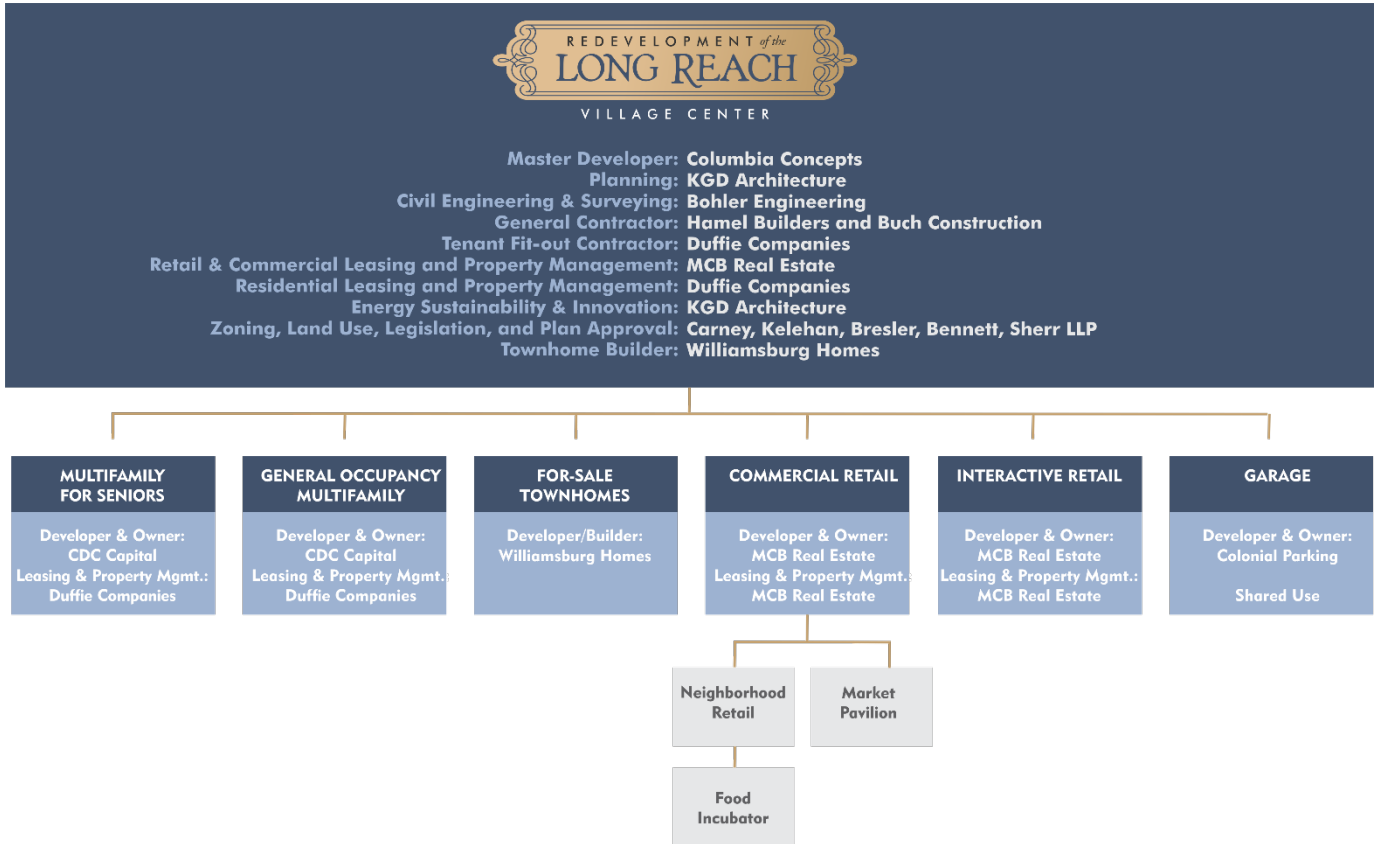
Project Role: *Housing Development Advisor.* Developing key parts of our County when he served as Executive Director of Howard County Housing Commission, Stacy lives for bringing new, necessary amenities to our community where he lives with his family. Stacy will advise on key development processes and serve in a strategic role with respect to project financing.

Background: Stacy served as President and CEO of MidCity Financial, marshaling that company through a successful sale. He also served as the Executive Director for the Housing Opportunities Commission of Montgomery County from 2012 to 2021 and Howard County Housing from 2006 to 2012. Stacy has been responsible for the acquisition, development, and redevelopment of thousands of market-rate and affordable housing units and hundreds of thousands of square feet of commercial developments across the Baltimore and DC metropolitan areas. He is currently an adjunct professor of the Capstone Course Master’s Program in Real Estate at the University of Maryland’s School of Architecture, Planning & Preservation. After graduating from Hammond High School in Columbia, Stacy obtained a BA in Business Administration from Morehouse College before working at Donaldson, Lufkin & Jenrette, and TD Bank. He also obtained his MPA in Advanced Management and Finance from Columbia University School of International and Public Affairs. He is a CCI Field Catalyst Cohort Two Fellow, and Annie E. Casey Children & Family Class 10 Fellow. See [Appendix E-7](#) for more information.



ii. Organization Chart

The organization chart below displays the roles and relationships of principal team members and highlights the seamless integration of the area’s most talented developers, builders, and business owners.



iii. Point of Contact

Communication is the key to any successful project. Brian Kim from Columbia Concepts will serve as the lead project manager for the LRVC redevelopment, and he will handle all communication concerning *Destination Long Reach* as the lead point of contact for our team. Even if questions implicate variable uses within the redevelopment, Brian will be the initial point of contact, and as necessary, he will coordinate any subject matter expertise on the development team that may be necessary for a complete response. Brian will be the ultimate decision-maker on the development team. This approach will ensure timely and well-informed responses.

iv. Our Team’s Experience

The *Destination Long Reach* team has over 150 combined years of experience developing and constructing projects encompassing a wide variety of uses and levels of complexity across the spectrum of offerings, including: multifamily-over-retail, market-rate apartments, affordable housing communities, mid-rise apartments, historic rehabilitations, adaptive re-use and renovations, and village/shopping centers. As further described at [Appendix F](#), the following representative projects represent *Destination Long Reach* Team’s capabilities to plan, design, build, finance, operate, and maintain mixed-use and upscale facilities.



Project Name	Development Firm	Location	Total Development Cost	Completion Date	Current Status
Elizabeth Square Development	CDC Capital, LLC	Silver Spring, MD	\$186,000,000	March-24	Final Completion Phase
The Modern at Art Place	CDC Capital, LLC	Washington, D.C.	\$178,600,000	Phase I - July 2022	Phase II - Under Construction (45% Complete)
Riverdale Park Station	CDC Capital, LLC	Riverdale Park, MD	\$166,900,000	September-21	Completed
Lindley Apartments	CDC Capital, LLC	Chevy Chase, MD	\$74,000,000	October-18	Completed
Catoctin View Apartments	CDC Capital, LLC	Frederick, MD	\$32,300,000	November-22	Completed
Beacon Square	Buch Construction	Annapolis, MD	\$27,000,000 (*)	October-24	Final Phase - Arhaus Furniture Building
Woodmore Towne Centre	Buch Construction	Lanham, MD	\$13,500,000 (*)	December-23	Completed
Ritchie Station Marketplace	Buch Construction	Capitol Heights, MD	\$36,400,000 (*)	September-18	Completed
Cabin John Village	Buch Construction	Potomac, MD	\$7,700,000 (*)	September-22	Completed
Burtonsville Crossing	Buch Construction	Burtonsville, MD	\$17,800,000 (*)	January-24	Phase II - Under Construction (95% Complete)
Elizabeth Square Development	KGD Architecture	Silver Spring, MD	\$186,000,000	March-24	Final Completion Phase
Barcroft Development	KGD Architecture	Arlington, VA	\$1,000,000,000	Summer-27	Master plan Completed - Starting Phase 1
Lincoln and Grant Master Plan	KGD Architecture	Tyson Corner, VA	\$600,000,000	May-24	Master plan Completed - Designed Phase 1
Delta Towers Apartments	KGD Architecture	Washington, D.C.	\$65,000,000	October-21	Completed
Spring Gardens	KGD Architecture	Baltimore, MD	\$64,000,000	June-20	Completed
			(*) Construction Costs Only		

These projects demonstrate not only our breadth of expertise in mixed-use facilities but also our commitment to housing communities for seniors and families at all income levels.

PART 4 | Development Timeline

Columbia Concept will perform its proposed redevelopment through a phased replacement and reprogramming of the Village Center. The mixed-use development will be designed and constructed in five (5) phases (Phases) mainly:

Multi-family Apartments (Phase 1): The development of multi-family apartments will contain approximately 157 units with associated amenities, 54,341 square feet of retail space, parking for approximately 312 cars as well as ample bicycle storage, and electric vehicle charging stations.

Multi-Sports Indoor Center (Phase 2): The multi-sports indoor center is 103,687 square feet, a fully temperature-controlled facility with 348 underground parking spaces. This state-of-the-art multi-sport indoor facility showcases the next generation of products: internationally acclaimed flooring for volleyball, basketball, pickleball, and rock climbing.

Simulation Station Center (Phase 3): The simulation station center is 38,574 square feet space with 2 immersive rooms for large-scale spectacles and an after-dark bar experience, a retail space, café area, ticketing lobby and outdoor dining space.

Senior Apartments with Columbia Arts Center & Senior Center (Phase 4): The development of senior apartments will contain approximately 137 units with associated amenities, 56,879 square feet of retail space, parking for approximately 229 cars as well as ample bicycle parking, and electric vehicle charging station.



Townhomes (Phase 5): A stunning community of 42 new townhomes for sale in LRVC where homeowners can enjoy shopping, dining, and entertainment options all close to their new home.

A prospective preliminary development and design schedule follows:⁹

TASK	LENGTH of TIME	DATE (Estimate)
Project Development Award		September 2024
Approval of Urban Renewal Plan	3 months	November 2024
Village Center Redevelopment Process	9 months	August 2025
Negotiation of Purchase and Sale Agreement	3 months	November 2025
Master Planning Design Process ¹⁰	3 months	February 2026
Site Design Completion	4 months	May 2026
Site Development Plan / W & S Review	12 months	August 2026
Design Development Process	3 months	October 2026
Settlement and Closing	10 months	October 2026
Construction Documents	6 months	April 2027
Building Permit	3 months	June 2027
Construction Start		July 2027
Construction Completion (Phase 1)	18 - 24 months	July 2029
Construction Completion (Phase 2)	18 - 24 months	October 2030
Construction Completion (Phase 3)	18 - 24 months	January 2031
Construction Completion (Phase 4)	18 - 24 months	June 2032
Construction Completion (Phase 5)	18 months	January 2034

During the master planning design process and site design completion phases, the development team will focus on market feasibility and comprehensive design and development issues. Specifically, with respect to the market feasibility phase, the development team will: (a) meet to discuss and understand the overall vision/programming for the site, (b) assess its characteristics to develop a final scope of work, and (c) develop an overall baseline schedule inclusive of key milestone dates and deliverables. Based on the market analysis, the development team will identify the probable financial outcome of the proposed redevelopment. This review would include an analysis of the number of revised unit count, absorption schedule, and complete pro forma to include a detailed budget that will include a statement of sources and uses of funds, a construction draw schedule outlining critical path timeline and milestone, site work cost/benefit analysis, project unit/area tabulation, projections of operating revenues and expenses, and other economic and financial models necessary or advisable in connection with construction and leasing of the project. With respect to the design and development phase, community meetings will be held at regular intervals to re-establish program goals and finalize the scope, schedule, and construction budgets in an iterative fashion. As challenges are realized during the design process, they will be addressed by the development team collaboratively.

⁹ The development team anticipates some level of overlap between the various phases of the redevelopment.

¹⁰ Final phasing of the buildings which will be determined during the Master Planning design process, before permit submission.



PART 5 | Concluding Summary

Like the prior Urban Renewal Plan, the Columbia Concepts *Destination Long Reach* plan for the Long Reach Village Center is a bold, coherent plan that addresses the redevelopment objectives outlined in *Reimagine Long Reach Village Center* Proposed Plan, is consistent with the County's Urban Renewal Law and meets the criteria established in the RFP. More importantly, we view our plan as a starting point to engage the Long Reach Village community and the County in a series of meetings and charrettes designed to fine-tune and improve the overall plan, the buildout program, layout, and plan features to best fit the needs of current residents and business. Through economic sustainability, connectivity, robust community spaces, innovative building, and site designs led by an experienced team of Howard County-based professionals, the sun will rise over Long Reach again. We look forward to returning Long Reach to the County's premiere destination location.



INDEX OF APPENDICES

Appendix A | Conceptual Site Plan Drawings

Appendix B | Design Concept Drawings

Appendix C | Letters of Support

Appendix D | Concept Precedent

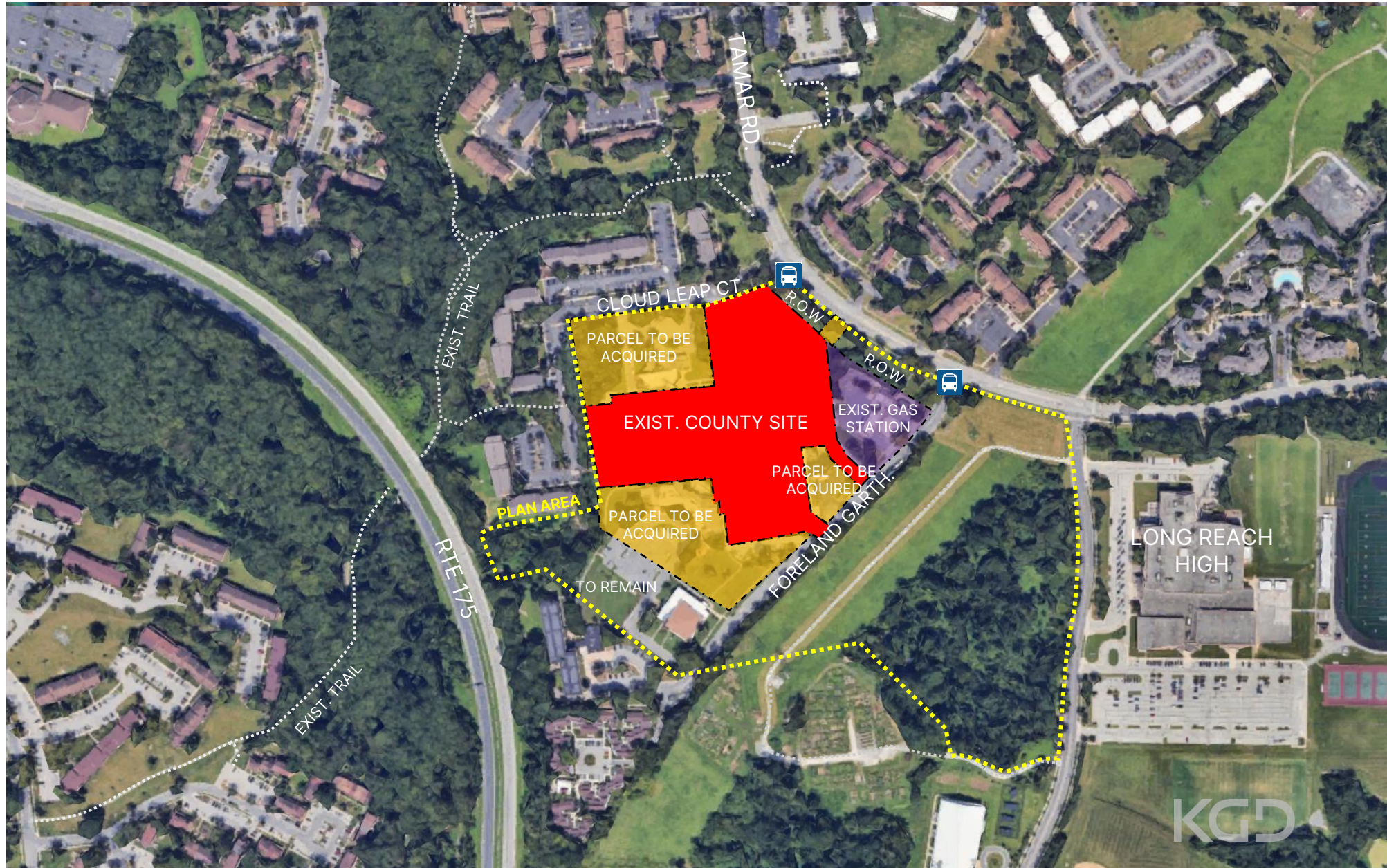
Appendix E | Team Members

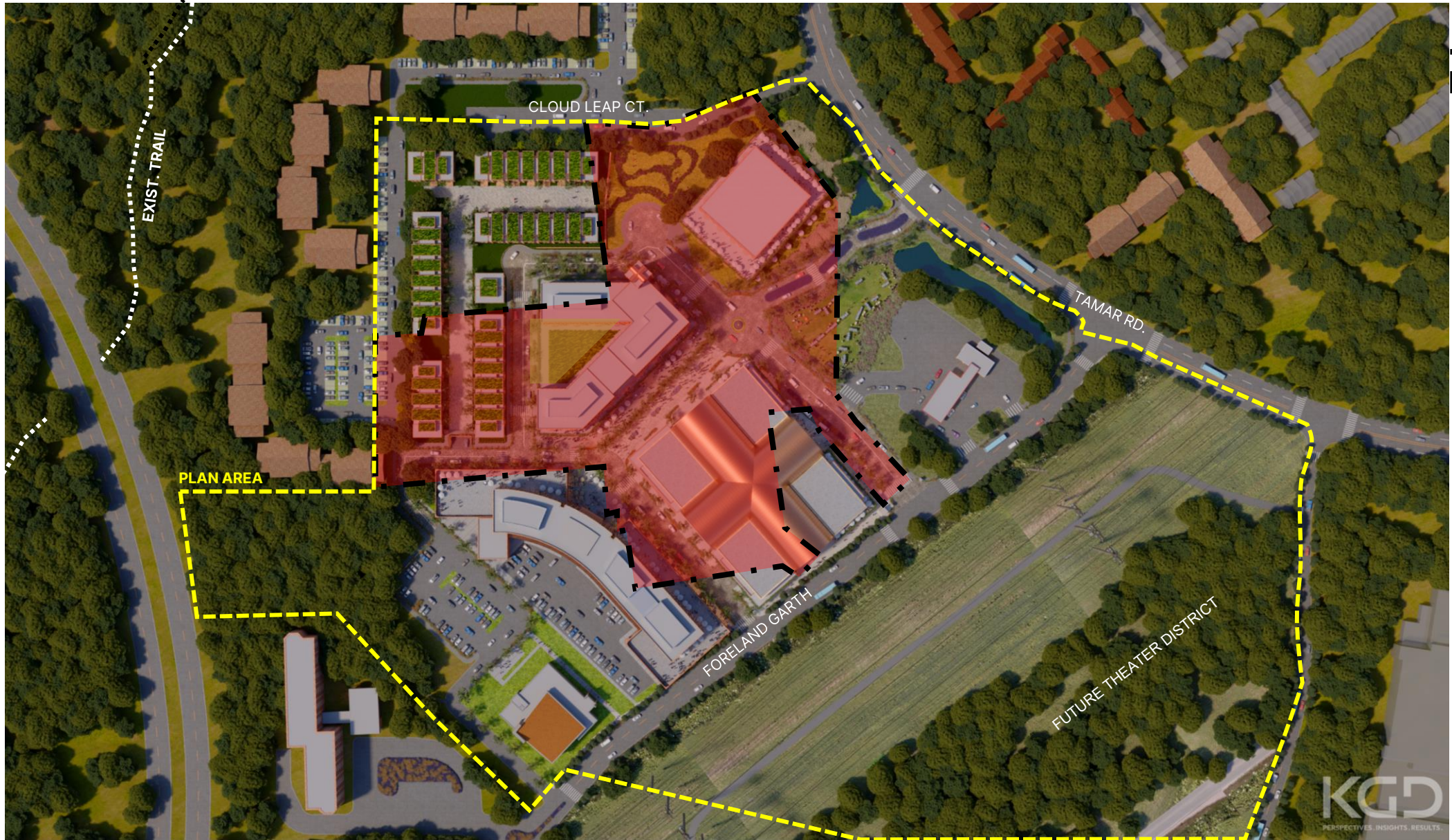
Appendix F | Representative Projects



APPENDIX A

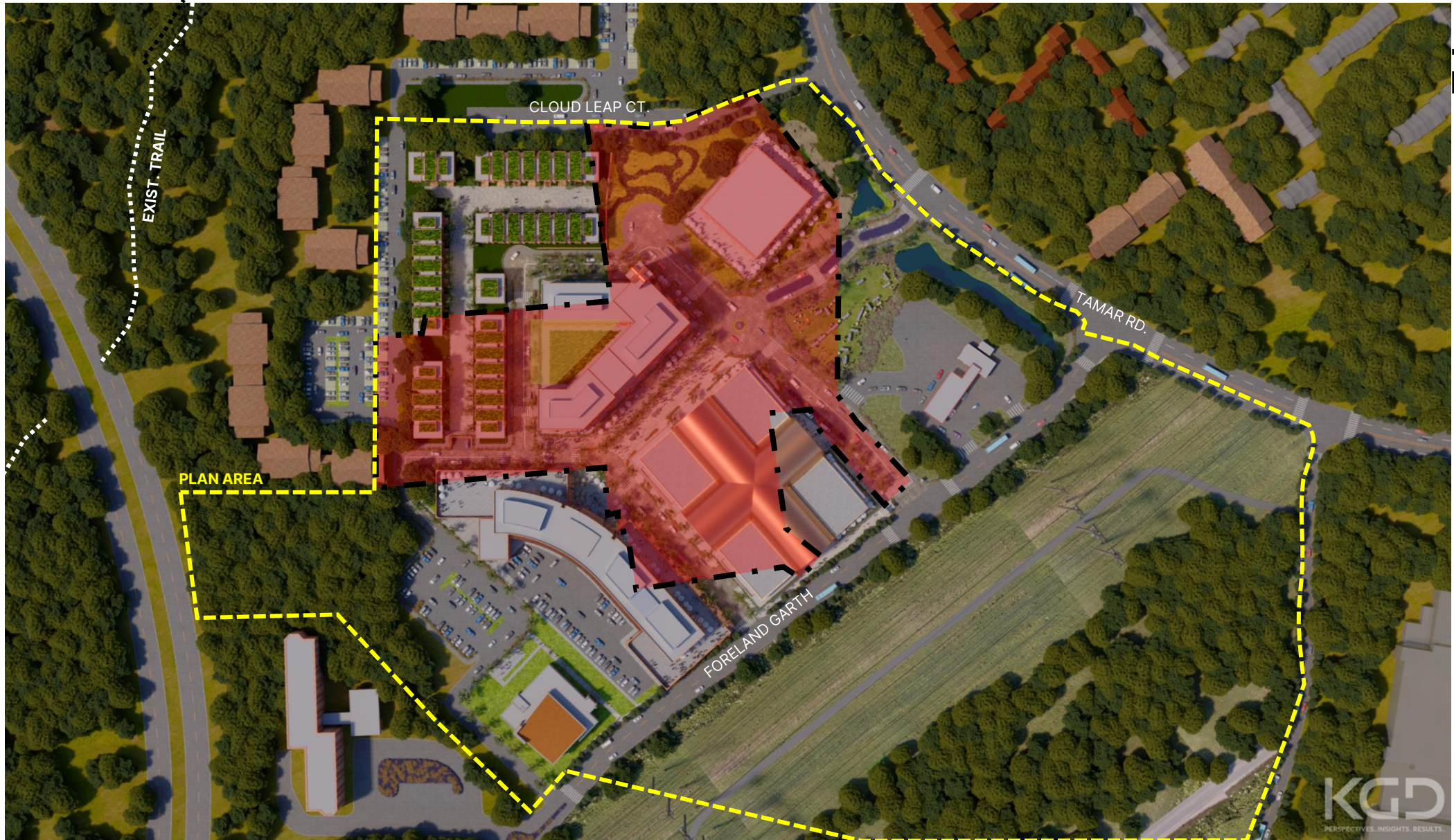
Conceptual Site Plan Drawings





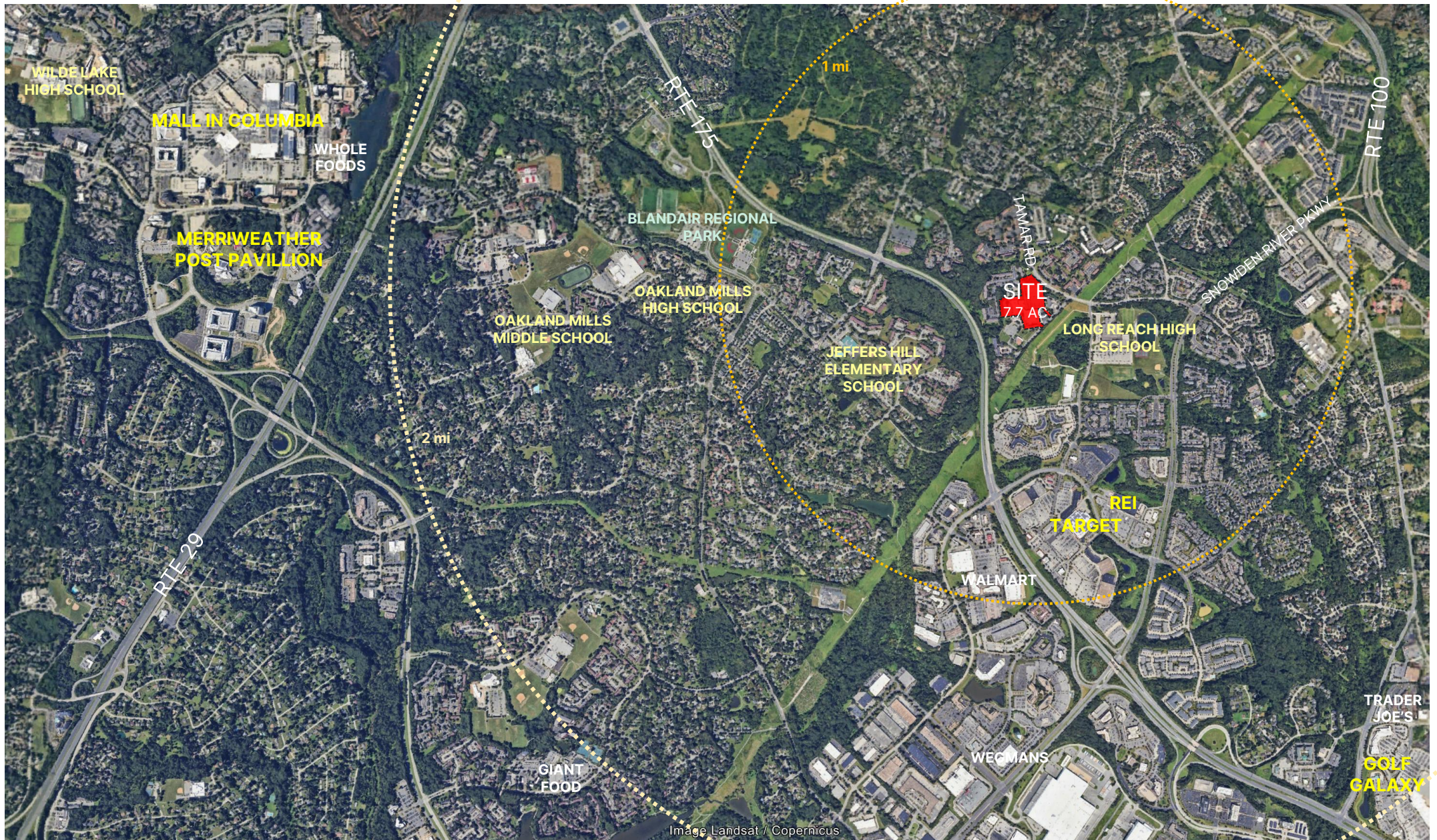
EXISTING COUNTY SITE

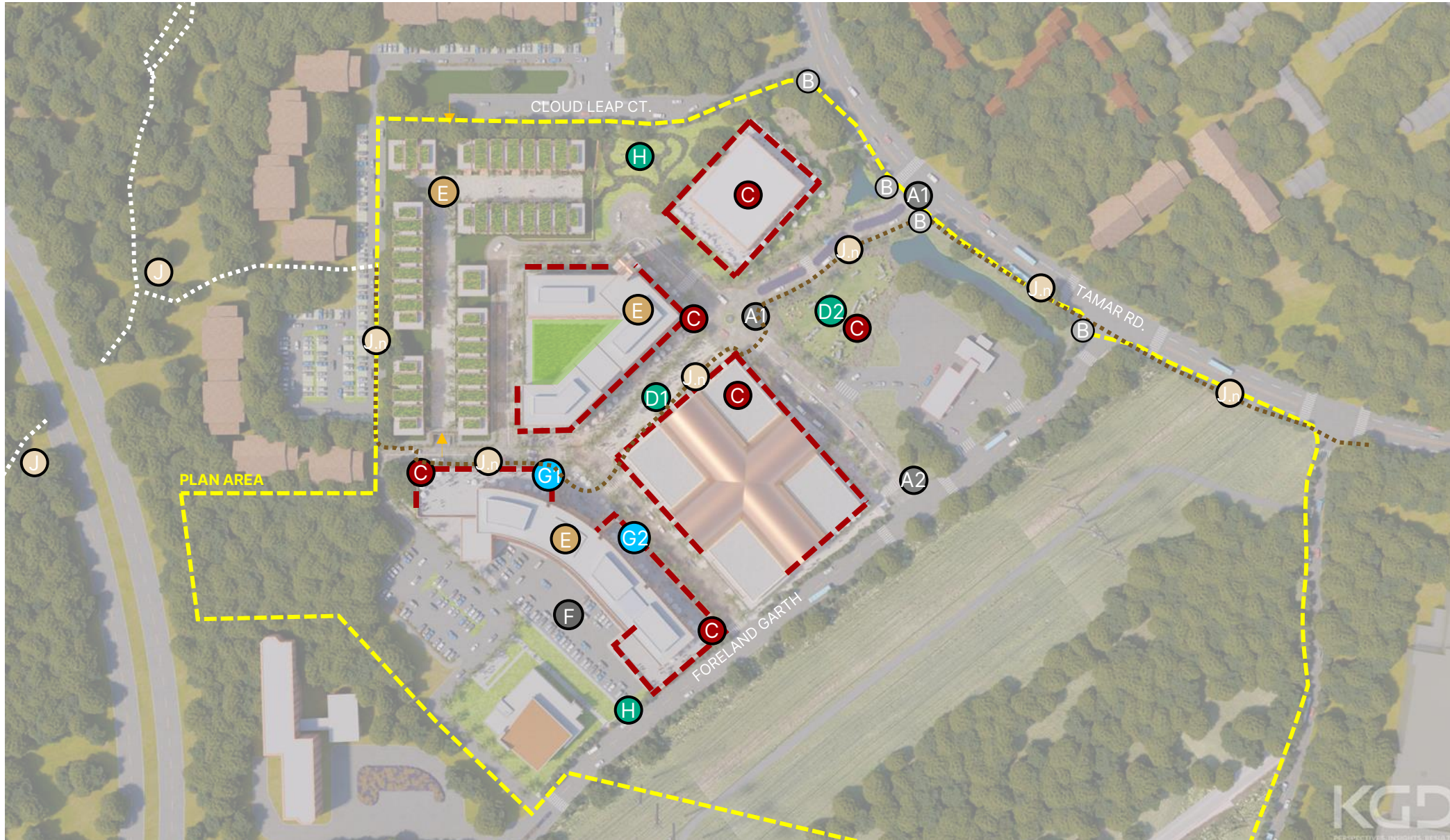




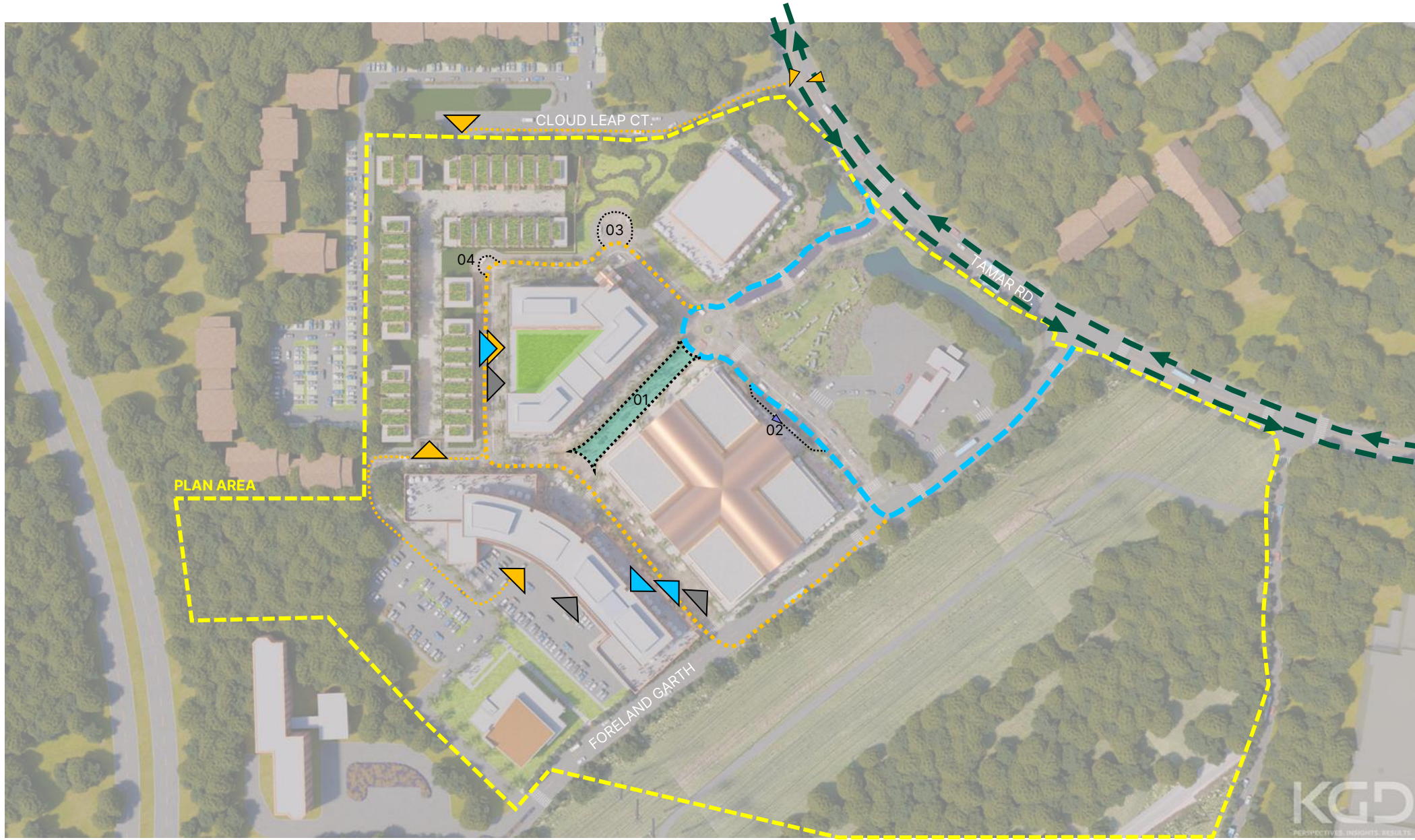
EXISTING COUNTY SITE













- A1** NEW PRIMARY ENTRY
 - A2** SECONDARY ENTRY
 - B** SIGNAGE FEATURE
 - C** COMMERCIAL FRONTAGE
 - D1** PEDESTRIAN STREET
 - D2** CENTRAL AMENITY SPACE
 - E** RESIDENTIAL USES
 - F** NEW RETAIL SURFACE PARKING
 - G1** COMMUNITY TENANT
 - G2** COMM/INST. TENANT
 - H** ENHANCED OPEN SPACE
 - J** EXIST. TRAIL PATH
 - Jr** NEW TRAIL PATH CONN
 - RETAIL FRONATGE
 - - -** TRAIL CONNECTION
 - RESIDENTIAL GARAGE ENTRY (PRIVATE)
- ①**



-  RESIDENTIAL PARKING ENTRY
-  PATRON PARKING ENTRY
-  BACK OF HOUSE ENTRY

- SHEET NOTES:**
- 01. PEDESTRIAN ONLY STREET
 - 02. PROTECTED DROP OFF LANE
 - 03. SECONDARY DROPOFF/VALET ZONE
 - 04. RESIDENTIAL DROP OFF GATE.

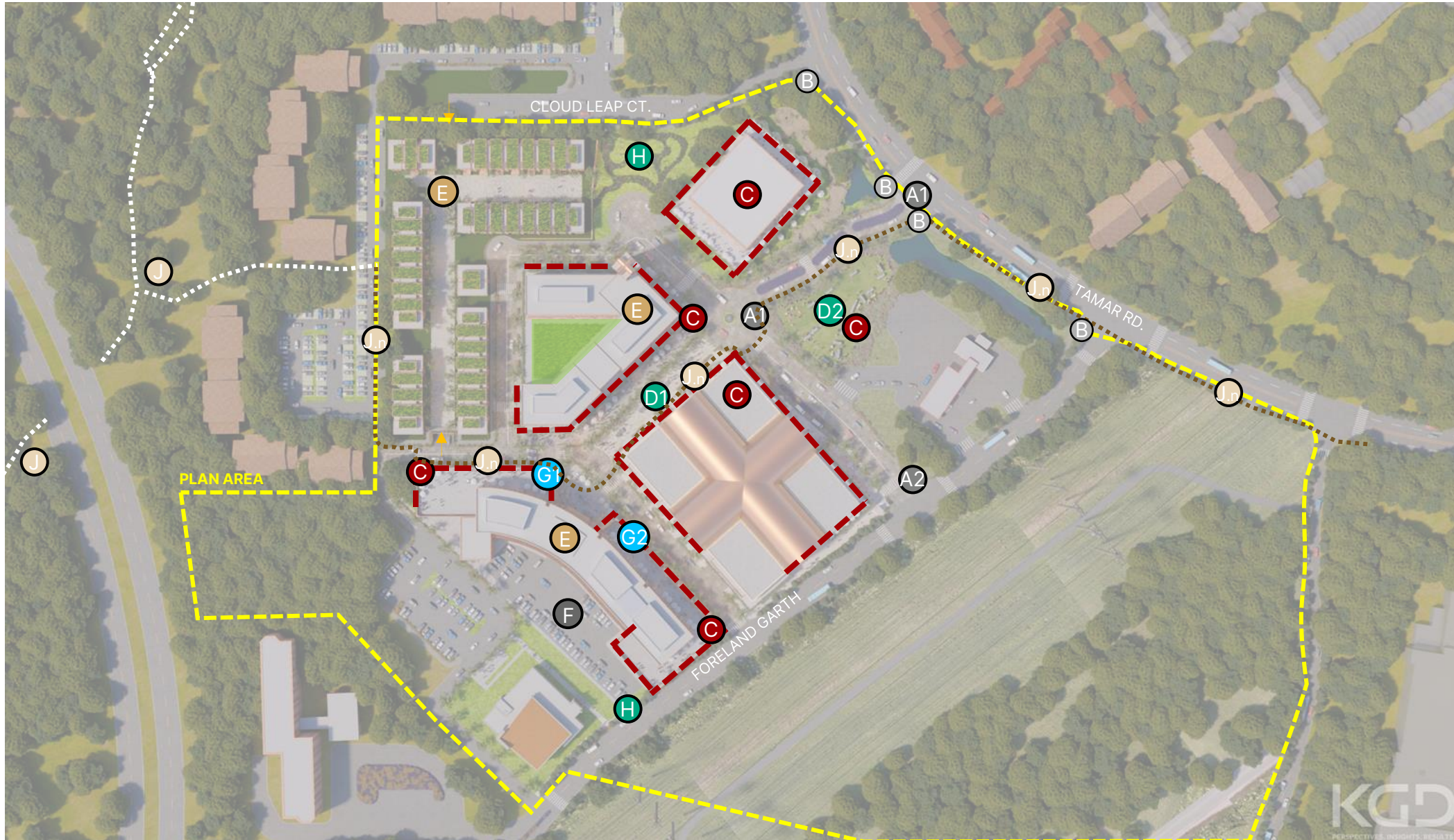
-  PRIMARY ROUTE
-  SECONDARY ROUTE
-  PEDESTRIAN STREET ZONE



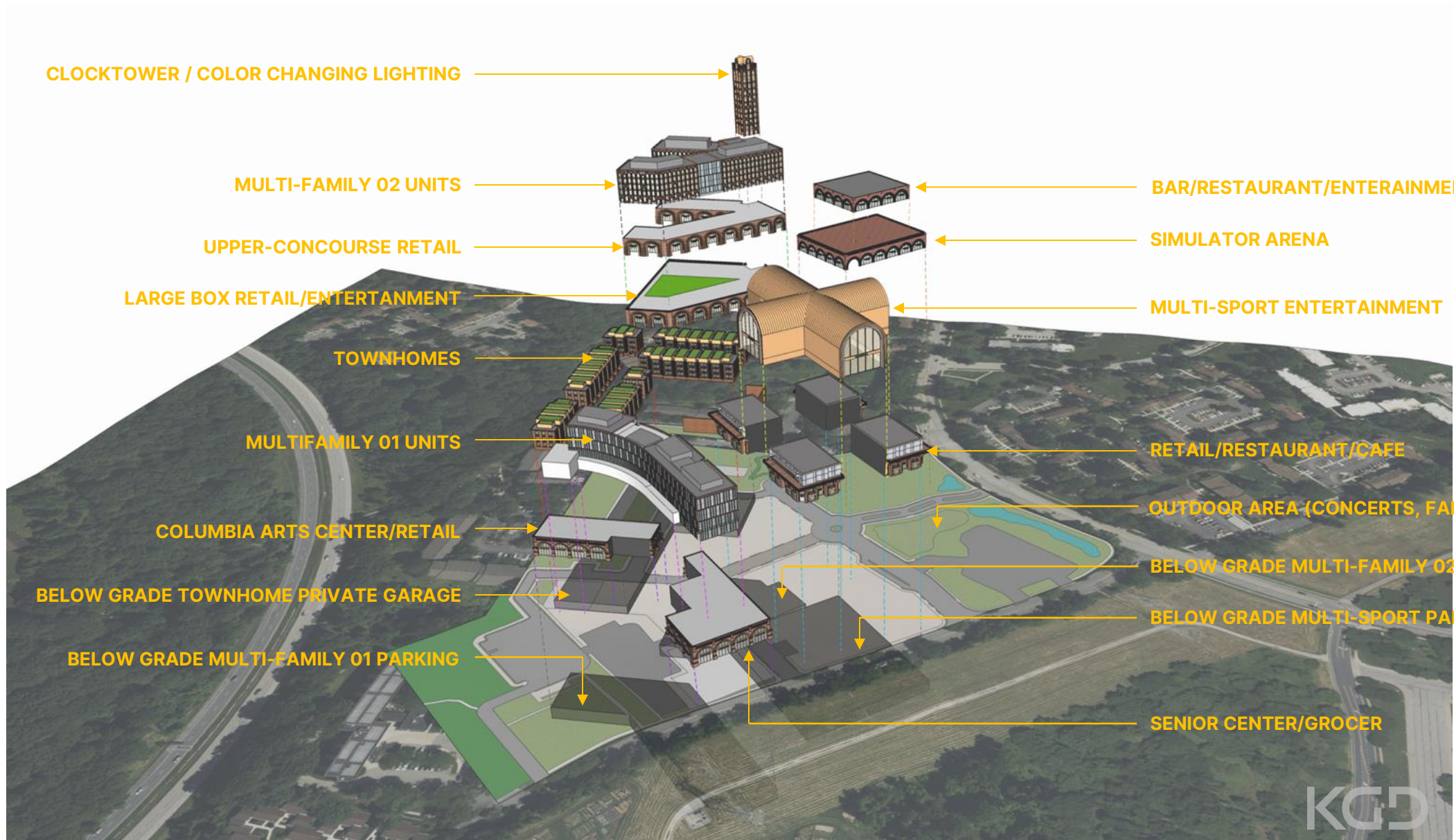


APPENDIX B

Design Concept Drawings



- A1 NEW PRIMARY ENTRY
- A2 SECONDARY ENTRY
- B SIGNAGE FEATURE
- C COMMERCIAL FRONTAGE
- D1 PEDESTRIAN STREET
- D2 CENTRAL AMENITY SPACE
- E RESIDENTIAL USES
- F NEW RETAIL SURFACE PARKING
- G1 COMMUNITY TENANT
- G2 COMM/INST. TENANT
- H ENHANCED OPEN SPACE
- J EXIST. TRAIL PATH
- Jr NEW TRAIL PATH CONN
- RETAIL FRONATGE
- TRAIL CONNECTION
- RESIDENTIAL GARAGE ENTRY (PRIVATE)
- I



CLOCKTOWER / COLOR CHANGING LIGHTING

MULTI-FAMILY 02 UNITS

UPPER-CONCOURSE RETAIL

LARGE BOX RETAIL/ENTERTAINMENT

TOWNHOMES

MULTIFAMILY 01 UNITS

COLUMBIA ARTS CENTER/RETAIL

BELOW GRADE TOWNHOME PRIVATE GARAGE

BELOW GRADE MULTI-FAMILY 01 PARKING

BAR/RESTAURANT/ENTERTAINMENT

SIMULATOR ARENA

MULTI-SPORT ENTERTAINMENT

RETAIL/RESTAURANT/CAFE

OUTDOOR AREA (CONCERTS, FARMERS MARKET)

BELOW GRADE MULTI-FAMILY 02 PARKING

BELOW GRADE MULTI-SPORT PARKING

SENIOR CENTER/GROCER









APPENDIX C

Letters of Support



APPENDIX C-1

Letter of Support | Richburn Liquors

January 9, 2024

Howard County Government

Re: Sale of Long Reach Village Center

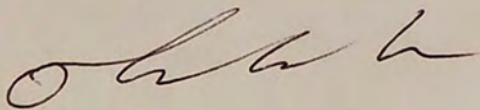
To whom it may concern:

Richburn Liquors has been a long-standing business in the village center and our family has owned the store for decades. We love the community, the people, and Howard County. Throughout the decades, our family has established relationships with our customers and considers the community of Long Reach our second family. The Long Reach Village Center and the people of Long Reach are special to me and my family.

We have met with the team members of Columbia Concepts on several occasions to discuss their vision and mission for the Long Reach Village Center redevelopment. We believe their approach to revitalize the village center, creates various opportunities for more people, and includes families across the socioeconomic spectrum complements our family's desire for this community. We fully support Destination Long Reach concept to revitalize Long Reach Village Center. Also, we strongly believe the team members of Columbia Concepts, with significant representation of individuals with deep roots in the County and development acumen, is the right group to make this vision a reality.

We believe Destination Long Reach makes sense.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Victor Ko", written in a cursive style.

Victor Ko



APPENDIX C-2

Letter of Support | CAC



Community Action Council of Howard County

HELPING PEOPLE. CHANGING LIVES.

Tracy Broccolino, President

To: Whom it May Concern

From: Tracy Broccolino, President

Date: January 10, 2024

Re: Support for Columbia Concepts Long Reach Village Center Proposal

The Community Action Council of Howard County (CAC) is Howard County's designated anti-poverty organization with the mission to diminish poverty and enable self-sufficiency for all Howard County individuals, families, and children in need. CAC has been fulfilling this mission for nearly 60 years – longer than the town of Columbia has been established. CAC's mission aligns directly with Columbia's goal to enable everyone to thrive and succeed in community. The Long Reach Village Center and surrounding neighborhoods are a cornerstone of the Columbia community as one of the original village centers established in the unique town we call home. As such, the proposed development should align with the goals that have remained for over 50 years: Inclusion, belonging, and integration so everyone can be part of the community regardless of their abilities, background, income, and ethnicity. The proposal from Columbia Concepts LLC aligns with these goals.

This group's proposal seeks to revitalize and not replace the village center by created a mixed income, mixed use, and multigenerational destination for not only the immediate community and residents but also the broader community. They also intend to keep CAC's presence in the Village Center – a must for the community.

This proposal is critical as in April 2021, CAC opened the much-needed Bauder Education Center at Long Reach to provide free, full-day, full-year early childhood education programming with a 2-Generational approach for families and up to 78 children in the Long Reach Village and contiguous neighborhoods. CAC's presence is a flagship in the village center as parents walk their children to school each day, eliminating the need for transportation, and they sustain full-time employment thereby enabling their social and economic mobility. To lose the Bauder Education Center at Long Reach would prove detrimental to families and the success of the entire community.

As such, CAC fully supports the proposal from Columbia Concepts LLC. We look forward to partnering with them as they focus on the community to create a beautiful destination in Long Reach Village.



410-313-6440



9820 Patuxent Woods Drive
Columbia, MD 21046



www.cac-hc.org



APPENDIX C-3

Letter of Support | CCC



**COLUMBIA
COMMUNITY
CARE INC.**

COLUMBIA COMMUNITY CARE
9770 Patuxent Woods Drive, Suite 336
Columbia, MD 21044

To Whom it May Concern,

Columbia Community Care (CCC) is pleased to support the Destination Long Reach concept of the redevelopment of the Long Reach Village Center. The concept and design for the redevelopment of the village center perfectly exemplifies CCC's motto, Connecting People, Resources, Opportunity. CCC understands the needs of families in the Long Reach community and beyond. Our food distribution location in the current Long Reach Village Center is our most frequented site, with upwards of 150 clients every Saturday. CCC understands how significant investment in a physical community space can change the trajectory of the lives of its residents. The families of Long Reach and Howard County deserve a village center that demonstrates to them that they are valued members of the community. As a group of individuals with significant representation from county residents and impeccable development background, Columbia Concepts is focused on intelligent development that is inclusive across our wonderfully diverse community. Destination Long Reach is a plan that can provide a great investment in areas that need stimulus and revitalization. The plan delivers exactly what our county residents deserve, a village center that aligns with Rouse's vision, one that is safe, accessible, resource rich, and beautiful. For these reasons, Columbia Community Care strongly urges the county to select Columbia Concepts' Destination Long Reach as the future of the Long Reach Village Center.

Sincerely,

A handwritten signature in black ink, appearing to read "Erika Chavarria".

Erika Chavarria
Executive Director
Columbia Community Care



APPENDIX D

Concept Precedent

MONUMENT INDOOR ROCK CLIMBING



GOLF LOUNGE



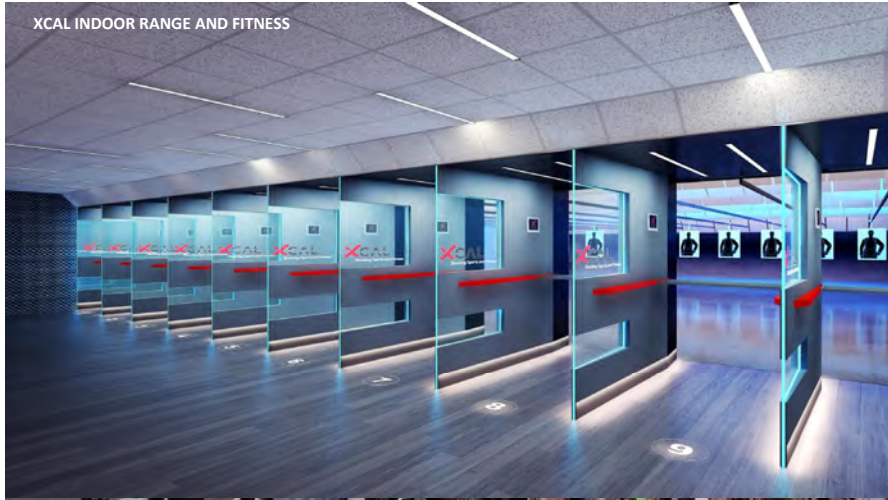
INDOOR SAND/SURFACE VOLLEYBALL COURTS



INDOOR PICKLEBALL COURTS













HIGHLAND PARK VILLAGE, DALLAS, TX



HIGHLAND PARK VILLAGE, DALLAS, TX.



KNOTTING HILL, LONDON, GB



KNIGHTSBRIDGE, LONDON, UK



APPENDIX E

Team Members



APPENDIX E-1

Team Member | Brian Kim

CDC CAPITAL, LLC

CDC Capital, LLC (previously Cornerstone Development) is a minority-owned real estate development company based in the Columbia, Maryland. CDC offers real estate development and financing services to governmental agencies, housing authorities, religious institutions, non-profit organizations, and private developers looking to plan mixed-use communities, to develop senior, workforce or affordable housing and/or reposition properties. CDC has extensive experience in the overall development process including, but not limited to; site plan review, architectural design review, working with various jurisdictions and government agencies in all planning stages of projects, construction management and experience with a range of innovative and creative financing and sophisticated analytical tools to structure deals optimally. CDC has been involved in providing consulting services for affordable housing development projects utilizing financing structures such as Low-Income Housing Tax Credits (LIHTC), Tax Exempt Bonds, Taxable Bonds, Freddie Mac Enhanced Loans, HUD Loans, Conventional Debt, Mezzanine Debt, EB5 Loans, and Tax Increment Financing.

During the past five (5) year period, we have assisted our clients to acquire 972 multifamily units totaling over \$142,000,000 in total acquisition costs, of which 40% of the units were preserved for residents at moderate to low income levels. We have also assisted in new construction and redevelopment projects totaling a development budget over \$299,980,000 to create 688 multifamily residential units serving residents at all income levels as well as over 286,000 square foot of retail to revive communities where commercial development has been sparse. The financing sources for these transactions included tax exempt bonds, taxable bonds, low income housing tax credits, conventional debt, mezzanine debt, private developer joint venture equity, tax increment financing, Department of Housing and Community Development Housing Initiative Fund (HIF), Maryland Housing Partnership Fund, and Maryland Housing Rental Housing Fund. By utilizing the various private and public capital funds, we are able to structure these deals to optimize our client's return on investment.

BRIAN C. KIM
9912 Heather Glen
Ellicott City, MD 21042
Mobile: 443-538-4527
Email: brian.kim@corner-stonedc.com

PROFESSIONAL EXPERIENCE:

CORNERSTONE DEVELOPMENT, LLC/CDC CAPITAL, LLC

Principal; Columbia, MD

September 2008 – Present

A consulting firm to provide various services to clients regarding real estate development, acquisition of properties, financial engineering, construction management and asset management. During the previous nine years, the firm has developed and/or financed over \$550 million of complex real estate transactions using various capital sources, such as HUD 221d4 loans, conventional loans through institutional lenders and insurance companies, low income housing tax credit equities, tax-exempt bonds, and Fannie/Freddie loan products.

Development Projects:

- Howard County Housing Commission – Artist Flats (\$80 million mixed –used mixed-income development)
- Housing Authority of City of Frederick – Catocin View Apartments (\$25 million PBV Elderly development)
- Housing Opportunities Commission – Elizabeth Square Development (\$170 million mixed-used mixed- income development)
- Housing Opportunities Commission – Alexander House Apartments (\$52 million mixed-income development)
- The Cafritz Foundation – Art Place at Fort Totten (\$170 million mixed-used development)
- Cafritz Enterprise – Calvert Tract, LLC (\$120 million mixed-used development)
- Cafritz Enterprises – 5333 Connecticut Avenue (\$93 million 264 market rate multifamily development)
- Alexandra Development Corporation – Station at Potomac Yard (\$48 million mixed-used development)
- Wicomico County Housing Authority – Booth Street Property (\$33 million 168 mixed-income multifamily development)
- Montgomery County – Gude Drive Property (\$5 million 35 bed housing facility and supportive services for homeless men)

Acquisition Projects:

- Howard County Housing Commission – Columbia Landings (\$38 million 300 unit multifamily development)
- Howard County Housing Commission – Columbia Commons (\$24 million 150 unit multifamily development)
- Howard County Housing Commission – Verona at Oakland Mills (\$40 million 251 unit multifamily development)
- Rockville Housing Enterprises – Fireside Park Apartments (\$38 million 236 unit multifamily development)

Construction and/or Asset Management Projects:

- Art Place at Fort Totten
- Calvert Tract, LLC
- Station and Potomac Yard
- Columbia Landings
- Columbia Commons
- Verona at Oakland Mills
- Fireside Park Apartments

HOUSING OPPORTUNITIES COMMISSION

Portfolio Manager; Montgomery County, MD

February 1999 – July 2008

- Responsible for structuring, underwriting, and financing of Low Income Housing Tax Credits, Tax-Exempt Bonds, Taxable Bonds, Bond Anticipated Notes transactions for multifamily real estate developments.
- Responsible for managing the physical and fiscal condition of the multifamily portfolio to ensure compliance with financing documents, maintenance of bond rating, and maintenance of the tax-exempt status of the bonds.
- Review the performance of individual assets in each portfolio to identify trends, risky assets, trouble assets, work-outs and refinance opportunities.
- Act as a liaison to the trustee, rating agency, and Federal, State and County entities.

- Coordinate agency's internal compliance for all Low Income Housing Tax Credit Partnerships.
- Interpret and review loan documents, regulatory agreements and other legal documents to ensure compliance with Federal, State and County requirements.
- Assist with drafting of all regulatory agreements and amendments to ensure public purpose and other arrangements can be properly administered.

THE COMMERCIAL BANK OF KOREA (HANVIT BANK)

Investment Manager; Seoul, Korea

July 1995 – June 1998

- Underwrite fixed income products (FRNs, FRCDs and Zero Coupon Bonds) in the primary market for top Korean conglomerates.
- Develop and implement quantitative analytical procedures for potential investment opportunities in the emerging markets.
- Review proformas and prospectuses for possible investment opportunities.
- Review and edit loan documentation.
- Maintain correspondent relationship with top corporate clients.
- Compose and present investment relations material highlighting the financial data of the bank to international creditors.
- Maintain line of credit from international creditors.
- Serve on the investment relations team to publish the English version of the bank's annual report.

SERVICE EXPERIENCE:

- Mixed Finance Development for Public Housing Authorities (2011) – MAHRA Conference Lectures
- Real Estate Due Diligence (2012) – MAHRA Conference Lectures
- Neighborhood Design Center Sponsorship (2015 – Present)
- Downtown Columbia Affordable Housing Trust – Board member (2012 – 2016)

EDUCATION:

AMERICAN UNIVERSITY

WASHINGTON, DC

- Master of Business Administration in International Finance, 1995.

PENNSYLVANIA STATE UNIVERSITY

State College, PA

- B.A. in Economics, May 1991.



APPENDIX E-2

Team Member | David Bramble



SHOPS AT
**FAIRWAY
VILLAGE**

RETAIL SHOPS & PAD SITES

1130 Billingsley Rd | Waldorf, MD 20602



SHOPS AT FAIRWAY VILLAGE

Introducing The Shops at Fairway Village: a refreshing alternative to the realm of nearby retail offerings. Located just 23 miles south of Washington, D.C., and nestled between the St. Charles Parkway and Billingsley Road, which sees over 55,000 cars daily, The Shops at Fairway Village offers an elegant, one-stop, pedestrian-friendly experience — an alternative to the scattered, “in and out” retail options along the 301 corridor. Scheduled for spring 2026 delivery, The Shops at Fairway Village offers consumers an unmatched and enjoyable shopping experience.

CLIP & CARE

Black Swan

KATZ BRGR
FRESH EATS



Just minutes from the busy 301 corridor, The Shops at Fairway Villages offers an unmatched, relaxing retail experience.

Anchored by Weis grocery, this vibrant retail center offers 120,000 SF of retail — the perfect location for a mix of shopping, dining, and fitness/self-care retailers.

A captive trade area of 171,355 people within one of the United States' top 40 wealthiest counties.

Charles County has witnessed a 11.4% population growth since 2010.

DEMOGRAPHICS*

SERVING AN AFFLUENT RESIDENTIAL POCKET



POPULATION

171,355



HOUSEHOLDS

61,568



MEDIAN
HOUSEHOLD INCOME

\$116,296



PER CAPITA INCOME

\$47,977



*5 minute drive time

ST. CHARLES TOWNE MALL

TARGET
 DICK'S SPORTING GOODS
 Red Lobster
 GameStop
 AMC THEATRES

Walmart
 sam's club
 LOWE'S
 COSTCO

HomeGoods
 five BELOW
 Panera BREAD
 PETS M A R T

ST. CHARLES TOWNE PLAZA

CRAFTY CRAB SEAFOOD
 Dollar TREE
 BIG LOTS!

planet fitness
 Giant
 CHIPOTLE

tropical SMOOTHIE CAFE
 DOLLAR GENERAL

SMALLWOOD VILLAGE CENTER

SAFEWAY
 FAMILY DOLLAR

SHOPS AT FAIRWAY VILLAGE

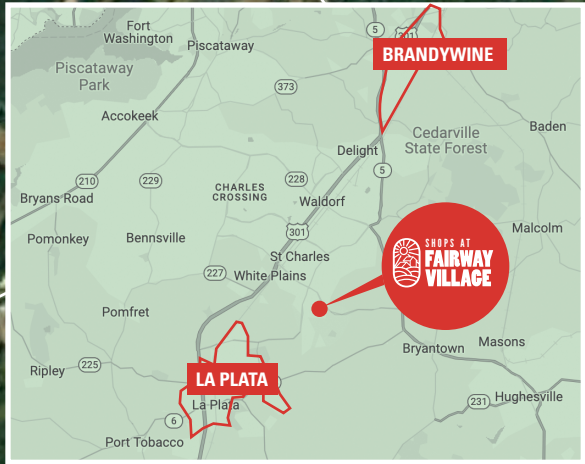
Lebo PIZZA

THE PRIME STREET GRILLE

ELEVEN

ROSEWICK CROSSING

Giant
 WELLS FARGO
 LOWE'S



BERRY ROAD
36,000 (+/-) VEHICLES PER DAY

SMALLWOOD DRIVE
15,644 (+/-) VEHICLES PER DAY

BILLINGSLEY ROAD
15,116 (+/-) VEHICLES PER DAY

ROUTE 301
37,178 (+/-) VEHICLES PER DAY

ALDI

Walmart
 weis
 FAMILY DOLLAR

MAIN RETAILERS IN CHARLES COUNTY:

Target (1)	Best Buy (1)	Sam's (1)
Starbucks (3)	Chipotle (3)	Panera (1)
Walmart (2)	Panda Express (2)	Kohl's (1)
Giant Food (3)	Wawa (3)	MOM'S (1)
Safeway (3)	Costco (1)	

RETAIL SHOPS AND PADSITES





At the heart of a wealthy, captive residential pocket, The Shops at Fairway Village offers a distinct retail experience away from the surrounding hectic, fractured shopping and dining options. Become part of a modern, dynamic retail experience catering to an affluent local customer base craving a destination where convenience meets sophistication.

stylebodies

Truly One-stop Shopping: From To-Do Lists to Date Nights and Everything in Between.





1130 Billingsley Rd. | Waldorf, MD 20602

Alli Oliver | AO Retail | 301.461.8648 | aoliver@aoretail.com

Roger Carlson | Carlson Retail | 301.580.5025 | rcarlson@carlsonretail.com





Our Harborplace

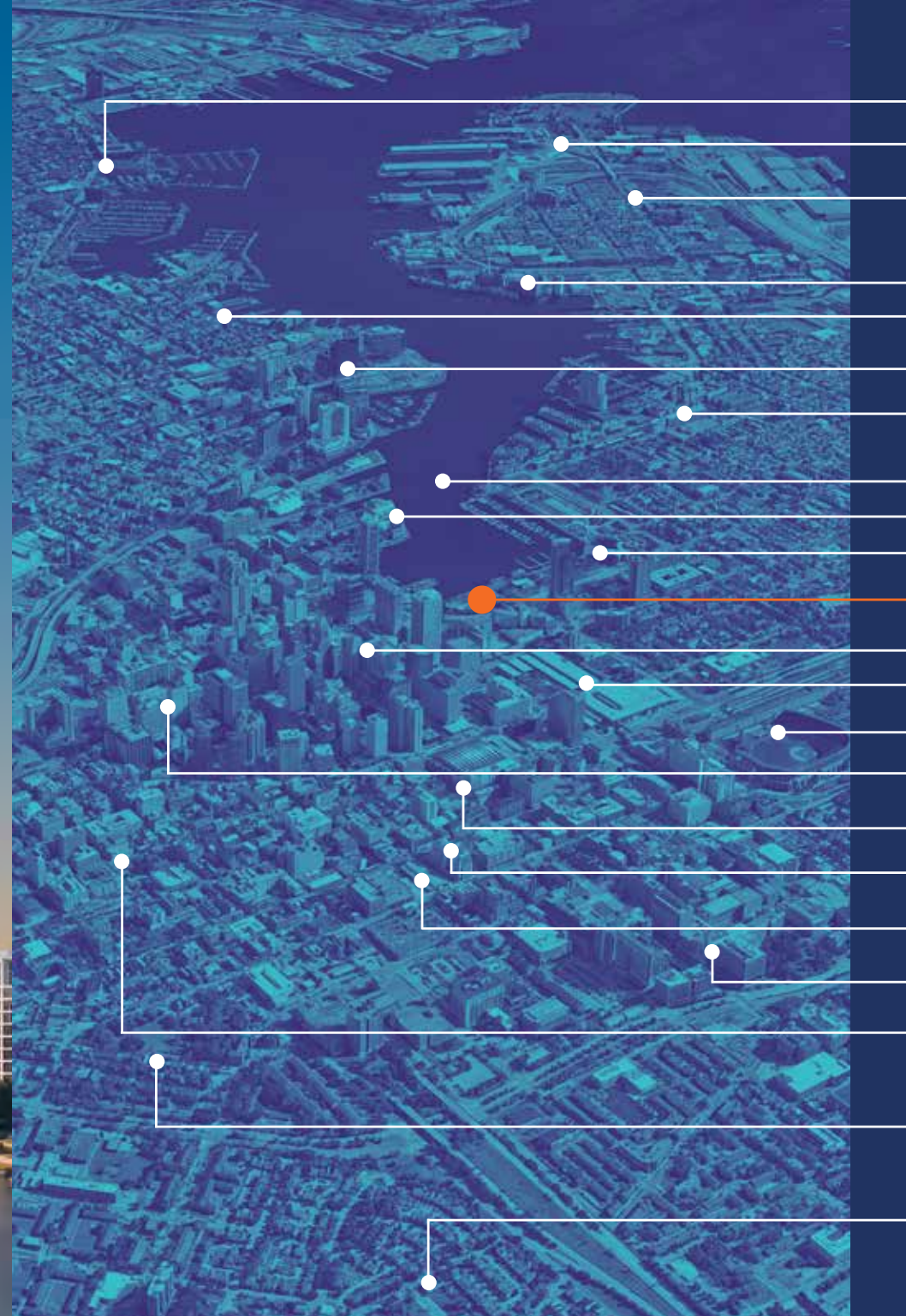


BALTIMORE, MARYLAND
OURHARBORPLACE.COM/THEPLAN



THE INNER HARBOR IS THE HEART OF DOWNTOWN BALTIMORE

Anchored by Harborplace and the waterfront promenade, the Inner Harbor acts as the cultural epicenter of the city and has long welcomed the local community and out-of-town explorers.



- CANTON
- FORT MCHENRY
- LOCUST POINT
- DOMINO SUGAR
- FELLS POINT
- HARBOR EAST
- FEDERAL HILL
- INNER HARBOR
- NATIONAL AQUARIUM
- MARYLAND SCIENCE CENTER
- Harborplace*
- DOWNTOWN
- CONVENTION CENTER
- ORIOLE PARK AT CAMDEN YARDS
- BALTIMORE CITY HALL
- CFG BANK ARENA
- BROMO ARTS DISTRICT
- LEXINGTON MARKET
- UNIVERSITY OF MARYLAND, BALTIMORE
- MOUNT VERNON
- SETON HILL
- HARLEM PARK

HARBORPLACE IS BALTIMORE'S WATERFRONT ANCHOR

The reimagined space will be a world-class waterfront destination where residents and visitors can experience cuisine, commerce, culture, public green spaces, and all the best that Baltimore has to offer.

- Over 300,000 SF of Commercial space for retail, dining, and conferences
- Approx. 18.7 Acres of public space
- Approx. 900 Residential units



BALTIMORE'S REGIONAL CONNECTIVITY



BALTIMORE HAS THE OPPORTUNITY TO CAPITALIZE ON ITS UNIQUE LOCATION WITHIN THE NORTHEAST CORRIDOR.

DEMAND DRIVERS & WORKFORCE

Baltimore boasts a dynamic and highly educated workforce, fueled by an entrepreneurial culture and its strategic Mid-Atlantic location, linking the city to over one-third of the nation's population within hours via highways, ports, railroads, and an international airport. This exceptional connectivity attracts residents, businesses, and travelers alike, providing abundant opportunities for growth and success.



BY RAIL

20 MINUTES TO WASHINGTON, D.C.

1 HOUR TO PHILADELPHIA

2 HOURS TO NEW YORK CITY



BY AIR

1 HOUR, 20 MINUTES TO BOSTON

2 HOURS TO ATLANTA

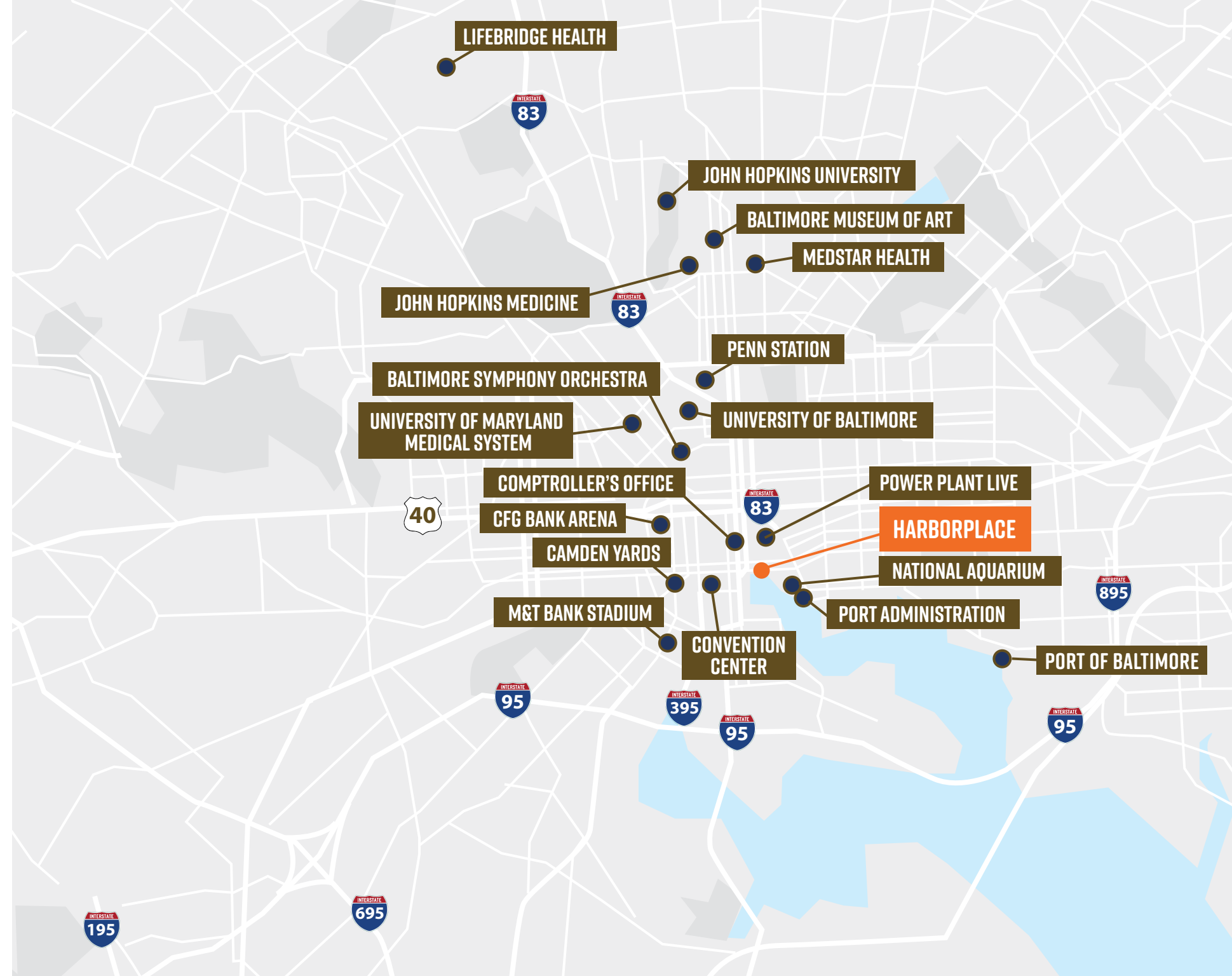
2 HOURS TO CHICAGO

BALTIMORE CITY: EXCEPTIONAL OPPORTUNITY & CONNECTION

THE BALTIMORE METROPOLITAN STATISTICAL AREA (MSA) IS HOME TO 2.8 MILLION PEOPLE.

- Key employment sectors include life sciences, healthcare, government (federal, state, and local), and professional services.
- Baltimore is home to Maryland's only law and medical schools, making it a hub of "Eds and Meds" with a highly educated workforce.
- Federal employees are a fundamental part of Baltimore's workforce, emphasizing the region's strong connectivity to the nation's capital with more than 60 federal agencies and research labs within 30 miles.
- The largest employers include Johns Hopkins Health System Corporation, University of Maryland Medical System, MedStar Health, and Lifebridge Health with an estimated 68,000 employees.

While Baltimore's industry continues to grow, this city also knows how to play. Arts and entertainment, abound in the city, with millions of visitors flocking to its renowned museums, aquariums, and arenas each year. It's no wonder over 26 million tourists travel to Baltimore annually.



BULLISH ON BALTIMORE

OVERALL BALTIMORE

- **8th** fastest-growing GDP in the country among counties with at least **\$50 billion** in GDP
- **\$8 billion** worth of infrastructure and transformative development planned or currently underway
- Downtown Baltimore is the fastest growing neighborhood in the City and **12th** in downtown populations among major U.S. metros
- Home of **NFL & MLB 2023 Divisional Champions**

TRANSIT & TRAVEL

- Port of Baltimore – **1st in the U.S.** in handling automobiles, light trucks, farm and construction machinery
- Penn Station – **8th busiest Amtrak station** with **\$7 billion** redevelopment underway
- **27 million** annual passengers served by Baltimore/Washington International airport

EMPLOYMENT

- **13th** in downtown employment among major U.S. metros
- Washington, D.C./Baltimore is the **#3 largest market** for life sciences research talent
- Johns Hopkins University – **#2 in Biomedical**
- Johns Hopkins Medicine – **#5 hospital in the U.S.**
- Baltimore is the **#17 city for tech talent** employment

TOURISM & PLAY

- **26 million** tourists annually
- Oriole Park – **45K+ capacity**
- M&T Bank Stadium – **71K+ capacity**
- National Aquarium **\$1M** annual visitors
- Baltimore Museum of Art **200K+ annual visitors**
- Baltimore Convention Center hosts **125 annual events**

DOWNTOWN BALTIMORE INVESTMENT

2018 - 2028 | \$6.5 BILLION

PLANNING

\$3,151,750,000

ENTERTAINMENT/HOSPITALITY

- 1) Chesapeake Shakespeare Company*
7 S. Calvert St
- 2) Harbor Point Park
Caroline & Thames St
- 3) Horizon House (Prime Rib)
1101 N. Calvert Street
- 4) M&T Bank Stadium
1101 Russell St
- 5) Maryland Science Center*
601 Light St
- 6) National Aquarium*
501 E. Pratt St
- 7) Oriole Park at Camden Yards*
333 W. Camden St
- 8) Port Discovery Children's Museum*
35 Market Place
- 9) Pride of Baltimore*
1240 Key Hwy
- 10) Reginald F. Lewis Museum*
830 E. Pratt St
- 11) SquashWise
601 N. Howard St
- 12) The Peale*
225 Holliday Street
- 13) USS Constellation*
301 E. Pratt St

HOUSING

- 14) 900 Fleet
- 15) Fidelity & Deposit Building
210 N. Charles St
- 16) Jonestown Mews
921-923 E. Baltimore St

MULTI-USE

- 17) 300 E. Pratt St
- 18) Dwell on Park
400-414 Park Ave
- 19) Harborplace
200 E. Pratt
- 20) Mayfair Place
502-506 N. Howard St

- 21) Old Towne Mall / Perkins Homes
1101 Hillen St
- 22) The Compass
Howard & Lexington St

PUBLIC INVESTMENT

- 23) Bard Building*
710 E. Lombard St
- 24) Baltimore Convention Center*
1 W. Pratt
- 25) DPOB CIP State Funds*
Various Locations
- 26) Inner Harbor Promenade
- 27) UMB School of Social Work
600 W. Lexington St
- 28) Warner Street District Streetscaping

UNDER CONSTRUCTION

\$1,864,800,000

ENTERTAINMENT/HOSPITALITY

- 1) CFG Arena
201 W. Baltimore St
- 2) Hippodrome Theatre
M&T Bank Pavilion
12 N. Eutaw St
- 3) The Paramount
1300 Warner St

HOUSING

- 4) 1234 McElderry
- 5) 19 E. Fayette St
- 6) 222 St. Paul Pl
- 7) 506 S. Central Ave
- 8) 7 W. Eager St Development
- 9) 733-737 W. Pratt St
- 10) Crook Horner
301-305 N. Howard St
- 11) Downtown 107 Apartments
300 W. Fayette St
- 12) Guardian House
17-23 S. Gay St
- 13) The Anne
1400 Aliceanna St
- 14) The Plaza
1 S. Calvert St

- 15) The Whitney
600 S. Caroline St
- 16) The Xander
600 N. Howard St
- 17) Vivo Living
101 W. Fayette St

MULTI-USE

- 18) T. Rowe Price Headquarters & Point Park
1307 Point St
- 19) Allied | Harbor Point North & South Tower
900 S. Caroline St

PUBLIC INVESTMENT

- 20) Ladder Co. 6
1227 S. Hanover St
- 21) UMB Biopark
4 N. Martin Luther King Jr Blvd
- 22) Rash Field Phase II*
300 Key Hwy.
- 23) UMMC Cancer Center
22 S. Greene St
- 24) Penn Station
1500 N. Charles St

COMPLETED

\$1,569,950,000

ENTERTAINMENT/HOSPITALITY

- 1) Canopy by Hilton Baltimore
1201 Wills St
- 2) Cross Street Market
1065 S. Charles St
- 3) Hammerjacks
1300-1320 Russell St
- 4) Hotel Revival
101 W. Monument St
- 5) Hotel Ulysses
2 E. Read St
- 6) Lexington Market
400 W. Lexington Street
- 7) SpringHill Suites Baltimore
400 W. Fayette St
- 8) Topgolf
1411 Warner St
- 9) Tru by Hilton
411 S. Central Ave

HOUSING

- 10) 114 N. Howard St Apartments
- 11) 115 W. Hamburg St
- 12) 1238 Light Street Apartments
- 13) 21 S. Calvert Apartments
- 14) 22 Light Street
- 15) 416 N. Howard St
- 16) 6 S. Calvert St
- 17) 906-910 Trinity St
- 18) Appraisers' Building Residences
103 S. Gay St
- 19) Avalon Harbor East
555 President St
- 20) Bainbridge Federal Hill
1110 Key Hwy
- 21) Baltimore Loft Apartments
8 E. Fayette St
- 22) Banner Hill Apartments
611 S. Charles St

- 23) Calvert Street Lofts
816-824 N. Calvert St
- 24) City House Charles
6 E. Eager Street
- 25) Harbor Hill Apartments
301 Warren Ave
- 26) Luminary at One Light
5-11 Light St
- 27) Paca House
116 N. Paca St
- 28) Prosper on Fayette
100-104 N. Eutaw St
- 29) Redwood Campus Center
300 W. Redwood St
- 30) SJ2 Apartments
319 W. Franklin St
- 31) St. James Place Expansion
301 W. Franklin St
- 32) The Caroline
520 S. Caroline St
- 33) The Courtland
419 St. Paul St
- 34) The Genesis
9 N. Howard St
- 35) The James
211 St. Paul St
- 36) The Morrison
18 W. Madison St

MULTI-USE

- 37) 414 Light Street
- 38) Alertus Technologies
10 N. Charles
- 39) BGE
120 W. Fayette St
- 40) Brown's Arcade
322 N. Charles St
- 41) Four Ten Lofts
410 N. Eutaw St
- 42) Lupin Building / Brookel
111 S. Calvert
- 43) Redwood Exchange
233 E. Redwood
- 44) Store it All Storage
1018 S. Paca St
- 45) Union Brothers Furnitur
37 W. Cross St
- 46) Wheelhouse
7 W. Cross St

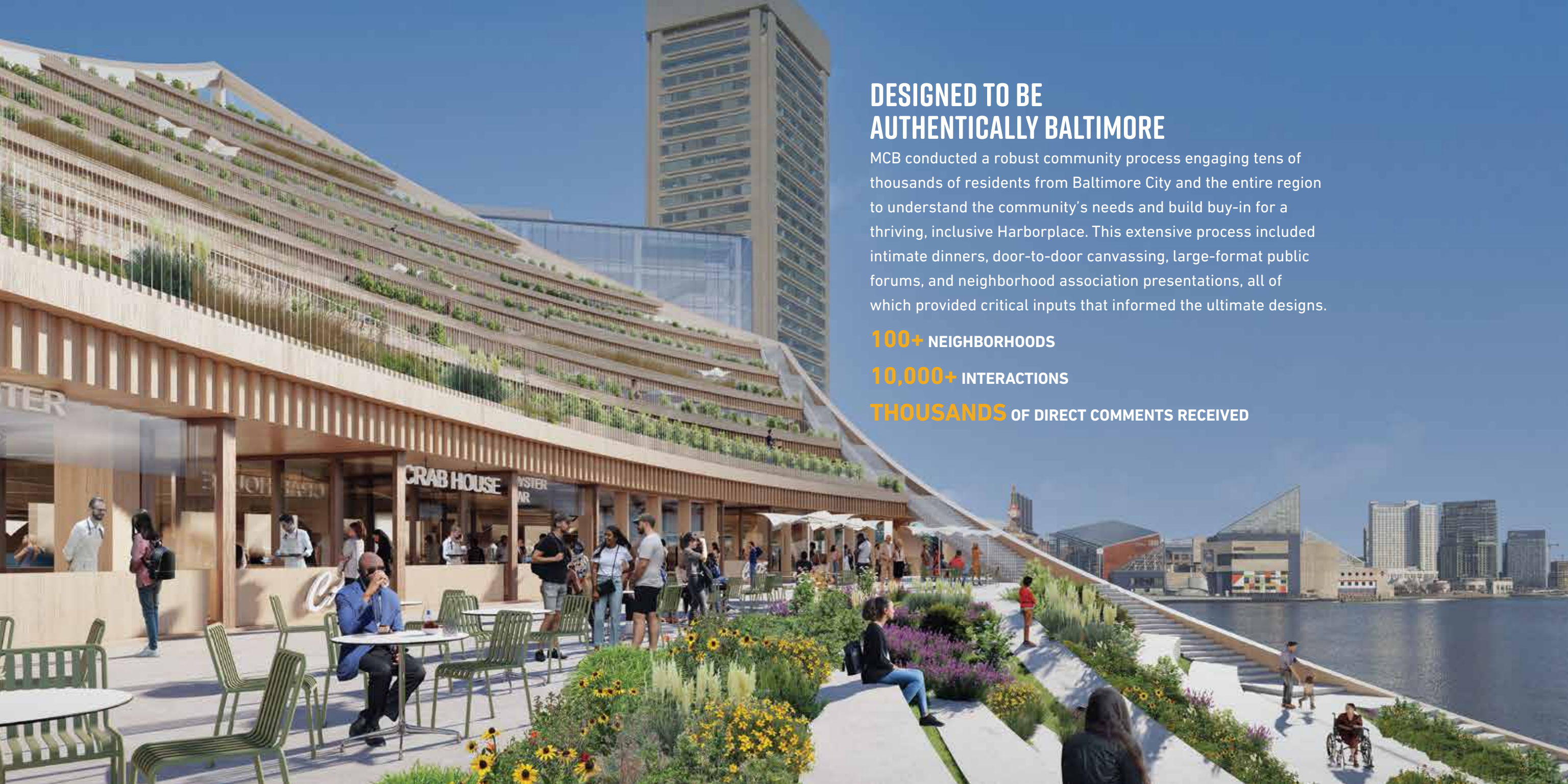
PUBLIC INVESTMENT

- 47) 250 W. Pratt St. Plaza
- 48) Enoch Pratt Free Librara - Central Library
400 Cathedral St
- 49) Harbor Point Central Pl; Wills and Dock St, and Central A
- 50) McKeldin Square Renova
Pratt & Light St
- 51) Mother Mary Lange Schc
200 N. Martin Luther King Jr Blv
- 52) Preston Gardens Restor; St. Paul St, Center to Saratoga
- 53) Rash Field Phase I
300 Key Hwy
- 54) State Center Relocation
Various Buildings
- 55) UM Midtown Campus
827 Linden Ave
- 56) UMMC Coordinated Car
36 S. Paca St

KEY

- PLANNING
- UNDER CONSTRUCTION
- COMPLETED





DESIGNED TO BE AUTHENTICALLY BALTIMORE

MCB conducted a robust community process engaging tens of thousands of residents from Baltimore City and the entire region to understand the community's needs and build buy-in for a thriving, inclusive Harborplace. This extensive process included intimate dinners, door-to-door canvassing, large-format public forums, and neighborhood association presentations, all of which provided critical inputs that informed the ultimate designs.

100+ NEIGHBORHOODS

10,000+ INTERACTIONS

THOUSANDS OF DIRECT COMMENTS RECEIVED



SITE OVERVIEW

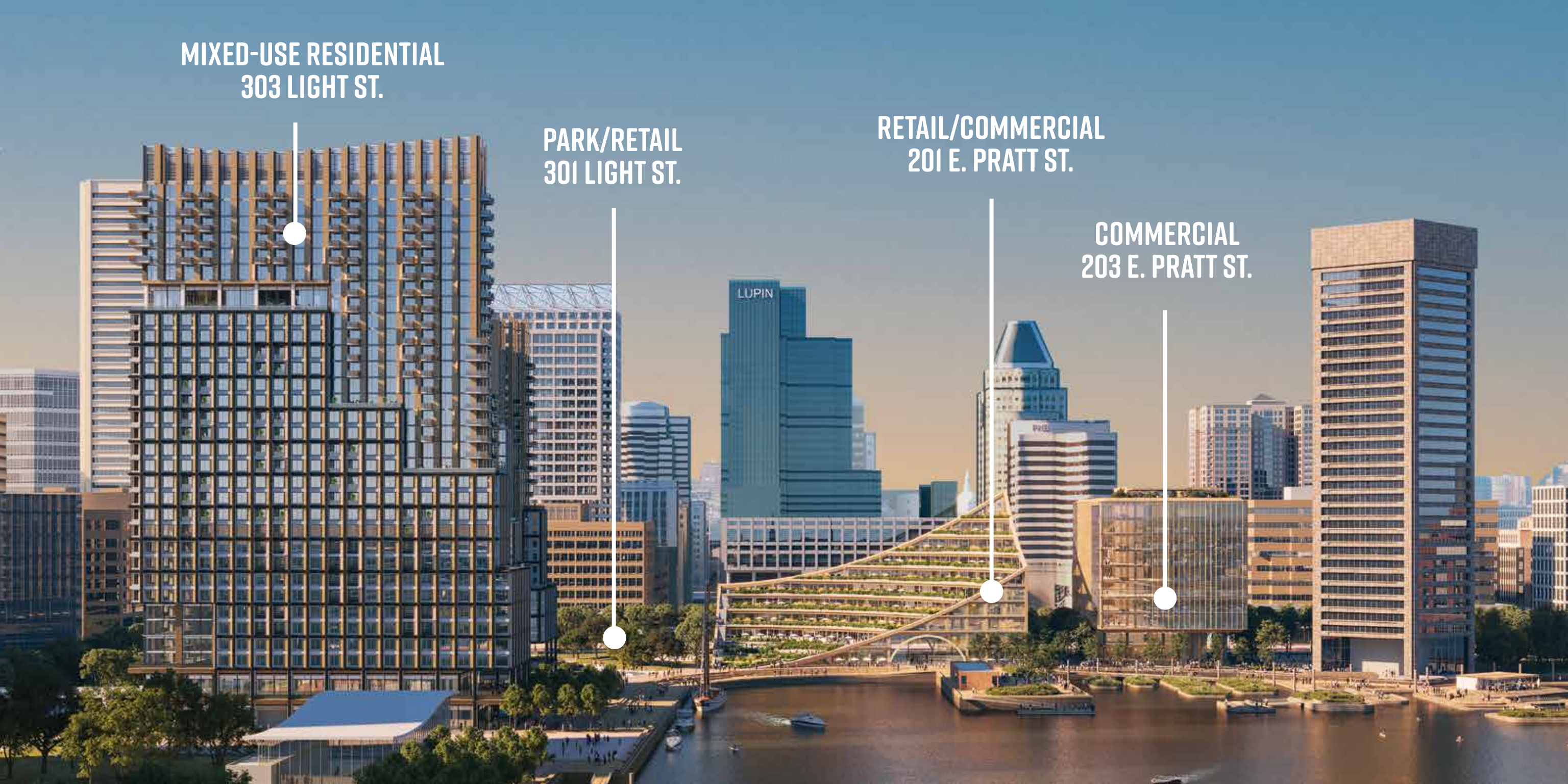


MIXED-USE RESIDENTIAL
303 LIGHT ST.

PARK/RETAIL
301 LIGHT ST.

RETAIL/COMMERCIAL
201 E. PRATT ST.

COMMERCIAL
203 E. PRATT ST.



201 E. PRATT ST. "THE SAIL"

THE PLACE WHERE BALTIMORE CELEBRATES ITS DIVERSE CULTURE AND ENGAGES WITH THE WATER IN AN ICONIC SETTING.

- Use: Retail, Predominately Food and Beverage
- ~200,000 SF
- 50,000 SF of publicly available roof terraces "rooftop park"

AN ELEVATED NEIGHBORHOOD
LANDSCAPE THAT HOUSES A CULINARY
AND WATERFRONT EXPERIENCE
DESIGNED BY: 3XN ARCHITECTS FROM COPENHAGEN

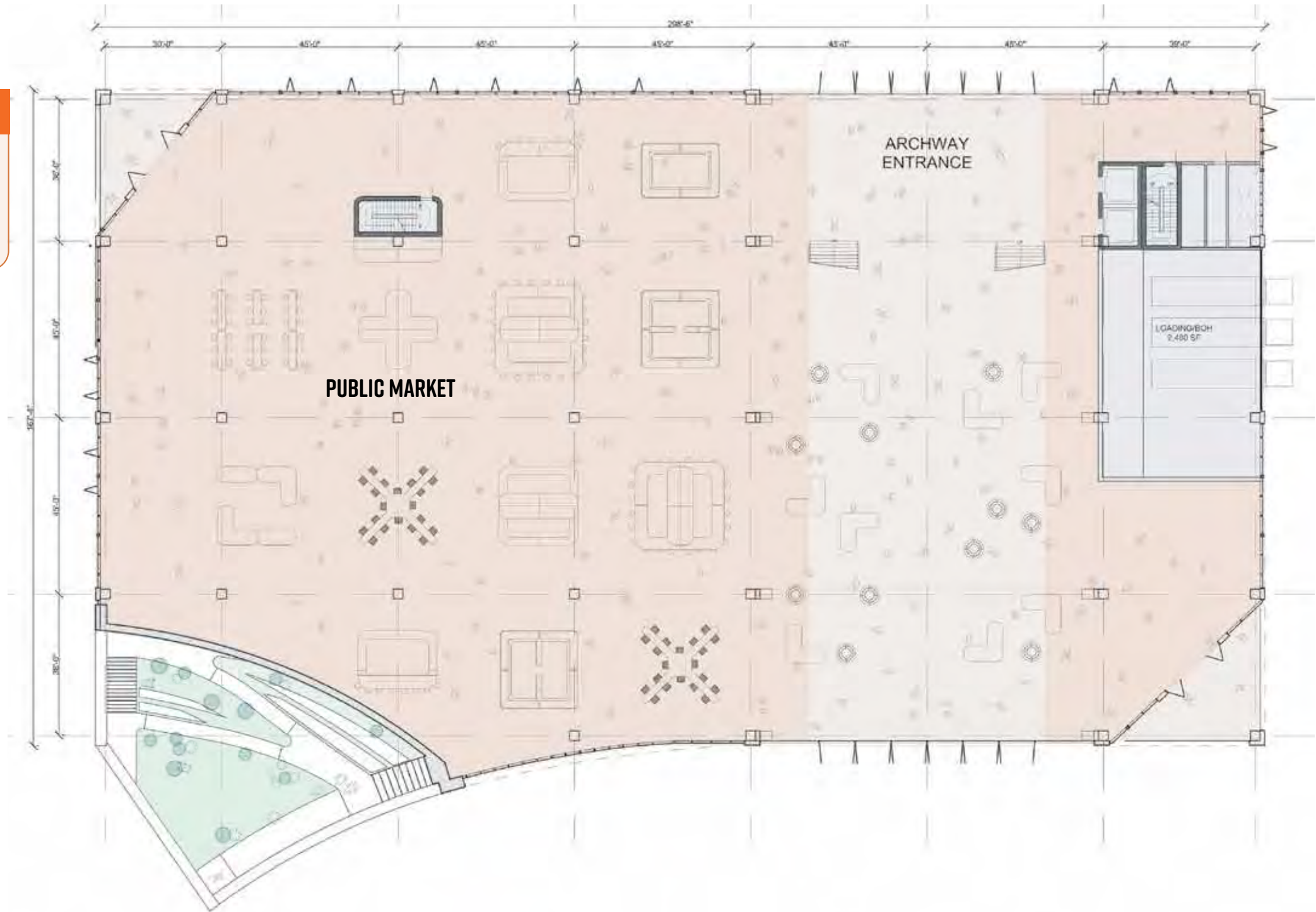
World's Most Innovative Architect
(2022 – Fast Company)

Best Building in the World
(2022 Quay Tower - Sydney, Australia)



LEVEL I STATS

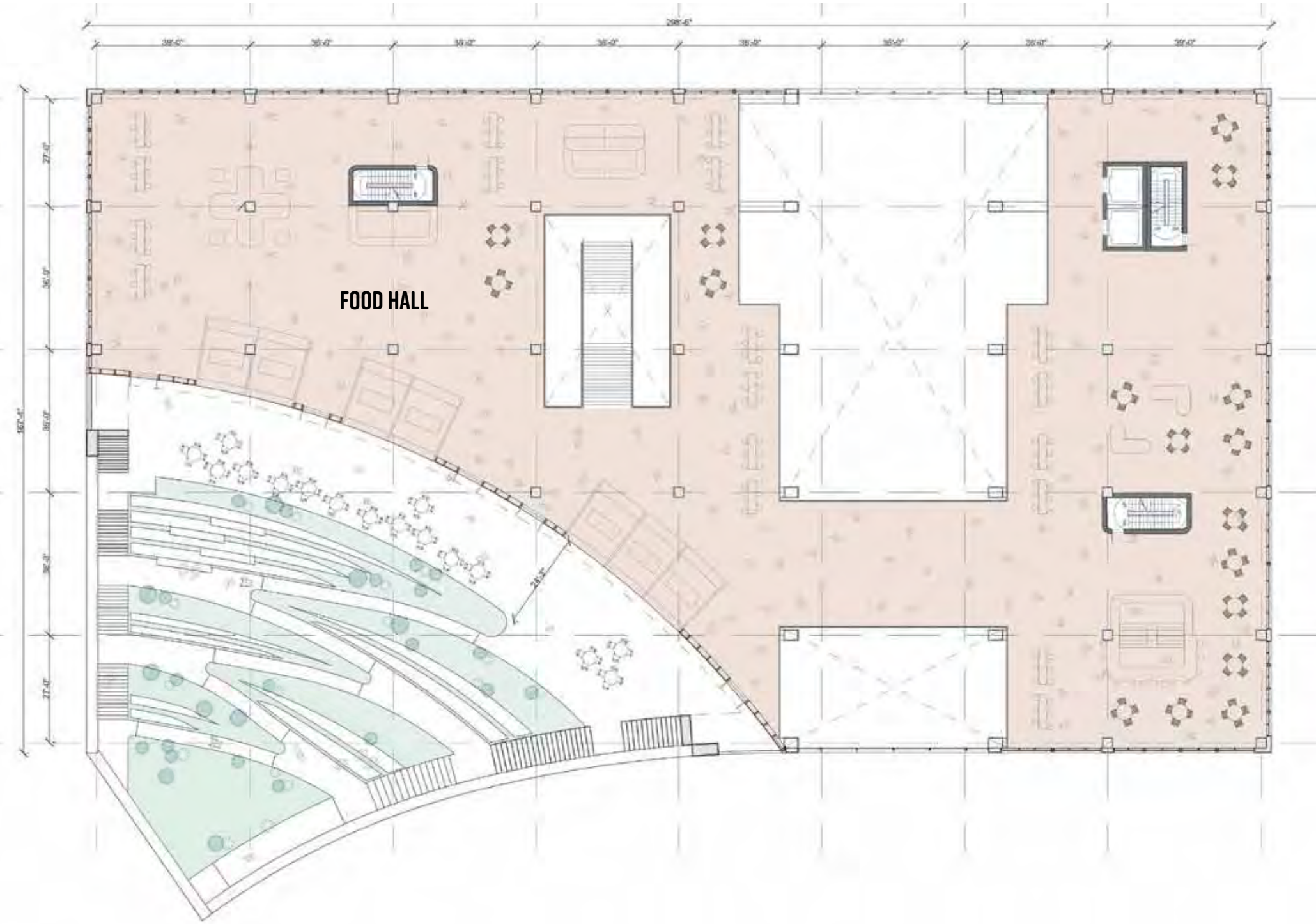
Gross Area: 46,816 ft²
Net Area: 43,169 ft²
Exterior Area: 6,720 ft²
Floor Height: 20 ft



*Preliminary and subject to change

LEVEL 2 STATS

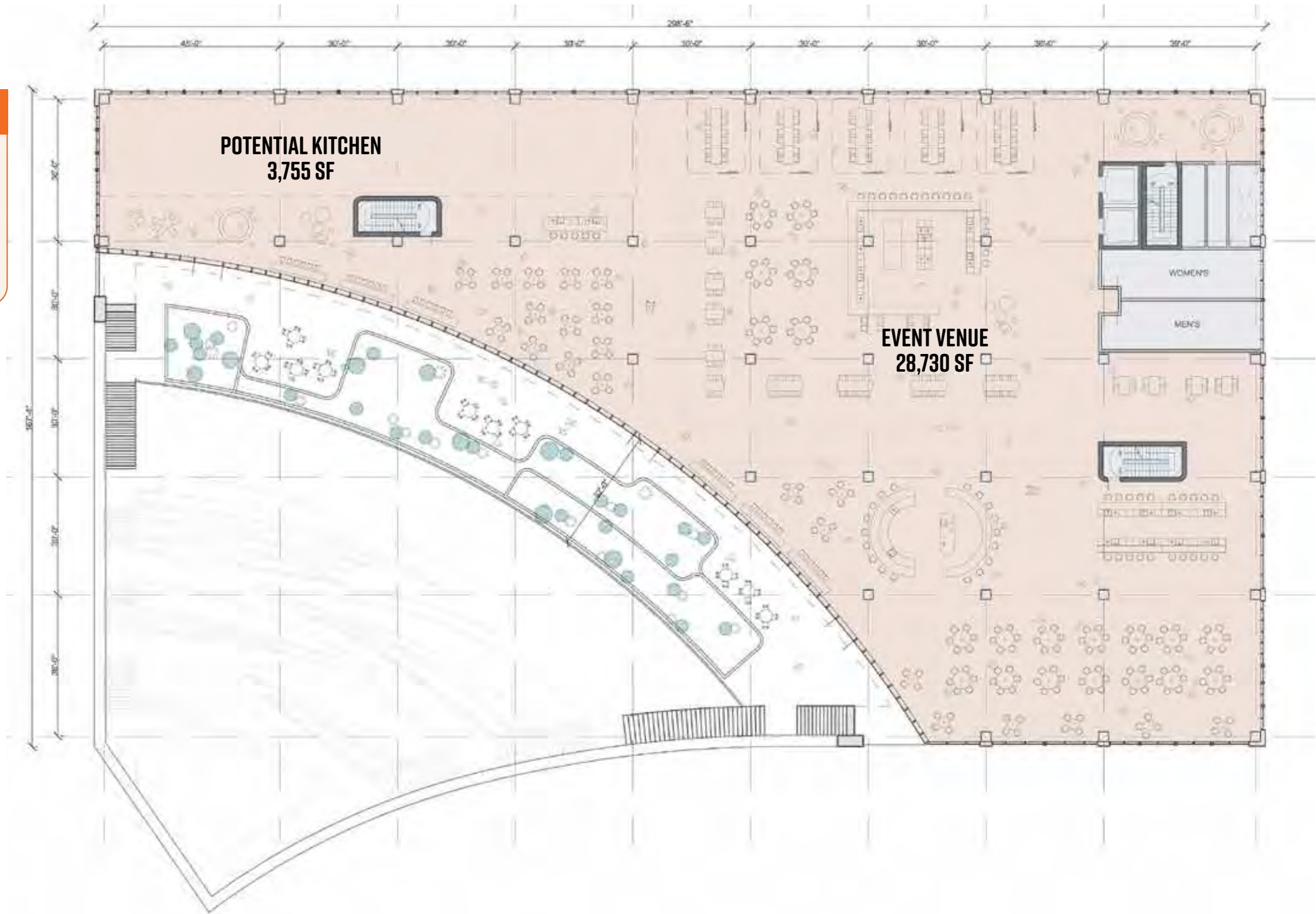
Gross Area:	38,141 ft ²
Net Area:	26,351 ft ²
Exterior Area:	6,313 ft ²
Terrace Width:	24 ft
Floor Height:	15 ft



*Preliminary and subject to change

LEVEL 3 STATS

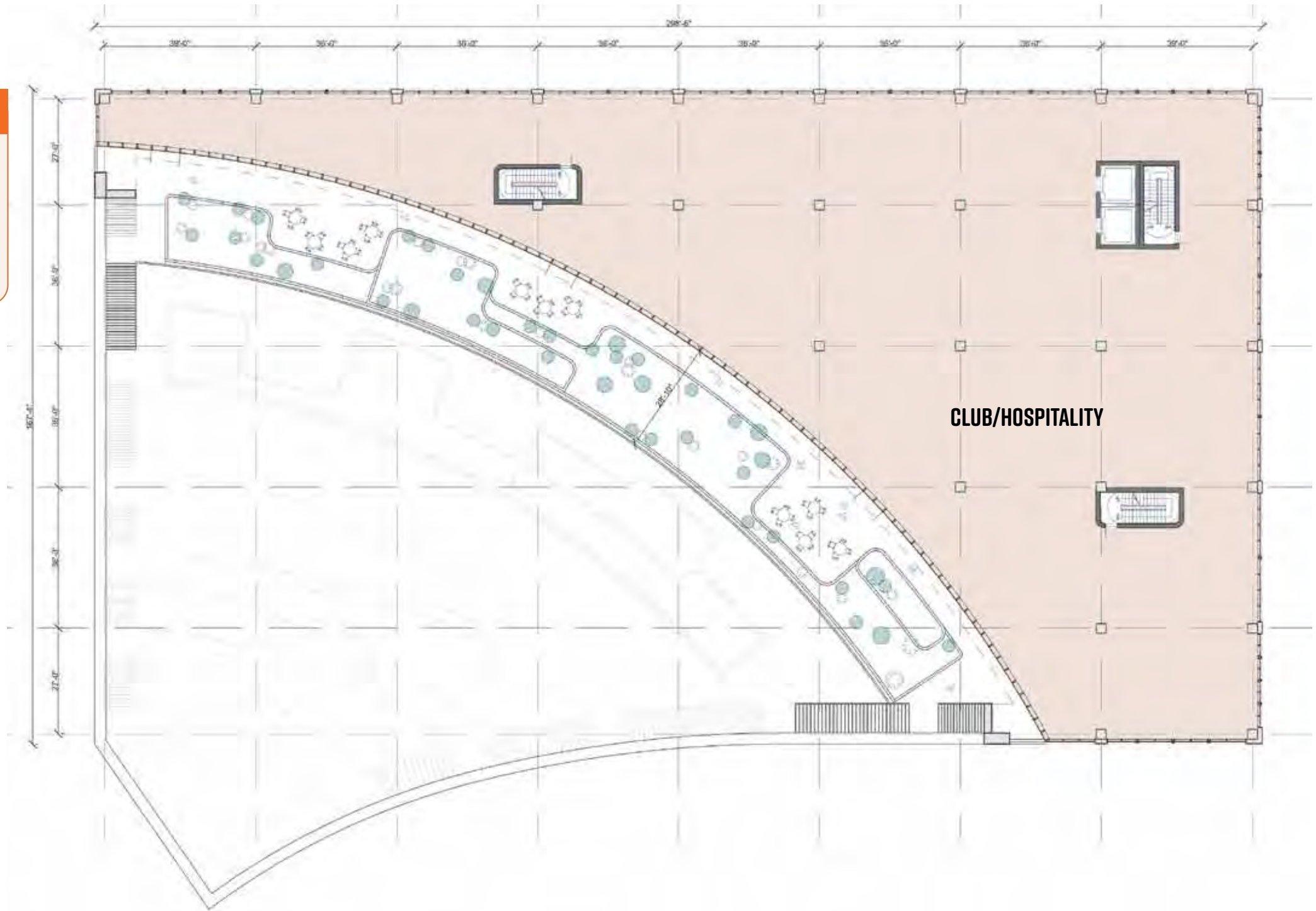
Gross Area:	31,177 ft ²
Net Area:	28,732 ft ²
Exterior Area:	7,158 ft ²
Terrace Width:	32 ft
Floor Height:	15 ft



*Preliminary and subject to change

LEVEL 4 STATS

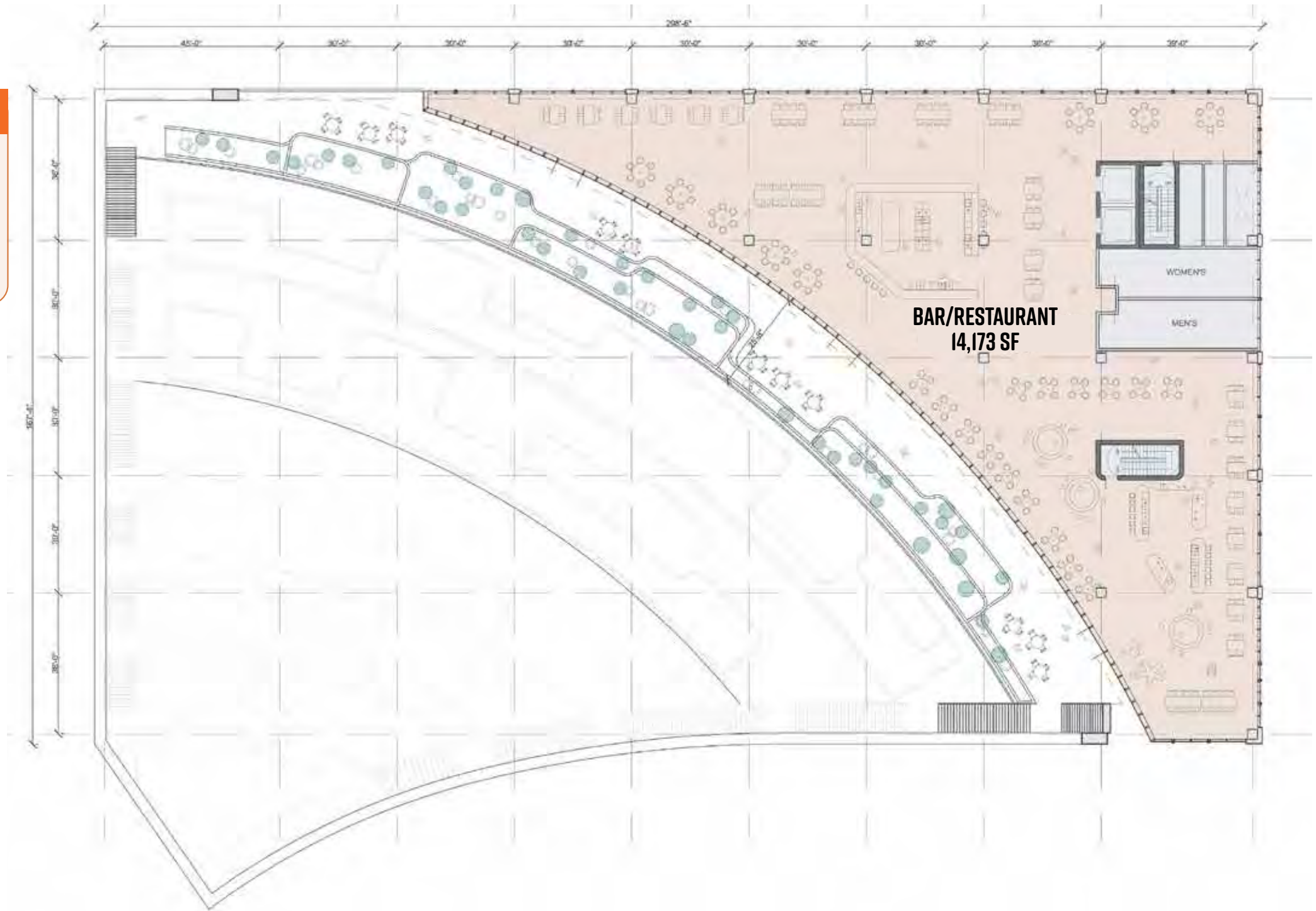
Gross Area:	23,667 ft ²
Net Area:	22,190ft ²
Exterior Area:	7,801 ft ²
Terrace Width:	24 ft
Floor Height:	15 ft



*Preliminary and subject to change

LEVEL 5 STATS

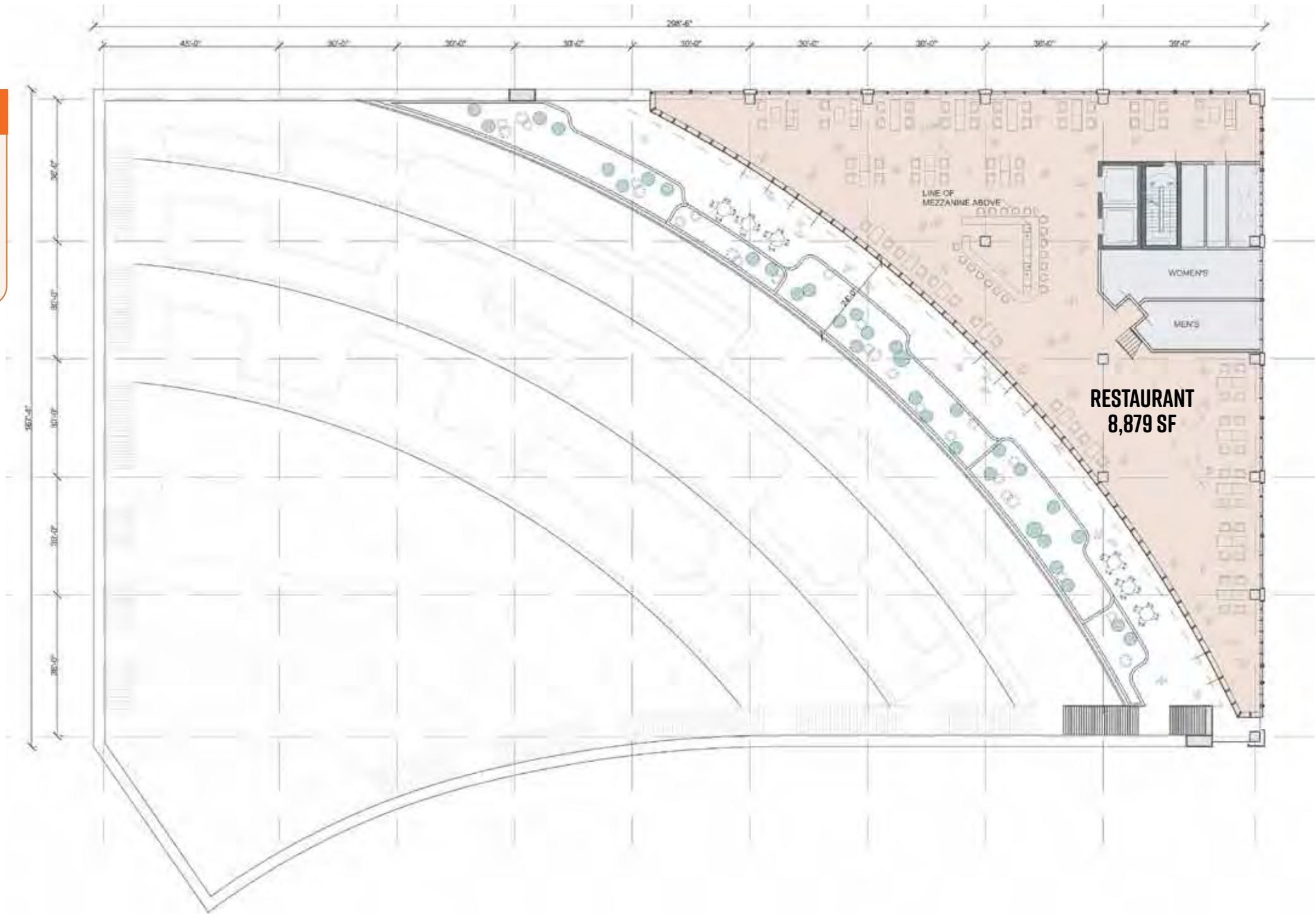
Gross Area:	16,401 ft ²
Net Area:	14,173 ft ²
Exterior Area:	7,494 ft ²
Terrace Width:	25.5 ft
Floor Height:	15 ft



*Preliminary and subject to change

LEVEL 6 STATS

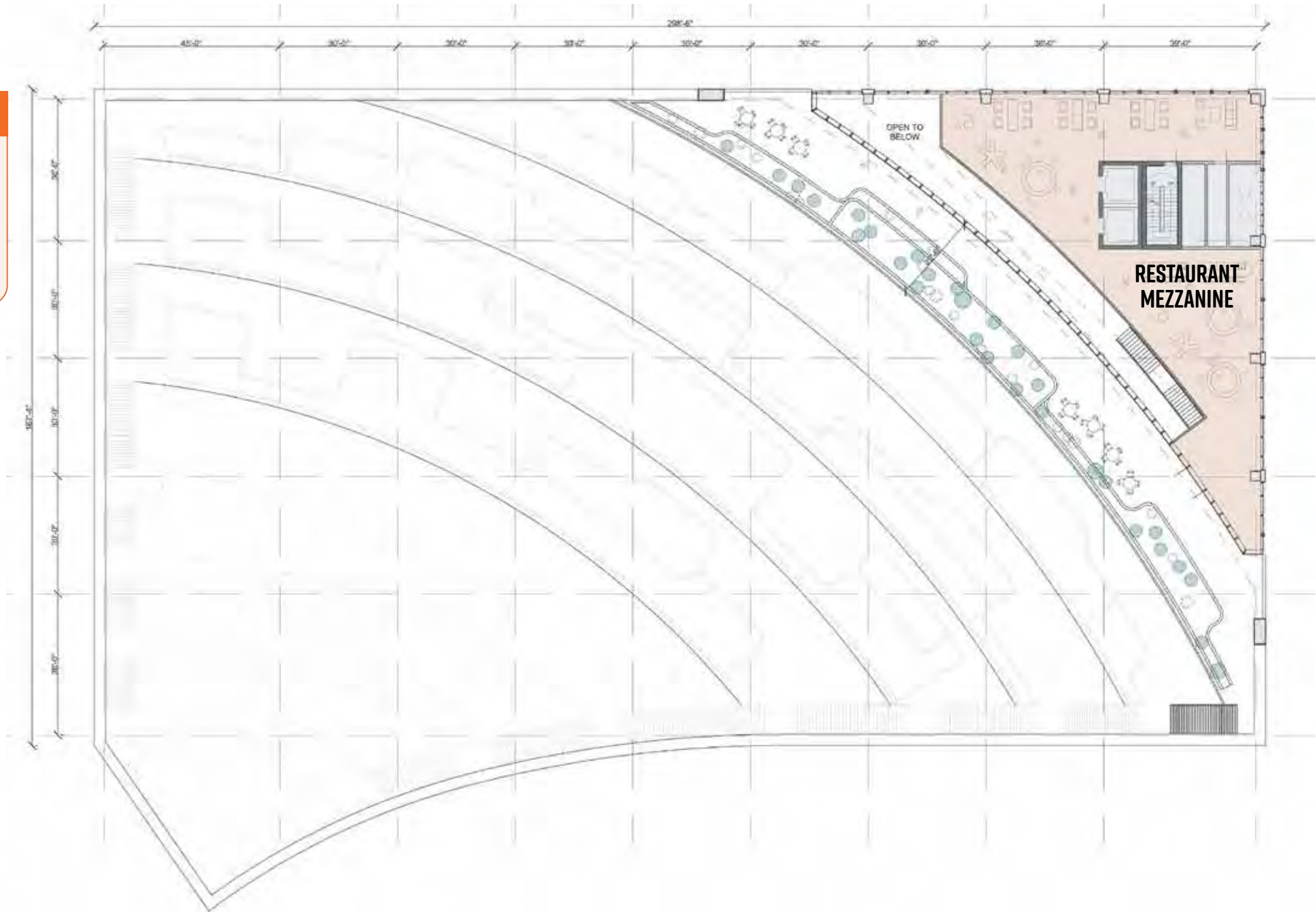
Gross Area:	10,778 ft ²
Net Area:	8,879 ft ²
Exterior Area:	5,867 ft ²
Terrace Width:	24 ft
Floor Height:	15 ft



*Preliminary and subject to change

LEVEL 7 STATS

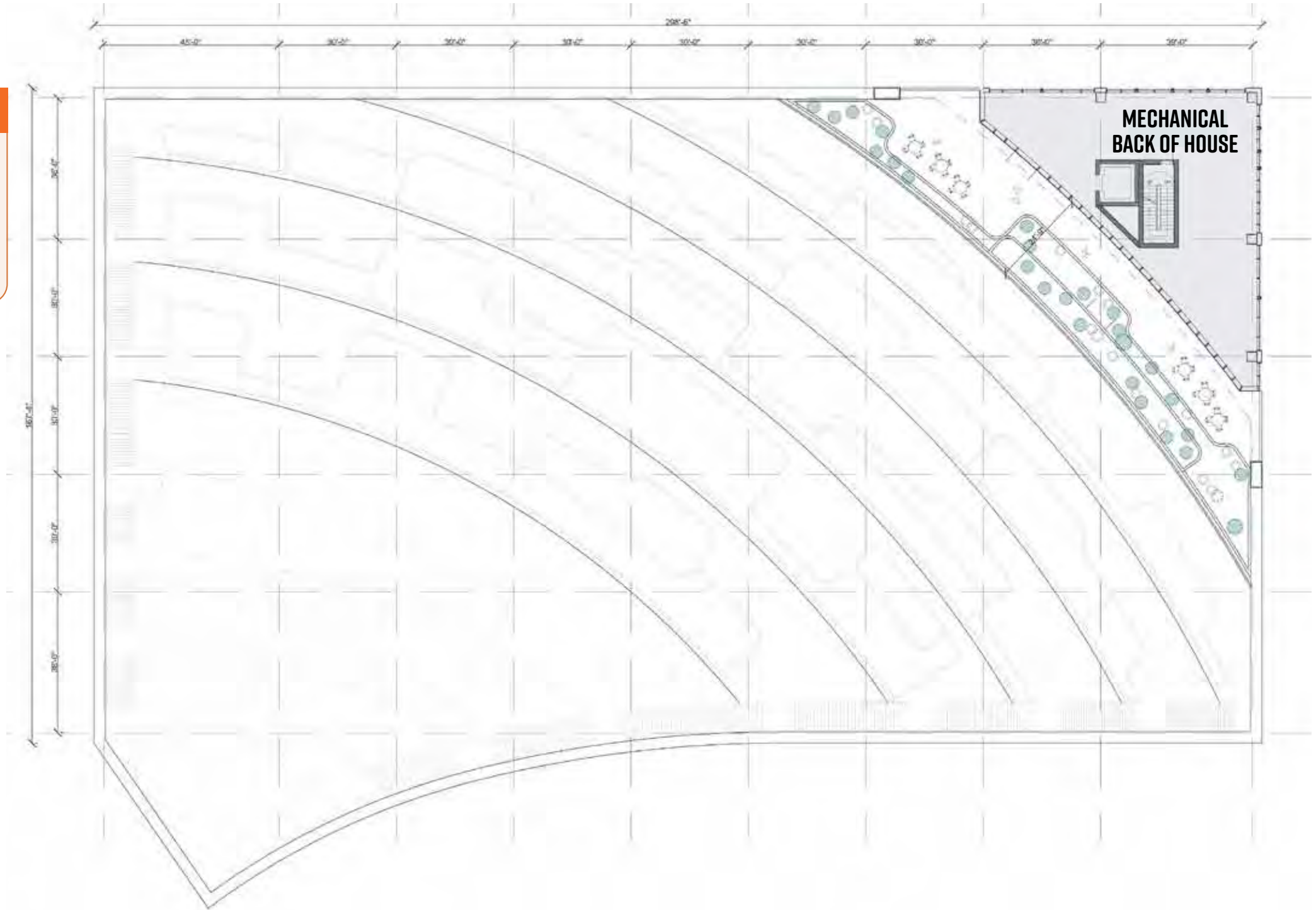
Gross Area:	6,449 ft ²
Net Area:	3,925 ft ²
Exterior Area:	4,564 ft ²
Terrace Width:	22.5 ft
Floor Height:	18 ft



*Preliminary and subject to change

LEVEL 8 STATS

Gross Area:	3,034 ft ²
Net Area:	0 ft ²
Exterior Area:	3,532 ft ²
Terrace Width:	24.75 ft
Floor Height:	18 ft



*Preliminary and subject to change

ROOFTOP STATS

Gross Area:	176,463 ft ²
Net Area:	148,500 ft ²
Exterior Area:	50,000 ft ²
Total Height:	131 ft



*Preliminary and subject to change





PARKS & PROMENADE

A DIVERSE OFFERING OF PUBLIC SPACES, NATIVE LANDSCAPING, RESILIENT INFRASTRUCTURE, AND ENGAGEMENT WITH THE WATERFRONT.

- **18.7 acres** of total public space (13.9 existing acres)
- **Over 4 acres** of new parks and public space
- **2.3 acres** of new park space through The Park at Freedoms Port (Light & Pratt St)
- **5.5 total acres** of enhanced activation space at West Shore Park
- **500+** new native trees adding shade to the public promenade
- **1.1 acres** of elevated public space
- **3.4 acres** of revitalized waterfront promenade Including **1.4 acres** of new promenade
- Upper and lower promenade typologies to mitigate flooding events and bring the public closer to the water
- Native landscaping and softer shoreline to protect the ecology of the Chesapeake
- Marsh/wetlands to intercept and remove nutrients from the harbor
- Diverse connections to multi-modal forms of transportation including the Baltimore Blue Way, Water Taxi, and MTA transit
- Multi-purpose spaces to aid year-round programming, festivals and celebrations along the water





THE PARK AT FREEDOM'S PORT

The new Park at Freedom's Port invites all to enjoy the splendor of the waterfront. This incredible waterfront park includes green spaces, ample shade, and programmable space for the enjoyment of all of Baltimore.

**A NEW, WORLD-CLASS
~2.5 ACRE PARK AT THE
HEART OF THE CITY.**



301 LIGHT ST.

A vibrant and flexible retail offering directly on the “Arts Walk” situated at the heart of the development, directly adjacent to The Park at Freedoms Port and the proposed residential high-rise and its ground floor retail offerings.

- Use: Retail
- 8,500 SF of enclosed retail space
- ~30,000 SF of rooftop park
- Amphitheatre with capacity for ~2,000 occupants, creating an elevated waterfront experience for the public

303 LIGHT ST.

Baltimore’s newest residential towers, designed by the world-renowned design firm Gensler, take advantage of unobstructed views of the water and Baltimore’s iconic skyline — and feature world-class amenities. Additionally, a European-style plaza on the ground floor is packed with a diverse offering of retail and food & beverage concepts. These residences will offer a hospitality-style management service tailored to complement life on the inner harbor.

- Use: Mixed-Use Residential (Rental)
- South Tower (Left) 32 stories | North Tower (Right) 25 stories
- ~900 Residential Dwelling Units
- ~19,000 SF of community space on the second level podium for cultural programming including potential art gallery, library, and HBCU involvement

OPPORTUNITY FOR 40,000 SF OF CURATED RETAIL ACROSS BOTH TOWER PODIUMS (20,000 SF ea.)

203 E. PRATT ST.

A MIXED-USE CLASS A+ TROPHY OFFICE OPPORTUNITY
ON BALTIMORE'S FAMOUS WATERFRONT.

- Use: Commercial
- ~200,000 GSF
- Open public ground floor resilient to sea-level rise and flood protection



ABOUT THE DEVELOPER

WITH A DYNAMIC DEVELOPMENT PIPELINE APPROACHING 4 MILLION SQUARE FEET, MCB REAL ESTATE IS ACTIVELY SHAPING A THRIVING FUTURE LANDSCAPE FOR COMMUNITIES NATIONWIDE.

MCB is a pillar of institutional credibility, excelling in delivering exceptional investor returns and conquering complex commercial real estate projects since our establishment in 2007. Based in Baltimore, Maryland, MCB Real Estate stands as a privately-held powerhouse in institutional investment management, trusted with optimizing the performance of commercial real estate assets for funds across multiple states.

A seamlessly integrated vertical suite of professional services ensures we deliver comprehensive strategies and support at every stage of an asset's lifecycle. MCB covers development, construction, property and asset management, acquisitions, and legal expertise. We manage a nationwide portfolio with \$3 billion in Assets Under Management, overseeing an expansive 15 million square feet of diverse properties, including industrial, office, retail, mixed-use, multi-family, and life sciences.

Founded by P. David Bramble and Peter Pinkard, and backed by a passionate and experienced team of over 100 professionals, MCB Real Estate skillfully succeeds at transforming even the most complex spaces into prosperous, purpose-built places.

MCBREALSTATE.COM



ADAM GENN, VICE PRESIDENT

MCB HARBORPLACE | 443.202.8900 | AGENN@MCBREALSTATE.COM

JONATHAN SANDOVAL, DEVELOPMENT DIRECTOR

MCB HARBORPLACE | 443.604.0353 | JSANDOVAL@MCBREALSTATE.COM

OURHARBORPLACE.COM/THEPLAN

Northwood Commons

1500 Havenwood Road, Baltimore, MD 21218



Northwood Commons

1500 Havenwood Road
Baltimore, MD 21218








JOIN



PROPERTY HIGHLIGHTS

- » Directly adjacent to Morgan State University (8,000 students), which has invested more than \$160 million on its Northwood Campus.
- » Anchored by Lidl along with Barnes & Noble College, McDonald's, Fulton Bank, Chipotle, IHOP, DTLR, and more!
- » Recently redeveloped, this grocery-anchored shopping center is conveniently located adjacent to a thriving college campus and nestled within a charming neighborhood.

DEMOGRAPHICS

 Drive Time	 Population	 Daytime Population	 Households	 Average Household Income	 Median Household Income	 Per Capita Income
10 min	76,583	55,098	31,029	\$80,447	\$58,882	\$32,885
15 min	248,596	182,056	104,529	\$84,933	\$62,843	\$35,976



Northwood Commons

Baltimore, MD



Northwood Commons

LOCHRAVENBLVD

542

542

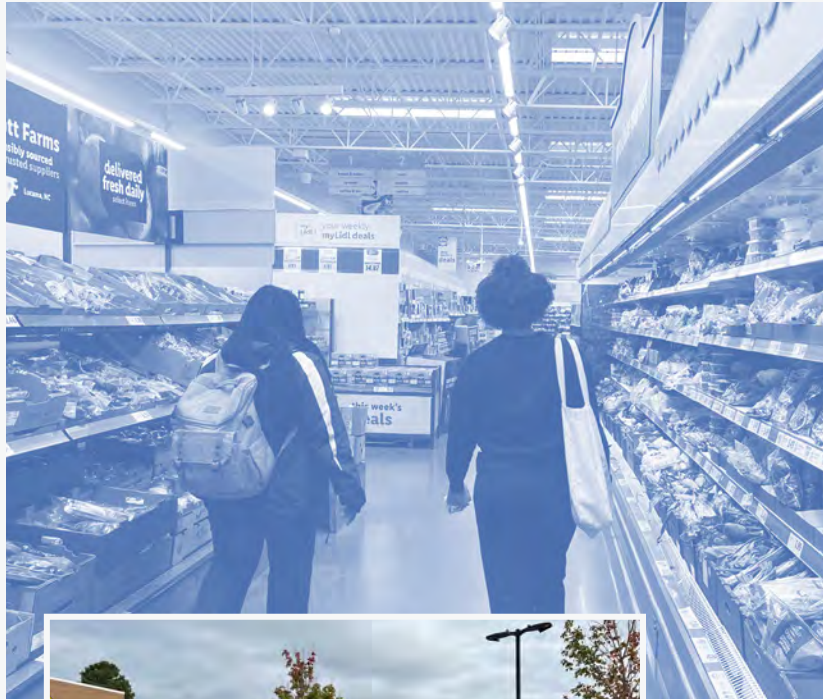
ARGONNE DR



mcbrealstate.com



Northwood Commons



The revitalization of Northwood Commons showcases Morgan State University's active involvement in community-led development. Through a strategic collaboration with developers, MSU strategically integrated two crucial components—a bookstore and a student safety building—into the complex, establishing a vibrant community hub. This hub not only equips MSU students with comprehensive resources but also bolsters accessibility in the surrounding area.





Northwood Commons



CONTACT:

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202.494.6686
eylitalo@mcbrealestate.com

Ryan Wright | Director, Retail Leasing
312.859.1840
rwright@mcbrealestate.com

**MCB**
REAL ESTATE
www.mcbrealestate.com

f FITZGERALD

THE FITZGERALD

1201 W. MT. ROYAL AVENUE, BALTIMORE, MD 21217

THE FITZGERALD

Immersed in the inventive energy fostered by the Maryland Institute College of Art (MICA) and the University of Baltimore, The Fitzgerald presents a canvas of retail opportunity at the heart of Baltimore's thriving arts scene. Much like the neighborhood itself, this space is full of creativity, providing two levels that welcome diverse possibilities, inviting entertainment, services, retail, and restaurant ventures to flourish in this vibrant setting.

- 19,428 SF Versatile Space (14,359 lower level and 5,069 mezzanine)
- 275 Residential Units
- 1,250 Parking Garage Spaces



Culture and Connectivity

The Fitzgerald isn't just a destination; it's an odyssey of connections waiting to be made, memories waiting to be crafted, and experiences waiting to be lived. It's where flavors are savored, styles are curated, performances are celebrated, and every moment offers a rich and distinctive experience.

Thriving and Diverse Arts Ecosystem

Situated strategically among renowned cultural landmarks such as the Lyric Opera House & Theatre, The Meyerhoff Symphony Hall, Parkway, Centre, and Charles Theatres in the lively Station North Art District, The Fitzgerald offers an unmatched chance to connect with a diverse and engaged audience.

JOIN THE VIBRANCY OF ARTSCAPE



A cultural phenomenon that has been electrifying Baltimore since 1982

- America's largest free outdoor annual arts festival
- Attracts over 250,000+ attendees over three days
- 140+ artists and makers
- Live concerts on an outdoor stage
- Immersive visual arts experiences
- Delectable culinary adventures
- Vibrant community gathering spaces
- Immersive family and youth activities

Demos

The Fitzgerald attracts an eclectic mix of students, faculty, neighborhood residents, out-of-town visitors, and local professionals.

POPULATION		
5 MIN DRIVE TIME	1 MILE	3 MILES
67,822	45,084	280,139
DAYTIME POPULATION		
73,120	50,811	282,577
STUDENTS		
5,857	5,857	37,906
HOUSEHOLDS		
34,281	23,399	125,647
AVG. HH INCOME		
\$79,545	\$74,043	\$96,374
TRAFFIC COUNTS		
Howard St: 26,653 AADT W Mount Royal Ave: 9,524 AADT		

APPAREL & SERVICES		
5 MIN DRIVE TIME	1 MILE	3 MILES
\$72.41M	\$47.04M	\$305.04M
EDUCATION		
\$64.97M	\$41.94M	\$283.65M
ENTERTAINMENT		
\$113.51M	\$73.34M	\$482.52M
HEALTHCARE		
\$169.24M	\$110.15M	\$699.48M
FOOD & BEVERAGE		
\$301.19M	\$196.39M	\$1.25B



REMINGTON - 1.2 MILES
R. HOUSE - 1.2 MILES

JOHNS HOPKINS
UNIVERSITY - 2.4 MILES
HOPKINS STUDENT TECH
TRANSFER - 2.2 MILES



N HOWARD ST



MARYLAND AVE



GREENMOUNT AVE

CHARLES ST



Conveniently located in the heart of Charm City, The Fitzgerald sits just minutes away from Baltimore's historic Penn Station – Amtrak's eighth busiest station with 3M riders per year. The station's recently launched \$150M redevelopment will make transit even more seamless, easing congestion as it adds high-speed service and modernizes this historic hub.



BALTIMORE
PENN
STATION
ESTD. 1911



DOLPHIN ST



CHARLES ST

ST PAUL ST

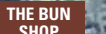
N CALVERT ST



E PRESTON ST



HARTFORD AVE



-  CULTURAL
-  HOTELS
-  FOOD AND BEV

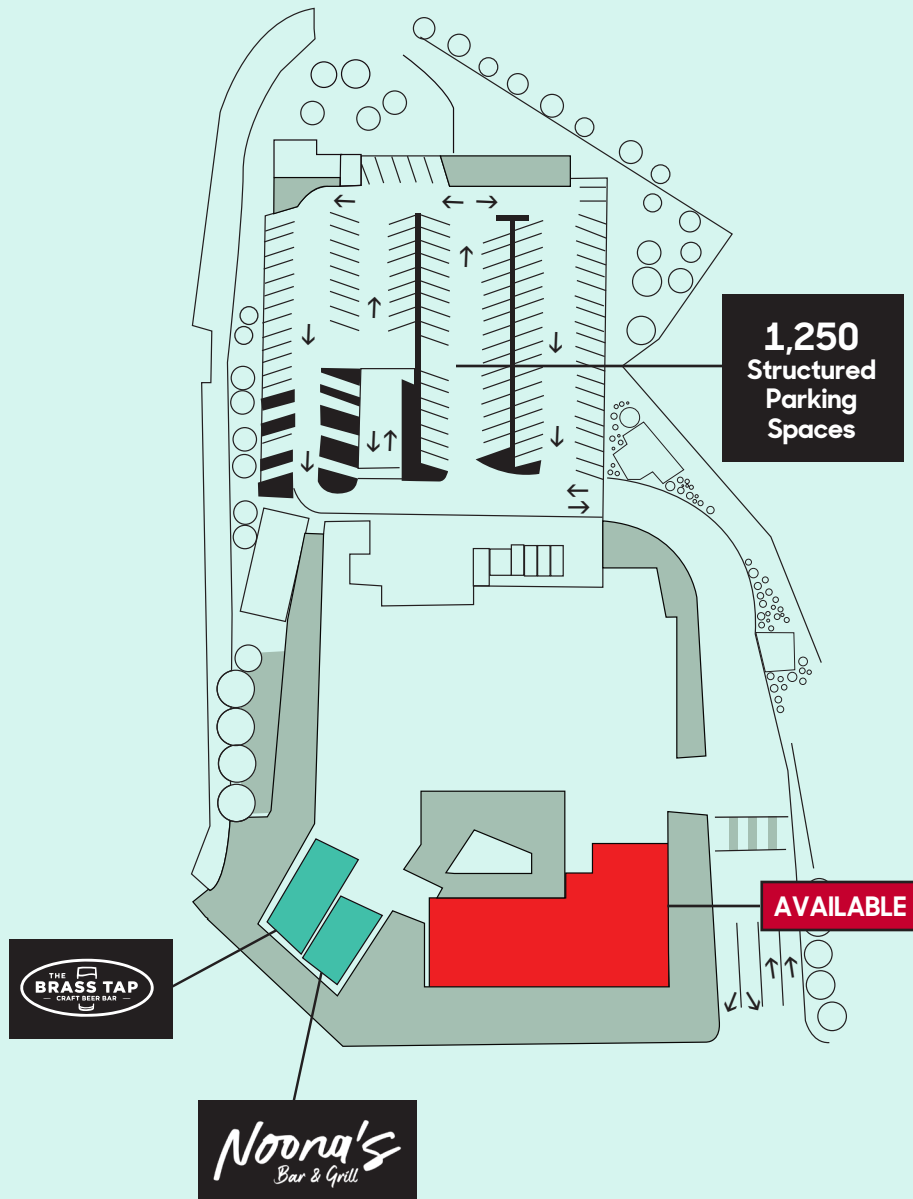
Entertainment District



- 1 The Fitzgerald
- 2 The Lyric
- 3 Artscape
- 4 Baltimore Symphony Orchestra
- 5 Metro Gallery
- 6 Charles Theatre
- 7 Schuler School of Fine Arts



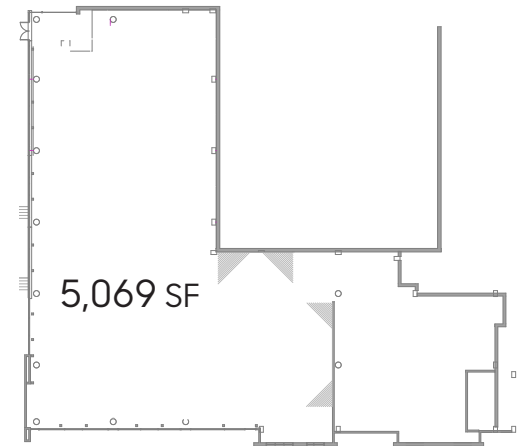
Site Plan



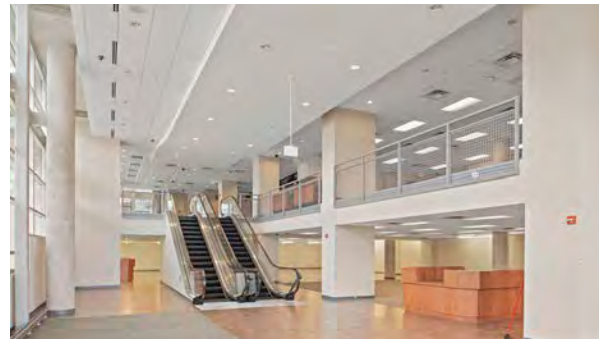
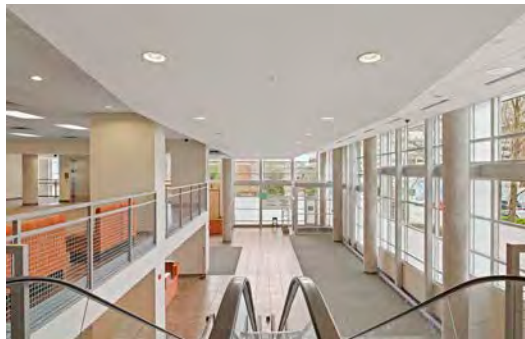
Space Plan



Lower Level



Mezzanine Level





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Ryan Wright | Director, Retail Leasing | 312.859.1840 | rwright@mcbrealestate.com

YARD 56

5601 Eastern Ave, Baltimore, MD 21224



Yard 56
Boulevard
Shops

EXPLORE A
CONTEMPORARY
MIXED-USE
CENTER WITH AN
INDUSTRIAL FLAIR

YARD 56

5601 Eastern Ave
Baltimore, MD 21224

JOIN



PROPERTY HIGHLIGHTS

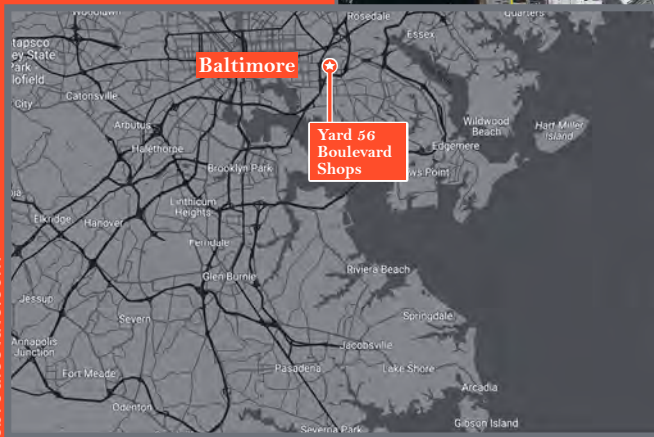
- » Flourishing by Johns Hopkins Bayview Medical Center, Yard 56 is a modern, mixed-use redevelopment that harmonizes residential, retail and office in eastern Baltimore
- » Become part of a national and local tenant lineup in this vibrant destination with 70,000 sq-ft of retail
- » Easy access with three signalized entrances
- » Anchored by Streets Market and LA Fitness, Yard 56 features 227 upscale residences and an impressive 222,342 sq-ft medical office building

DEMOGRAPHICS

Drive Time	Population	Daytime Population	Households	Average Household Income	Median Household Income	Per Capita Income
10 min	185,922	148,457	76,560	\$84,000	\$67,189	\$34,827
15 min	423,824	415,968	177,132	\$81,292	\$65,242	\$34,083

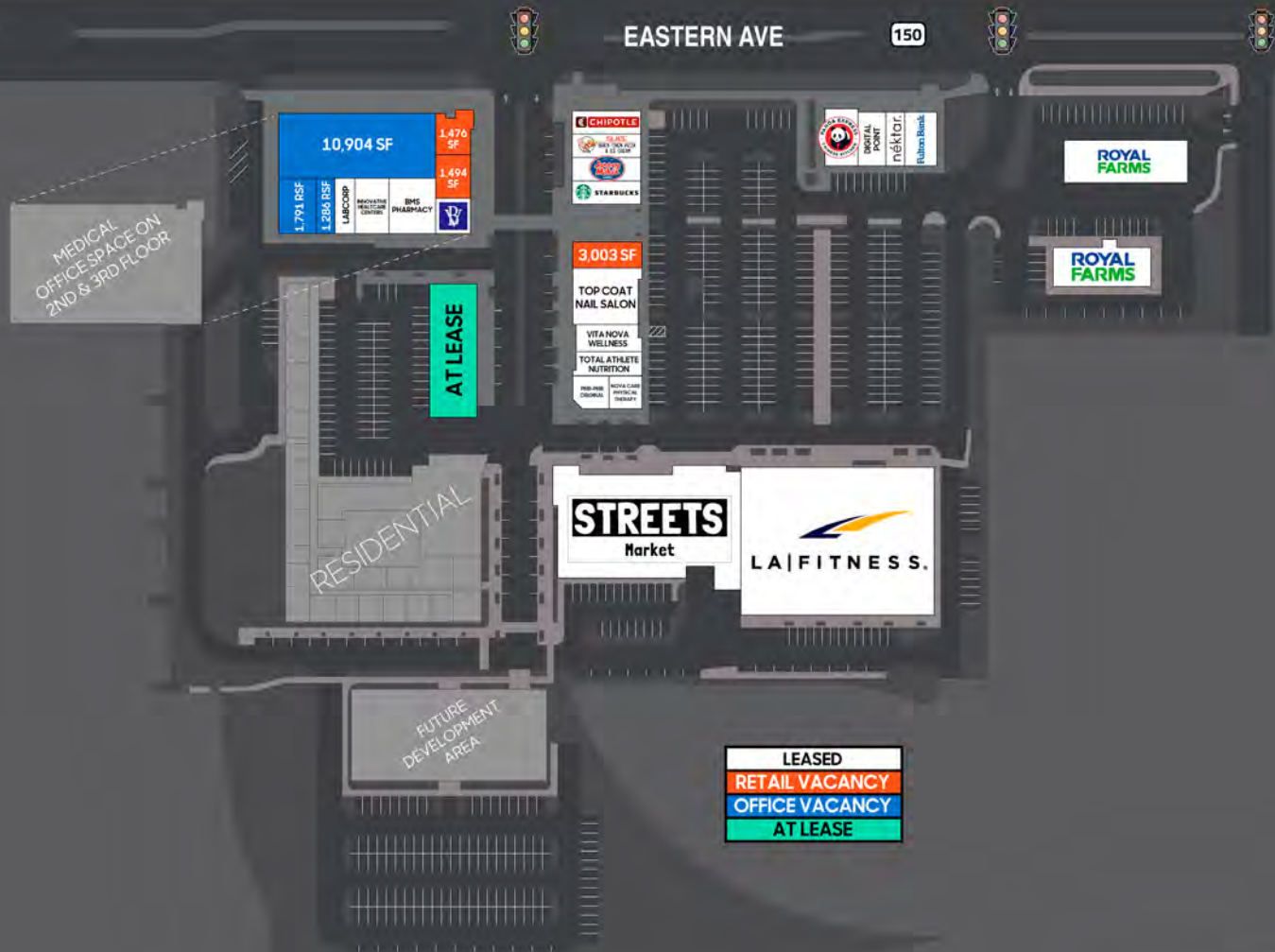


YARD 56



Yard 56 Boulevard Shops

Baltimore, MD



Yard 56 Boulevard Shops



✂
EXCITING
CULINARY
OPPORTUNITY

With 6,000+ employees at Johns Hopkins Bayview across the street, and a population of over 420,000 in a 15-minute drive-time, Yard 56 offers a prime location for restaurateurs to capture business lunches, after-work unwinding, and be the cherished local spot in this bustling community.



Yard 56 Boulevard Shops



YARD 56



CONTACT:

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www.mcbrealestate.com



APPENDIX E-3

Team Member | Tom Donaghy



PRINCIPAL

THOMAS G. DONAGHY

AIA, NCARB, LEED® AP

Tom Donaghy brings over 24 years of design excellence to the vibrant office of KGD Architecture. His work ranges from large urban projects to single works of civic, hospitality, cultural, and commercial architecture and is consistently sympathetic to contextual environments and the connection between human experience and sustainable practices. All of his projects strive to achieve both a sense of place and a quality of space, as he sees these elements most notably affecting the human condition. As a seasoned design leader, Tom brings an exceptional ability to foster an engaging design dialogue among project stakeholders. Notable examples of success from this design approach include several hotels and Elizabeth Square which won the national NAIOP Niche Development Design Competition for Senior Living.

PROJECTS

Multifamily

Springvale Terrace

SILVER SPRING, MARYLAND

URBY

SILVER SPRING, MARYLAND

Elizabeth Square - The Leggett

SILVER SPRING, MARYLAND

Elizabeth Square - Elizabeth House IV

SILVER SPRING, MARYLAND

Elizabeth Square - Alexander House

SILVER SPRING, MARYLAND

Dominion Square Towers

TYSONS, VIRGINIA

Urbn Phx - The Bethany Townhomes

PHOENIX, ARIZONA

The Fortitude at Delta Towers

WASHINGTON, DC

Watson Street

TYSONS CORNER, VIRGINIA

Gallery Tower East

PHILADELPHIA, PENNSYLVANIA

Al-Warsan Community Master Plan

DUBAI, UAE

South Street Market Master Plan

WILMINGTON, DELAWARE

Highlands Bridge Lofts

DENVER, COLORADO

Hospitality

Kimpton Denver Tech Center at Belleview Station

DENVER, COLORADO

Marriott Autograph Hotel at Bingham Center

ARLINGTON, VIRGINIA

Residence Inn by Marriott At Mill Road

ALEXANDRIA, VIRGINIA

Residence Inn by Marriott*

BALTIMORE, MARYLAND

Residence Inn by Marriott*

WASHINGTON, DC

Embassy Suites Hotel*

BOSTON, MASSACHUSETTS

Caribe Hotel

SAN JUAN, PUERTO RICO

Broward County Convention Center Hotel
FORT LAUDERDALE, FLORIDA

Recreational/Community Centers

Elizabeth Square - South County Regional Recreation + Aquatic Center (SCRRAC)
SILVER SPRING, MARYLAND

Fairfax County Tysons Community Center At Dominion Square Development
TYSONS CORNER, VIRGINIA

Medical/Wellness Suite

Elizabeth Square - Holy Cross Senior and Primary Care
SILVER SPRING, MARYLAND

Infrastructure Projects

Pepco Benning Road Master Plan/ Feasibility Study
WASHINGTON, DC

PHI Millsboro District Office Field Service Building
SUSSEX COUNTY, DELAWARE

Pepco Benning Road Building 75 Training Facility
WASHINGTON, DC

Pepco Marvel Road Training Facility
SALISBURY, MARYLAND

Pepco NCRO Training Facility
NEWARK, DELAWARE

BG+E Spring Gardens Complex
BALTIMORE, MARYLAND

BG+E Spring Gardens New Service Center
BALTIMORE, MARYLAND

BG+E Spring Gardens OSF Building Renovation
BALTIMORE, MARYLAND

BG+E Spring Gardens Call Center Commuter Lot
BALTIMORE, MARYLAND

BG+E Spring Gardens North Gate + Guardhouse Replacement
BALTIMORE, MARYLAND

Herndon Transit-Oriented Center
HERNDON, VIRGINIA

Corporate/HQ/Office/Build-To-Suit Office

3100 Clarendon Boulevard
ARLINGTON, VIRGINIA

2288 Wood Oak Drive
HERNDON, VIRGINIA

Educational Projects

Zayed University
ABU DAHBI, UAE

CNU Student Union*
NEWPORT NEWS, VIRGINIA

CNU Master Plan*
NEWPORT NEWS, VIRGINIA

CNU Potomac River Residence Hall*
NEWPORT NEWS, VIRGINIA

Civic/Judicial

Arizona Supreme Court*
PHOENIX, ARIZONA

Laurel County Judicial Center*
LONDON, KENTUCKY

Lynchburg Family Court*
LYNCHBURG, VIRGINIA

Maryland District Court*
ROCKVILLE, MARYLAND

Montgomery County Judicial Center*
ROCKVILLE, MARYLAND

Reston District Police Station*
FAIRFAX, VIRGINIA

EDUCATION

Bachelor of Architecture
UNIVERSITY OF ARIZONA

REGISTRATIONS

Professional Licensed Architect in:
AZ, CO, DC, DE, MD, VA

LATEST AWARDS

Juror's Citation in Commercial Architecture
FORTITUDE AT DELTA TOWERS | AIA NORTHERN VIRGINIA | 2022

NACO Achievement Award | ESquare - South County Regional Recreation + Aquatic Center (SCRRAC)
NATIONAL ASSOCIATION OF COUNTIES | 2020

*WHILE WITH ANOTHER FIRM

**Award of Excellence in Conceptual | Unbuilt
Architecture | Flinders Street Station,
Melbourne, Australia**
AIA NORTHERN VIRGINIA | 2020

**Award of Excellence for Capital Improvements |
3100 Clarendon Boulevard**
NAIOP NORTHERN VIRGINIA | 2017

Jurors' Citation | 3100 Clarendon Boulevard
AIA NORTHERN VIRGINIA | 2016

**Niche Competition, Affordable Housing Design |
Aria (Elizabeth Square) Senior Housing**
NAIOP NATIONAL | 2015



APPENDIX E-4

Team Member | Phil Gibbs

Corporate Profile



Hamel has become a leader in the realm of multifamily renovation and new construction. Our expertise extends to a diverse portfolio, encompassing multi-family residential projects, affordable/workforce housing initiatives, adaptive reuse endeavors, senior living communities, historic renovations, and mixed-use developments. Represented by a staff of diversified construction professionals with backgrounds spanning all aspects of the development process, Hamel can effectively evaluate projects not only from a construction perspective, but with sensitivity to property management and marketing needs. With offices in Elkridge, MD, Washington, DC, and Greenville, NC, Hamel Builders' has cultivated a multifaceted team possessing substantial expertise, a continuous evolution since the company's inception.



Our team comprises a dynamic group of construction professionals who bring a wealth of experience and knowledge across every facet of the development process. This breadth of expertise empowers Hamel to assess projects beyond a construction standpoint and consider socioeconomic and funding-specific requirements such as Davis-Bacon, First Source, and Section 3, permitting and approval processes, and an operational perspective of the project. By taking a holistic approach, we ensure seamless coordination and execution of all construction activities, ranging from meticulous estimates to comprehensive project management.



At Hamel, we employ a systemized team approach to preconstruction, estimating, procurement, and resource management, allowing us to efficiently collaborate with architects, engineers, and consultants. This collaborative effort enables us to identify potential challenges and proactively develop innovative solutions well before

construction commences. As a result of our dedication to this approach, Hamel has garnered a reputation for successfully delivering time-sensitive projects, achieving cost-effective solutions, and delivering great projects. This proven track record has led to an expanding base of loyal clients who repeatedly choose Hamel for their construction needs.

We have remained steadfast in our commitment to our clients and the communities we serve. Our unwavering focus centers on capturing the unique character of each neighborhood and creating opportunities for individuals and local companies to actively participate in the construction. At Hamel, we invest in people, cultivating a sense of community and collaboration that extends beyond construction projects.

In essence, Hamel Inc. stands as a beacon of excellence, driven by our passion for construction and our dedication to our clients and their communities. With every project we undertake, we strive to create lasting legacies and forge strong relationships that extend far beyond the completion of construction.



Our Services



Preconstruction Services

Hamel adopts a positive, team-oriented approach during preconstruction. Collaborating closely with the development team, they determine project goals for design, cost, and timelines.

- Accurate conceptual estimating
- Document and constructability reviews
- Design input
- Team development
- Scheduling and Phasing analysis
- Permit and utility coordination
- Value engineering
- Systems analysis
- Collaborative design process for sustainable design



Construction Services

Hamel is a trusted construction company that offers tenured experience and intuitive leadership throughout the entire project, collaborating closely with owners, architects, subcontractors, and engineers for successful outcomes.

- Sustainability standards experience (Enterprise Green Communities, LEED, etc.)
- Subcontractor management and selection
- Schedule development and enforcement
- Socio-economic goals (M/WBE, Section 3) and Davis Bacon compliance
- Progress meetings
- Monthly job and budget reviews
- Construction management: Project Executives, Project Managers, and Superintendents
- Detailed accounting and contract practices
- Payment and Performance bonds
- Quality control plan
- Safety education and management



APPENDIX E-5

Team Member | Michael Buch



Buch Construction
Beyond What's Expected



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ABOUT BUCH

Buch Construction is a leading general contractor serving the Mid-Atlantic, Northeast, and Southeast regions. With decades of experience across sectors and in specialized areas, we have developed a broad portfolio of expertise.

A TRADITION OF EXCELLENCE

Founded by Marie and James R. Buch nearly 40 years ago, we are still family- and woman-owned and have grown to be one of the most respected general contractors in the Mid-Atlantic region, while holding strong to our roots.

The way we see it, our team members, partners and customers are an extension of our own family. The lasting quality of our business relationships reflects the respect and integrity we bring to every interaction. Together, we're building the kind of community we can all be proud of for generations to come.

THE BUCH WAY

At Buch, we have built a work culture aligned with our values and who we are. We call it **The Buch Way**. It rests on six principles:



Safety

We put safety first. We are committed to providing a safe working environment for all.



Family

We're family oriented, family owned and family focused. And we believe that strong families are critical to the success of future generations, both among the people with whom we work and in the greater community.



Dedication

We are fully dedicated to our work, ensuring client satisfaction by going beyond what is expected.



Loyalty

We are committed to the success of all: clients, partners, subcontractors, and coworkers.



Respect

We build lasting relationships with our clients and partners, earning their trust by protecting their interests throughout our projects and exemplifying integrity in all that we do. Strong relationships are the backbone of our business.



Fun

We love what we do, and believe that fun in our professional and personal lives is key to relationship building.



REVENUE

\$275-300M



EMPLOYEES

200+



SERVICES

Preconstruction • Construction • Design-Build • Sustainable



CONTRACTOR LICENSES IN

Maryland • DC • Virginia • New York • New Jersey • Pennsylvania
Delaware • Connecticut • North Carolina • Florida • Georgia
Tennessee • Alabama • Missouri




CONSTRUCTION TYPES

Interiors • Base Building • Renovations & Repositioning • Sustainable





Buch is certified as a Women’s Business Enterprise (WBE) by the Women’s Business Enterprise National Council (WBENC), the nation’s largest and most respected third-party certifier of businesses owned and operated by women. We recognize the commitment to supplier diversity that is embraced by corporations and government agencies today and we can add diversity to your supply chain.



WOMEN'S BUSINESS ENTERPRISE
NATIONAL COUNCIL
JOIN FORCES SUCCEED TOGETHER.

hereby grants

National Women's Business Enterprise Certification


to

Buch Construction, Inc.

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).
This certification affirms the business is woman-owned, operated and controlled and is valid through the date herein.














Certification Granted: February 28, 2008
Expiration Date: February 28, 2025
WBENC National Certification Number: 2005110058

WBENC National WBE Certification was processed and validated by Women's Business Enterprise Council Greater DMV, a WBENC Regional Partner Organization.


Sandra Eberhard, President & CEO Women's Business Enterprise Council Greater DMV

WBENC Greater DMV
WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL
www.wbenc.com

NAICS: 236220
UNSPSC: 72000000, 72100000, 72120000, 72121100, 72121101, 72131600

Safety is our highest priority—and at the core of everything we do.

Our foundation is a robust and well-communicated safety culture, focused on leading indicators and preventative measures, and fortified by continuous education and training. We ensure the safety of our employees and subcontractors by employing industry best practices and maintaining optimal jobsite conditions. That's how we provide our employees with the skills and tools they need **so we can get everyone home safe, every day.**

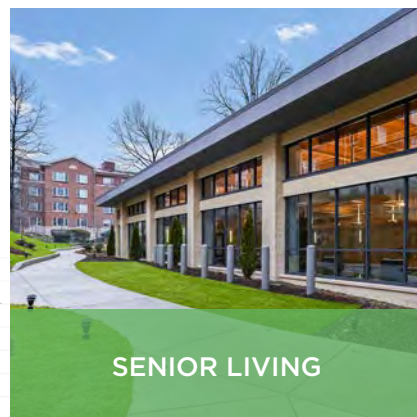


BUCH SAFETY HIGHLIGHTS

- Best-in-class safety program
- Everyone on site empowered to stop any unsafe acts
- Mandatory weekly safety meetings on all projects
- OSHA 30 training required for office and field staff
- First aid, CPR, and AED training for all field and office personnel
- Weekly documented safety inspections
- Weekly Toolbox Talks and Lessons Learned based on recent safety inspection trends and observations
- Pre-task planning required on all projects (JHAs, STAs, Liftplans etc.)
- Drug- and alcohol-free workplace established and maintained through both pre-employment and random testing
- Safety incentives and recognition events used to promote a positive culture
- Field safety manuals* provided to all employees and regularly updated
- Zero tolerance for repeat violators
- Emergency response plans (COVID-19)

*A full safety manual can be provided upon request.

WE MAINTAIN AN EXPERIENCE MODIFICATION RATE (EMR) AVERAGE OF **0.64.**



BASE BUILDING CAPABILITIES

Construction of new buildings is one of our core areas of expertise.

With four decades of experience, quality is foremost. Our depth of knowledge, support of local subcontractors and commitment to excellence help us to ensure work meets our stringent standards and our customers can rely on us year after year.

OUR EXPERTISE

- New Buildings
- Building Additions
- Occupied and Phased Renovations
- Research & Development Spaces
- Logistically Complex Projects
- Facade Work
- Interior Fit-Outs
- Small & Large Scale Renovations
- Repositioning
- Maintenance
- Specialty Projects
- Site Work





OUR PARTNERS

Amtrak
Arcellx
AstraZeneca
BGE
Bloomingdale's
Brightview Senior Living
Brookfield Properties
Capital One
CBRE
Collins Aerospace
Comcast
Cushman & Wakefield
EDENS
Erickson Senior Living
Emergent
Freddie Mac
General Dynamics
General Services Administration
Google
Harbor East
Industrious
JLL

Johns Hopkins Applied Physics Lab
JP Morgan Chase
Kaiser Permanente
KBR Corporation
Kite Pharma
Macy's
ManTech
NASA Federal Credit Union
Navy Federal Credit Union
Nordstrom
Northrop Grumman
Safeway
Sprouts
Stonebridge
Target
The Bernstein Companies
Trammell Crow Company
Ullico
Under Armour
Unibail - Rodamco - Westfield
United Therapeutics
Wells Fargo



RELEVANT
EXPERIENCE



BASE BUILDING & RETAIL



Beacon Square | Annapolis, MD

SJC Ventures selected Buch to be the general contractor on the Beacon Square project, a new mixed-use development. This new living and shopping destination will be situated on a 13-acre site and includes a grocery-anchored retail center, a multifamily complex, and 528 parking spaces.



Ritchie Station Marketplace | Capitol Heights, MD

Buch constructed various ground up buildings at the Ritchie Station Marketplace, which consisted of Bed Bath and Beyond, Big Lots, T.J.Maxx, Modell's Sporting Goods, Dollar Tree, Ashley Furniture, Regency Furniture, DSW, Lane Bryant, Catherine's and Gold's Gym. The project included over 600,000 SF of new construction and a full sitework package.



Burtonsville Crossing | Burtonsville, MD

EDENS has awarded Buch the redevelopment project of Burtonsville Crossing, an existing 130,000 SF shopping center. The project consists of demising the 55,300 SF anchor box into two tenants including a build-to-suit demised anchor box for a 23,500 SF Sprouts Farmers Market, featuring new entrances and storefront, new loading facilities, and new exterior sidewalks.



Cabin John Village | Potomac, MD

Buch partnered with EDENS on Phase III of the Cabin John Village Shopping Center Renovation Project located in Potomac, MD. The goal was to revive the communal place into an urban and accessible shopping center that will bring the local community together.





Woodmore Commons | Glenarden, MD

Buch partnered with Heritage Partners to build the new Woodmore Commons shopping center featuring 65,000 SF of prime retail and restaurant space.



Woodmore Towne Centre | Lanham, MD

Buch completed the final two phases of Woodmore Towne Centre, an 83-acre shopping center, one of the largest centers in the D.C. region.

Kohl's + Sephora | Various Locations

Buch partnered with Kohl's to create various new Sephora beauty stores within their existing locations.



Nordstrom & Nordstrom Rack | Various Locations

Buch has partnered up with Nordstrom Store Design and Construction on new retail stores and renovations of existing locations for both Nordstrom and Nordstrom Rack.



Macy's | Various Locations

Buch's 39 year relationship with Macy's denotes our deep understanding of our client's needs, vision, and objectives. Buch has built several new stores in the Northeast and has performed several major interior renovations throughout the East Coast.



Capital One Cafes | Various Locations

Buch has worked with Capital One on the roll out program of the Capital One Cafes across the nation.

Target | Various Locations

Buch partnered with Target, one of the nation's largest retailers, on their store renovation roll-out program starting in 2018. The Buch team has renovated numerous high-profile stores in the Northeast, Mid-Atlantic, and Northeast regions.



Wegmans Grocery Stores | Various Locations

Buch delivered two Wegmans grocery stores in the DMV area. The scope for both stores included installation of all major mechanical, electrical, plumbing, and refrigeration systems as well as a fit-out of the entire store with decorative millwork, polished concrete floors, and the Wegmans signature model train. The two stores are located in urban mixed-use developments; therefore, Buch worked diligently to minimize disruption to the surrounding neighborhoods.



Safeway Grocery Stores | Various Locations

Buch partnered with Safeway on the renovation of various grocery stores in the DMV region. The scope of work includes upgrades to the exterior facades and to the interior of the stores, such as the installation of new refrigeration cases, finishes, and signage. The projects also consist of the relocation of various departments.

Giant Grocery Store | Potomac, MD

This was a 47,000 SF interior renovation of a Giant grocery store. The scope of work consisted of the expansion of the sales floor to accommodate a new meat and seafood department, including additional refrigeration cases, and new cheese and floral specialty shops.





MULTIFAMILY



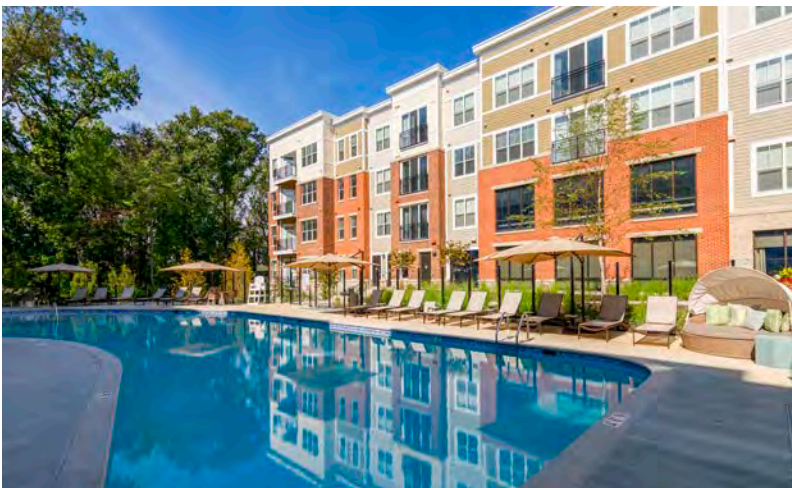
The Highline Apartments | Hyattsville, MD

Buch teamed up with The Bernstein Companies on the repositioning of their historic office building. The project consisted of 365,000 SF of GSA office space on nearly 3 acres that was converted to a brand new modern 338-unit apartment community.



The Vine Apartments | Laurel, MD

This 4-story, 538,800 SF residential complex has 483 one-, two-, and three-bedroom apartment units ranging from 732 to 1662 SF, all with direct access to a 5-level/504 stall precast concrete parking garage. Its 10,000-SF amenity package includes a state-of-the-art fitness center, pub, lounge, business center, leasing offices, and more.



Shady Grove Apartments | Rockville, MD

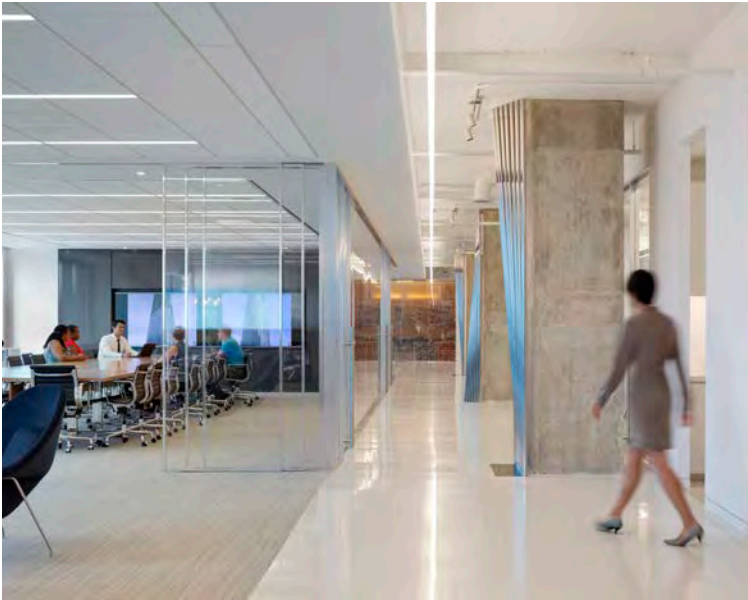
Buch constructed a 550,00 SF luxury multifamily complex consisting of 418 residential housing units split between two buildings. Building 1 consisted of five (5) wood framed floors on top of a concrete podium, making up six (6) total floors. Building 2 consisted of five (5) wood framed floors on slab on grade. The buildings wrapped a 473-space precast parking structure for its tenants.



NoBe Apartments | Bethesda, MD

The North Bethesda Market Apartments project was a repositioning of a 15,000 SF retail space to 13 high-end loft style apartments. On the 2nd floor of an existing building we used a raised floor system to assist in plumbing and electrical installation. This allowed us to limit our penetrations in the existing post tension slab and avoid disruptions to the retail tenants below.





CORPORATE OFFICE

Confidential Financial Firm | McLean, VA

Buch has supported our confidential financial firm client on numerous construction projects with varying contract structures over the course of 5 years. Projects varied in size and complexity while maintaining a consistent project management team that kept the client's specific requirements a priority. The client's campus was spread across 4 multi-story buildings and, to date, Buch has renovated over 1.5M SF. Notable projects included the phased office modernization projects, a lobby and escalator renovation, conference hall, and the campus' coffee bar and large gathering area.



AstraZeneca | Various Locations

Buch worked with AstraZeneca on the renovation of over 600,000 SF of office and amenities space in both their Gaithersburg, MD and Mountain View, CA locations to provide their employees with an open and collaborative working environment and to maximize the building's seating capacity. This included renovations of the conference center, fitness center, training rooms, cafe, lobby and adding turnstiles to monitor traffic going in and out of the building. The projects were completed in phases while limiting disruption to business operations.



Under Armour | Baltimore, MD

Buch worked with Under Armour on the interior and exterior renovation of the Tide building as well as the expansion of the training facility at their company headquarters and transforming existing office space into a world-class gym.



Harbourtown | Washington, DC

Buch completed construction of four individual spec suites and a shared amenity suite in an occupied building. Each suite was unique, but all included wood flooring, fabric and wood ceiling lighting details, glass fronts and decorative lighting. All contained an individual pantry area, conference rooms, and varied specialty ceilings.



Franklin Templeton | Baltimore, MD

This interior renovation spanned three floors of the Legg Mason Tower located in Harbor East. The project embodies the company's "workplace of the future" strategy with a focus on agile and adaptive spaces. Key features include huddle rooms, hoteling desks, tech enabled innovation rooms, and a coffee bar, which all cultivate a collaborative environment for employees.



2U | Lanham, MD

Buch worked with 2U, an educational technology company, on the multi-floor build out of their headquarters. The new spaces reflect the innovative and collaborative company culture. The project scope consisted of an open floor plan including office spaces, team areas, amenity spaces, communal pantries, a game room, and a golf simulator.



LIFE SCIENCES



United Therapeutics | Silver Spring, MD

Buch was contracted to install a custom built filler in an existing modular clean room space. The scope included removing the clean room ceiling and walls, duct work, instrument air, electrical, and sprinkler system to accommodate the new filler. Construction took place adjacent to active manufacturing spaces.

MaxCyte | Rockville, MD

Buch completed MaxCyte's new corporate headquarters, research and development, and small-scale manufacturing facility. The project included the conversion of 68,000 SF of existing office space into a cleanroom and small manufacturing facility (30%), R&D labs (30%), warehouse space (20%), and corporate office (20%). All new MEP systems were installed as part of this project.



Confidential Biopharmaceutical Client | Baltimore, MD

Our team provided design/build services, preconstruction and construction services at a large pharmaceutical site for a 12,500 SF renovation of an existing laboratory space.



Novavax | Gaithersburg, MD

Buch partnered with Novavax on several different project renovations and conversions to modernize their facilities. The scope included R&D laboratories, cleanrooms, office space, supporting spaces and building upgrades.

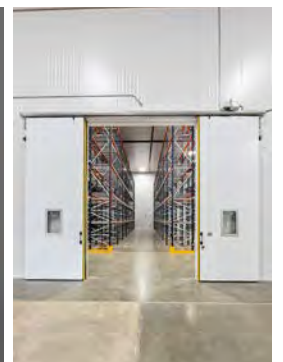


AstraZeneca Cell Therapy | Gaithersburg, MD

The 45 Cell Therapy project consisted of the renovation of a cell therapy manufacturing space. This area included a BSL2 Large Scale Manufacturing space that included two Grade-B Cell Therapy Labs, each with a dedicated Airlock accessed from a Main Room supported by a sequence of shared airlocks.

Confidential Biopharmaceutical Client | Elkridge, MD

Buch was awarded this Central Warehouse fit-out for a large Biopharmaceutical client. The project scope included upgrading the existing power to the warehouse building by adding emergency backup power with 2 new generators and the installation of 10ea 10-ton RTUs. A sampling suite was constructed which utilizes a Dagard Modular Cleanroom system and includes standalone mechanical systems. Additionally, Buch built a 3,000 SF mezzanine, an 8,800 SF 2-8C cold room, a 2,000 SF -35C freezer, and palletized shelving.





MISSION CRITICAL



Collins Aerospace | Annapolis, MD

This project was a major building renovation including the build out of 15,000 SF on the second floor of Collins Aerospace's mission critical facility. The scope included a replacement of curtainwall systems throughout the building, new sprinkler system throughout all floors of the building and installation of new waterline service into building. New BGE service was installed to the building through underground ductbank. Installation of a new AHU, chillers (including new dunnage), and new HVAC throughout the second and third floors. Interior features include raised floor system, new entranceway to the building and the second floor with new stairwell, terrazzo treads, and a glass handrail.

General Dynamics Information Technology | Various Locations

Buch has worked on several projects for GDIT including several phased occupied office renovations. Scope has included new SCIF areas, conference rooms, offices and glass railing, in addition to expanding site server rooms.

GENERAL DYNAMICS Information Technology



FBI Field Office & Recruiting Center | Washington, DC

The FBI Field Recruiting Center was designed to enhance and facilitate the FBI's increased national recruitment efforts and Washington, DC presence. Buch completed the FBI's new 108,000 SF space within a fast-track construction schedule. The build-out included SCIF Facilities, an extensive AV infrastructure and enhanced security components installed throughout the entire space.

Baltimore Gas and Electric | Baltimore, MD

Buch constructed a 40,000 SF phased renovation of an occupied space on BGE's campus in Baltimore. The project required full BIM coordination and scope included new windows, asbestos abatement, new offices, conference rooms, core upgrades, and secure spaces. All work was performed off-hours to limit disruption to the client's operations.



Johns Hopkins University Applied Physics Lab | Laurel, MD

Buch has completed several projects on the JHU/APL campus. The first included the demolition and renovation of two independent secure spaces in one building on the mission critical campus. Each space was upgraded to meet the requirements for the new security level of work. This included modified electrical and mechanical systems, special features in the partitions, security doors and all new finishes.





SENIOR LIVING



Erickson Senior Living Riderwood | Silver Spring, MD

Erickson Senior Living Riderwood is an independent senior living retirement community located in Silver Spring, MD. Buch completed the multi-phase occupied renovation of the Riderwood Lakeside Clubhouse that also included exterior site upgrades. Renovations included architectural, mechanical, plumbing, and structural modifications to the lobby, classrooms, activity rooms, support kitchen, executive offices, satellite fitness, lounges, restaurant, and auditorium. All work was carefully coordinated to minimize disruption to the residents and facility operations.

Erickson Senior Living Oak Crest | Parkville, MD

Buch completed a multi-phased, multi-floor renovation of an operating Crestview Station clubhouse building in the Oak Crest community. Each phase consisted of upgrades to Erickson Senior Living's amenity programs and spaces. The new spaces on the terrace level include a new general services office suite, upgraded dental office, new storage areas for the kitchen, operations, and activity center. It also includes a new fitness gym, conference room, restroom and corridor finish updates. On the main level, a new reception lobby and media lounge greets visitors on their entry. It includes a new fast-casual restaurant and full service bar in addition to an upgraded formal dining room with new wait stations and a private dining venue. A new games room accompanies finish upgrades to the creative arts lounge, resident life offices, in-house PNC bank branch, and beauty salon. In addition, a new expanded mail area offers residents more space and privacy. A new patio off the fast-casual restaurant provides residents with a comfortable space to enjoy the outdoors.





Erickson Senior Living Greenspring | Springfield, VA

Buch completed the multi-phased Greenspring Village Town Center Repositioning project. Phase 1 of the project included demolition and renovation of many of the community spaces within Greenspring Village Town Center such as an all new café, bathrooms, bank, and creative arts room amenity spaces. This phase also included the addition of a two-story stair tower to provide the required egress pathways from the renovated café area. Phase 2 of the project included the complete demolition of an existing pool building which was replaced with an all new Aquatic Center. The new facility features a 77,400-gallon swimming pool, 16-person spa, fitness center, and brand new locker rooms. The second floor of the Aquatic Center includes a grille and bar area as well as a rooftop terrace patio with a 900 SF planter. Phase 3 of the project included the renovation of the existing lobby space, sales area, and the main dining room.



Brightview Senior Living | Towson, MD

Buch was selected to perform a multi-phased renovation of the first and second floors in Brightview Senior Living's residential community in Towson, MD. During the renovation, the project team modernized the activity spaces, library, country kitchen and corridors with upgraded finishes throughout. The community remained active during the entire construction process requiring crucial coordination with Brightview's staff to ensure the residents' safety. Buch successfully completed the project and is proud to continue partnering with Brightview Manor Towson on upcoming projects.





GOVERNMENT

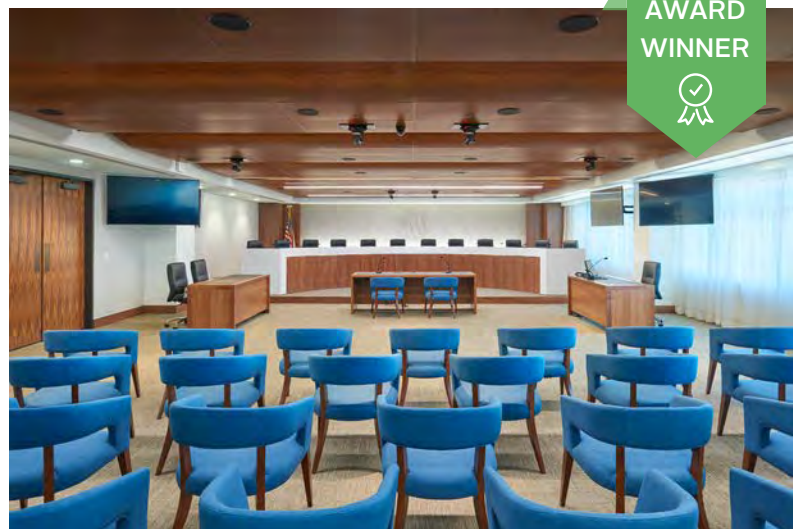


DGS Department of Parks and Recreation | Washington, DC

Buch completed this 35,037 SF office space for the DGS Department of Parks and Recreation in Washington, DC. The scope included open concept and traditional office space, conference rooms, collaboration spaces, wellness areas and a break room. Inviting colors and natural elements were incorporated into the design to enhance the employee experience and promote innovative thinking.

Federal Election Commission | Washington, DC

Buch constructed new headquarters for the Federal Election Commission, a government agency dedicated to protecting the integrity of the campaign finance process. This 24-week project features high-end finishes including detailed wood ceilings. The office space, which spanned 4 floors, consisted of open office space and traditional office space and also included exam rooms, conference rooms, and a hearing room set up for live broadcasting.



AWARD
WINNER



AWARD
WINNER



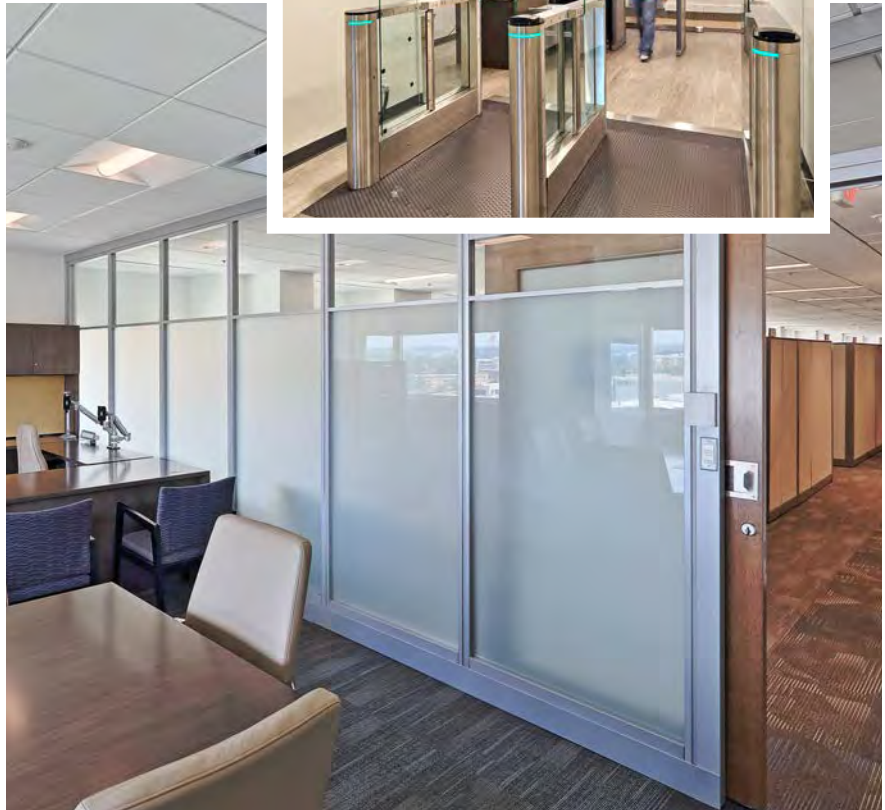
GSA Confidential Client | Reston, VA

Buch completed this 52,000 SF fit-out for a GSA client in Virginia. This space included multiple high security SCIF rooms, holding cells, interrogation rooms, and weapons and ammunition storage facilities. Buch also worked closely with the site architect to deliver an anti-climb fencing system including card readers, guillotine gates, pop-up barriers, and a Sally Port area with barbed wire.



US Treasury Metro GSA | Hyattsville, MD

Buch constructed new office space for The Department of the Treasury. This interior fit-out was completed in 30 weeks, on time. The scope of work consisted of 4 floors of mainly open office concept with interior offices, new pantries, restrooms, server room, conference rooms, a health unit, fitness center with locker rooms, and a large server room.





EDUCATION



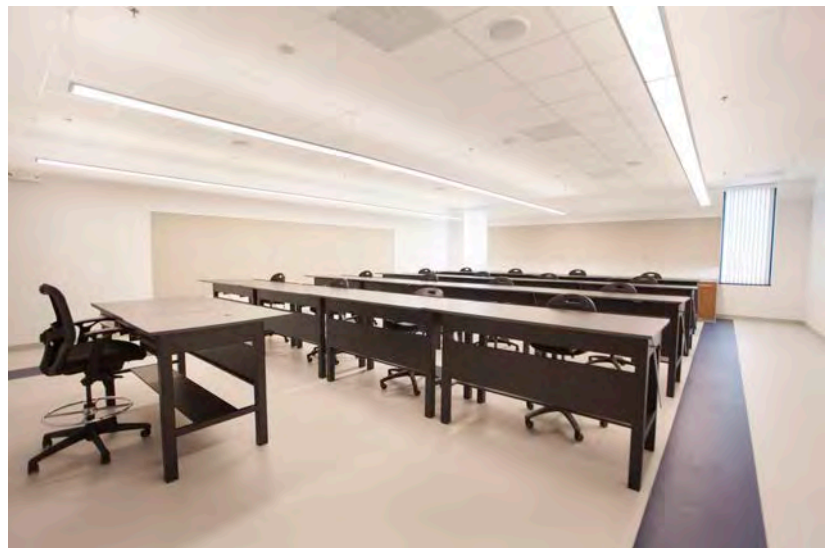
United Therapeutics Child Development Center | Silver Spring, MD

As a part of the United Therapeutics campus, Buch completed the interior fit-out of a new Child Development Center from a former existing retail shell. Construction included classrooms for infants, toddlers, preschool, and pre-kindergarten aged children. The scope also included administrative spaces, catering kitchen, and meeting areas. Additionally, the new space consists of a new reception area and access-controlled vestibules, an industrial laundry room, wellness room, and multipurpose activity room.

Plumbers and Gasfitters Local 5 Training Facility | Lanham, MD

Buch completed construction of a new training facility for the Plumbers and Gas Fitters Local 5 Union, where year-round classes are held to train tradesmen on the most cutting-edge green technologies. The building qualified for LEED Silver certification.

This one-story precast building includes several mezzanines, conference rooms, training rooms, offices, and labs for back-flow preventer training, gas appliance labs, and plumbing fixture labs. This facility features a state-of-the-art rainwater harvesting system, solar collectors, and a VRF system. It also includes an 8,000 SF shop for welding and room for future expansion.





AYA Montessori School | Columbia, MD

Buch was awarded the AYA Montessori School project which included the interior alteration of an existing daycare and preschool. The scope consisted of updating the layout of the floor plan by sub-dividing classrooms, amenity areas, modifying restrooms, and altering associated mechanical, electrical and plumbing work. All work was performed with the schedule as the driving factor in order for the school to open on time for the new school year.

Montgomery College | Rockville, MD

Buch renovated an existing 4-floor, 120,00 SF office building to consolidate Montgomery College's administrative employees' offices into a centralized location. The scope included demolition of the existing space back to a core and shell condition and upgrading the MEP systems to an energy efficient design. The fit-out consisted of a new lobby, elevator cab upgrades, new boardroom, and community gallery. New chillers and building controls were replaced as well.



Montgomery Knolls Elementary School | Silver Spring, MD

Buch was awarded the Montgomery Knolls Elementary School project in Silver Spring, MD, a multi-scope project featuring a building addition, a new HVAC system, and a large sitework package. The 12,000 SF, two-story addition was constructed at the rear of the school and included CMU walls, steel-framed concrete infill stairs, windows, MEP systems, and new finishes. The project also consisted of a systematic replacement of the existing HVAC throughout the entire school. Five new DOAS units, a new VRF system, new fan coil units, and all new sheet metal and associated piping were installed in the school. Steel supports were put in place along with all new ceiling grid and tiles throughout.





www.buch.us.com

MID-ATLANTIC: Corporate Headquarters | 8155 Westside Blvd | Fulton, MD 20759 | 301.369.3500

NORTHEAST: 450 7th Ave | Suite 2901 | New York, NY 10123 | 646.558.3560

SOUTHEAST: 400 N Tampa St | Suite 2830 | Tampa, FL 33602 | 813.798.2008
900 Westpark Drive | Suite 210 | Peachtree City, GA 30269 | 404.961.8948



APPENDIX E-6

Team Member | Jeremy Duffie



A FOUNDATION 65 YEARS DEEP

A strong foundation is as critical to building a structure as it is to building a business, and at Duffie, that foundation is built on stability, honesty, and trust. Add to that, comprehensive market knowledge, along with a focus on maintaining long term relationships, and it's easy to see why the family has earned a rock-solid reputation in the real estate industry.

FOCUSED ON QUALITY & DURABILITY



ABOUT

The Duffie Companies are a specialized group of firms catering to the varied needs of long-term residential and commercial real estate owners. Our reputation is one of stability, honesty, and trust. Add to that, comprehensive market knowledge, along with a focus on maintaining long term relationships, and it's easy to see why the firm has earned a rock-solid reputation in the real estate industry.

HISTORY

The family business began in 1953, when Commander Ralph J. Duffie returned to Washington, D.C. after serving in the Navy, and started building homes to meet the burgeoning demand. Through hard work, fair dealings and a strong dedication to the community, Ralph built a company based on trust and loyalty.

Following his father's example, Jonathan Duffie joined the business in the early 1960s after his own service in the Navy. Jon helped Ralph build the company by choosing projects carefully and concentrating on their core strengths. The third generation of Duffies, Jeremy, Jon and Justin, are now part of the family business as well, and are continuing to build upon their grandfather's legacy. Today, Duffie is a multifaceted company involved in residential and commercial real estate development, asset management, property management and custom yacht construction. They take great pride in their projects and people, which is evidenced by the longevity of their employees and professional relationships, many spanning decades.



COMMANDER
RALPH J. DUFFIE,
FOUNDER



JEREMY DUFFIE

PRESIDENT

Jeremy Duffie represents the third generation of family ownership and leadership for Ralph J. Duffie, Inc. and The Duffie Companies. Jeremy is the President of Ralph J. Duffie, Inc. and oversees all day-to-day operations for the various family businesses. Over the last 20 years, Jeremy's vision and values have helped create a vertically integrated group of companies positioned to succeed in the Washington, D.C. market. Jeremy's

experience includes new developments in excess of \$300 million including more than 2,000 multifamily units, 250,000 square feet of office, retail, industrial, and hospitality space as well as the repositioning of over 2,500 multifamily units. Jeremy is responsible for directing all acquisitions, dispositions, and financing for Ralph J. Duffie, Inc. As long-term holders of real estate investments, the Duffie family understands the importance of durability and sustainability in its developments. Since 2009, Jeremy and his team have brought eight LEED-certified projects to market with the most recent five achieving LEED Platinum certification.

Jeremy graduated from Southern Methodist University with a degree in Business Administration in 2000 and lives with his family in Bethesda, MD.



PORTFOLIO

We take great pride in the breadth and depth of our real estate portfolio. When you know that you are going to own and maintain buildings for decades focusing on quality, efficiency and durability come naturally. Paying attention to long term value and sustainability has made us leaders in the development of high-performance buildings.



SERVICES

While most of our work is performed on our own account, we bring value to an expanding group of trusted partners who value our multi-generational view, our expertise in sustainable buildings, and our financial strength.



REAL ESTATE DEVELOPMENT

The Duffie Companies perform full-service real estate development, including acquisition, entitlements, and construction, all with a focus on high performance, environmentally sensitive design.

We have found over the decades that as long term owners we often view real estate differently than more common “merchant” builders and developers whose primary focus is to build and sell. While there is nothing inherently wrong with short term ownership, we have observed that our long term view often leads to more innovative, durable and

sustainable approaches to real estate. We embrace green building practices with a focus on durability and performance.



GENERAL CONTRACTING

Established in 1993, Consolidated Commercial Services is a locally owned and operated General Contractor located in Silver Spring, MD. Serving the greater Washington, DC Metro area, CCS serves a variety of multi-family, commercial, and federal properties including single units, buildings, and communities.

CCS offers a wide range of facility maintenance services ranging from snow and ice management to general contracting procedures such as painting, flooring, and excavating. We offer 24-hour immediate assistance for emergency services as well as

planned preventative maintenance. During winter storms and severe weather emergencies, we provide snow removal efforts for clients across the DMV. Whether you need to proactively address general wear-and-tear maintenance on your property, or your project requires major restoration efforts, our expert team will provide a solution.



PROPERTY MANAGEMENT

The Duffie Companies performs management on our own account of select properties within our portfolio.



PARTNER WITH DUFFIE

We find the best partners to be those who share our long term perspective and consequently appreciate our attention to quality and resilience. We are a true “value added” partner bringing a unique combination of financial strength, experience, and deep knowledge of building science to the projects of which we are a part.



APPENDIX E-7

Team Member | Stacy Spann

Stacy L. Spann

Executive Director



Stacy Spann joined the Housing Opportunities Commission as Executive Director in February 2012.

Prior to joining HOC, Mr. Spann was the Executive Director and Director of Howard County Housing, where he led the county's housing commission and the county's Department of Housing and Community Development, and Assistant Commissioner for Development Finance at Baltimore Housing. Mr. Spann has been responsible for the development and rehabilitation of thousands of affordable housing units across the Baltimore and DC Metropolitan areas in Baltimore, Howard County and Montgomery County, Maryland.

Mr. Spann was named Affordable Housing Finance magazine's "Young Leader" award recipient in 2010 and received the Colvin Institute's "Maryland Innovation and Entrepreneurship in Real Estate" award in 2016, which recognizes expertise in creative affordable housing solutions, imaginative planning, inventive design and the advancement of progressive, sustainable development.

Mr. Spann is currently an adjunct professor of the Capstone Course Masters Program in Real Estate at the University of Maryland at College Park in the School of Architecture, Planning & Preservation. He is also a member of the Professional Development Faculty at the National Association of Housing & Redevelopment Organizations (NAHRO), where he teaches "Introduction to Mixed Finance for Public Housing Authorities," a course he designed for housing authorities, non-profits and local and federal governmental entities throughout the U.S. He currently serves as Vice President – Community Revitalization and Development for both the National Association of Housing and Redevelopment Officials (NAHRO) and the Middle Atlantic Regional Council of NAHRO.

While at HOC, he has led a resurgence and reimagining of the Agency to include:

- The complete conversion of HOC's Public Housing portfolio using both Section 18 Demolition/ Disposition process and the Rental Assistance Demonstration (RAD) program, resulting in eight complete community renovation conversions and four new construction redevelopments and over \$340 million in HOC transactions;
- The entitlement, design, financing of more than \$860 million in transactions – including \$320 million in award winning renovation projects, comprising 1,882 units; \$308 million in nationally recognized new construction projects underway, comprising 741 units; \$250

million in acquisitions consummated, comprising 1,362 units; and \$28 million in LIHTC (Low-Income Housing Tax Credit) limited partner interests acquired, comprising 583 units;

- A world class Mortgage Finance effort (consisting of a world class single family mortgage and multi-family bond issuance program) complete with underwriting, asset management, compliance, reporting and capital market expertise;
- Proprietary waitlist, property management, procurement, customer relationship and voucher management software development and maintenance;
- Reinvigoration of HOC's resident service continuum, consisting of a healthy, curriculum rich Family Self Sufficiency program, enhanced Housing Choice Voucher with consistently strong utilization, a robust HOC Academy resourced with STEAM educational and supplemental tools (including a girls coding program, chess training and competition, summer and school year camps with nutritional assistance, West Point partnerships, and home based educational supports), an award winning Fatherhood Initiative program designed to support fatherhood development; and
- A cohesive Property & Asset Management Team coupled with strong Property Maintenance leadership and implementation - all buttressed by a real estate based delivery and service model focused on Montgomery County's 500 square mile area.

An Annie E. Casey Children & Family Class 10 Fellow, Mr. Spann holds a Bachelor of Arts in Business Administration from Morehouse College and a Masters of Public Administration in Advanced Management and Finance from Columbia University School of International and Public Affairs.



APPENDIX F

Representative Projects

The Leggett

1815 Apple Avenue, Silver Spring, MD 20910



Reference: Housing Opportunities Commission of Montgomery County (HOC)
Stacy Spann, Executive Director
stacy.spann@hocmc.org
410-206-5591

Development Program

- 267 Age-Restricted Units
- 261,852 SF Housing Units
- 133,495 SF Recreation & Aquatic Center
- 7,342 SF Holy Cross

Total Development Budget

- \$186,546,469 Million

Financing Structure

- LIHTC Equity (4% - Income Averaging)
- Tax-Exempt Bonds
- County CIP Funds
- Housing Initiative Fund
- Deferred Development Fees
- Developer's Equity

Services Provided

- Entitlements
- Financing
- Development
- Construction Management

Artist Flats

5900 Symphony Woods Rd, Columbia, MD 21044



Reference: Howard County Housing Commission (HCHC)
Peter Engel, Executive Director
pengel@househoward.org
443-518-7825

Development Program

- 174 Mixed-income Unit Development
 - 87 Affordable Units (53 Units 9% and 34 Units 4%)
 - 87 Market Rate Units
- 142,548 SF Housing Units

Total Development Budget

- \$115,274,099 Million

Financing Structure

- LIHTC Equity (Twinning – 9% and 4%)
- Taxable/Tax-Exempt Bonds
- Rental Housing Works
- Rental Housing Partnership
- Deferred Development Fees
- Developer's Equity

Services Provided

- Financing
- Development

The Modern at Art Place

400 Galloway Street, NE, Washington D.C. 20011



Reference: The Morris and Gwendolyn Cafritz Foundation
Jane Cafritz
jliptoncafritz@gmail.com
202-744-3338

Development Program

- 520 Mixed-income Multigenerational Unit Development
 - 141 Affordable Units (98 Units Dedicated to Seniors)
 - 379 Market Rate Units
- 261,852 SF Housing Units
- 104,815 SF Commercial Development

Total Development Budget

- \$178,628,469 Million

Financing Structure

- Freddie Mac Forward Commitment Taxable Bonds
- Developer's Equity

Services Provided

- Entitlements
- Financing
- Development
- Construction Management
- Asset Management

Riverdale Park Station

6221 Baltimore Avenue, Riverdale Park, MD 20737



Reference: Calvin Cafritz Enterprises
Jane Cafritz
jliptoncafritz@gmail.com
202-744-3338

Development Program (Phase I, II, and III)

- 231 Market Rate Units
- 209,796 SF Housing Units
- 182,000 SF Commercial Development
- 119 Townhome Lots

Total Development Budget

- \$166,925,764 Million

Financing Structure

- Senior Debt
- Townhome Lot Sale Proceeds
- Tax Increment Financing (TIF)
- Special Tax District Financing
- Developer's Equity

Services Provided

- Entitlements
- Financing
- Development

Lindley Apartments

1815 Apple Avenue, Silver Spring, MD 20910



Reference: Housing Opportunities Commission of Montgomery County (HOC)
Stacy Spann, Executive Director
stacy.spann@hocmc.org
410-206-5591

Development Program

- 200 Multifamily Units
- 227,342 SF Housing Units

Total Development Budget

- \$74,017,860 Million

Financing Structure

- Tax-Exempt Bonds
- Private Equity via Preferred Equity Structure

Services Provided

- Entitlements
- Financing
- Development
- Construction Management

Catoctin View Apartments

800 Motter Ave., Frederick, MD 21701



Reference: Housing Authority of City of Frederick (HACF)
Kevin Lollar, Executive Director
klollar@hacffrederick.org
240-626-9646

Development Program

- 76 Age-Restricted Units
- 63,982 SF Housing Units
- Demolition and Disposition of Public Housing Program

Total Development Budget

- \$32,328,647 Million

Financing Structure

- LIHTC Equity (4%)
- Tax-Exempt Bonds
- Rental Housing Partnership
- Deferred Development Fees

Services Provided

- Entitlements
- Financing
- Development
- Construction Management
- Asset Management

Arcola Towers

1135 University Blvd., Silver Spring, MD 20902



Reference: Housing Opportunities Commission of Montgomery County (HOC)
Stacy Spann, Executive Director
stacy.spann@hocmc.org
410-206-5591

Development Program

- 141 Age-Restricted Units
- Renovation of 139,472 SF
- 12-Story High-Rise Building
- Conversion public housing to Project Based Sectional 8 Rental Assistance (PRBA)

Total Development Budget

- \$39,600,000 Million

Financing Structure

- LIHTC Equity (4%)
- Tax-Exempt Bonds
- Housing Initiative Fund
- Deferred Development Fees
- Developer's Equity

Services Provided

- Financing
- Development
- Construction Management

Waverly House

4521 E West Hwy., Bethesda, MD 20814



Reference: Housing Opportunities Commission of Montgomery County (HOC)
Stacy Spann, Executive Director
stacy.spann@hocmc.org
410-206-5591

Development Program

- 156 Age-Restricted Units
- Renovation of 124,410 SF
- 14-Story High-Rise Building
- Conversion public housing to Project Based Sectional 8 Rental Assistance (PRBA)

Total Development Budget

- \$61,800,000 Million

Financing Structure

- LIHTC Equity (4%)
- Tax-Exempt Bonds
- Housing Initiative Fund
- Deferred Development Fees
- Developer's Equity

Services Provided

- Financing
- Development
- Construction Management

Alexander House

8560 2nd Ave., Silver Spring, MD 20910



Reference: Housing Opportunities Commission of Montgomery County (HOC)
Stacy Spann, Executive Director
stacy.spann@hocmc.org
410-206-5591

Development Program

- 305 Multifamily Units
- Renovation of 217,615 SF
- 16-Story High-Rise Building
- Three public use spaces – Docs in Progress, US Chess, and Montgomery Community Media

Total Development Budget

- \$100,100,000 Million

Financing Structure

- LIHTC Equity (4%)
- Tax-Exempt Bonds
- Housing Initiative Fund
- Deferred Development Fees
- Developer's Equity

Services Provided

- Financing
- Development
- Construction Management

Elizabeth Square Development



The Leggett | Silver Spring, MD

The Leggett, a brand new community offering luxurious and affordable housing for older adults 62+ in Downtown Silver Spring. The property is set to revolutionize senior living with an innovative approach that merges health, wellness, arts, entertainment, technology, and sustainability all under one roof. The building maintains a total of 267 residential units include a Senior Source run by Holy Cross Hospital and Silver Spring Recreation and Aquatic Center run by Montgomery County Department of Recreation.

Relevancy/Project Facts:

- ✓ **Mixed-use, Public Facility**, developer-led design-build-finance
- ✓ 271,737 SF (Residential) and 147,573 SF (Publicly Operated Facilities)
- ✓ Land use elements: Urban | Mixed-Use | Parking | Public Facility
- ✓ Completed Date: March 2023
- ✓ \$123.2 Million



Silver Spring Recreation and Aquatic Center | Silver Spring, MD

The Silver Spring Recreation and Aquatic Center is in the Central Business District of Silver Spring as part of a Public-Private Partnership project in Downtown Silver Spring. This project includes approximately 147,573 SF of public recreation space within the Leggett project.

The facility will include typical recreation and leisure activities. Pools will be designed for general swimming, low level diving, exercise, aquatic play, high school competitions, training, and teaching. A gymnasium, exercise and weight room spaces, movement and dance studios, multipurpose activity rooms, public use space, and social space with a culinary arts kitchen will also be included. Senior programs will be provided by a coordinated program with Holy Cross Hospital's "Senior Source".

Relevancy/Project Facts:

- ✓ **Public Facility, Public-Private Partnership** developer-led design-build
- ✓ 147,573 SF (Publicly Operated Facilities)
- ✓ Land use elements: Urban | Public Facility
- ✓ Estimated Completed Date: February 2024
- ✓ \$63.4 Million





RELEVANT
EXPERIENCE



BASE BUILDING & RETAIL



Beacon Square | Annapolis, MD

SJC Ventures selected Buch to be the general contractor on the Beacon Square project, a new mixed-use development. This new living and shopping destination will be situated on a 13-acre site and includes a grocery-anchored retail center, a multifamily complex, and 528 parking spaces.



Ritchie Station Marketplace | Capitol Heights, MD

Buch constructed various ground up buildings at the Ritchie Station Marketplace, which consisted of Bed Bath and Beyond, Big Lots, T.J.Maxx, Modell's Sporting Goods, Dollar Tree, Ashley Furniture, Regency Furniture, DSW, Lane Bryant, Catherine's and Gold's Gym. The project included over 600,000 SF of new construction and a full sitework package.



Burtonsville Crossing | Burtonsville, MD

EDENS has awarded Buch the redevelopment project of Burtonsville Crossing, an existing 130,000 SF shopping center. The project consists of demising the 55,300 SF anchor box into two tenants including a build-to-suit demised anchor box for a 23,500 SF Sprouts Farmers Market, featuring new entrances and storefront, new loading facilities, and new exterior sidewalks.



Cabin John Village | Potomac, MD

Buch partnered with EDENS on Phase III of the Cabin John Village Shopping Center Renovation Project located in Potomac, MD. The goal was to revive the communal place into an urban and accessible shopping center that will bring the local community together.





Woodmore Commons | Glenarden, MD

Buch partnered with Heritage Partners to build the new Woodmore Commons shopping center featuring 65,000 SF of prime retail and restaurant space.



Woodmore Towne Centre | Lanham, MD

Buch completed the final two phases of Woodmore Towne Centre, an 83-acre shopping center, one of the largest centers in the D.C. region.

Kohl's + Sephora | Various Locations

Buch partnered with Kohl's to create various new Sephora beauty stores within their existing locations.



Nordstrom & Nordstrom Rack | Various Locations

Buch has partnered up with Nordstrom Store Design and Construction on new retail stores and renovations of existing locations for both Nordstrom and Nordstrom Rack.



Macy's | Various Locations

Buch's 39 year relationship with Macy's denotes our deep understanding of our client's needs, vision, and objectives. Buch has built several new stores in the Northeast and has performed several major interior renovations throughout the East Coast.



Capital One Cafes | Various Locations

Buch has worked with Capital One on the roll out program of the Capital One Cafes across the nation.

Target | Various Locations

Buch partnered with Target, one of the nation's largest retailers, on their store renovation roll-out program starting in 2018. The Buch team has renovated numerous high-profile stores in the Northeast, Mid-Atlantic, and Northeast regions.



Wegmans Grocery Stores | Various Locations

Buch delivered two Wegmans grocery stores in the DMV area. The scope for both stores included installation of all major mechanical, electrical, plumbing, and refrigeration systems as well as a fit-out of the entire store with decorative millwork, polished concrete floors, and the Wegmans signature model train. The two stores are located in urban mixed-use developments; therefore, Buch worked diligently to minimize disruption to the surrounding neighborhoods.



Safeway Grocery Stores | Various Locations

Buch partnered with Safeway on the renovation of various grocery stores in the DMV region. The scope of work includes upgrades to the exterior facades and to the interior of the stores, such as the installation of new refrigeration cases, finishes, and signage. The projects also consist of the relocation of various departments.

Giant Grocery Store | Potomac, MD

This was a 47,000 SF interior renovation of a Giant grocery store. The scope of work consisted of the expansion of the sales floor to accommodate a new meat and seafood department, including additional refrigeration cases, and new cheese and floral specialty shops.





MULTIFAMILY



The Highline Apartments | Hyattsville, MD

Buch teamed up with The Bernstein Companies on the repositioning of their historic office building. The project consisted of 365,000 SF of GSA office space on nearly 3 acres that was converted to a brand new modern 338-unit apartment community.



The Vine Apartments | Laurel, MD

This 4-story, 538,800 SF residential complex has 483 one-, two-, and three-bedroom apartment units ranging from 732 to 1662 SF, all with direct access to a 5-level/504 stall precast concrete parking garage. Its 10,000-SF amenity package includes a state-of-the-art fitness center, pub, lounge, business center, leasing offices, and more.



Shady Grove Apartments | Rockville, MD

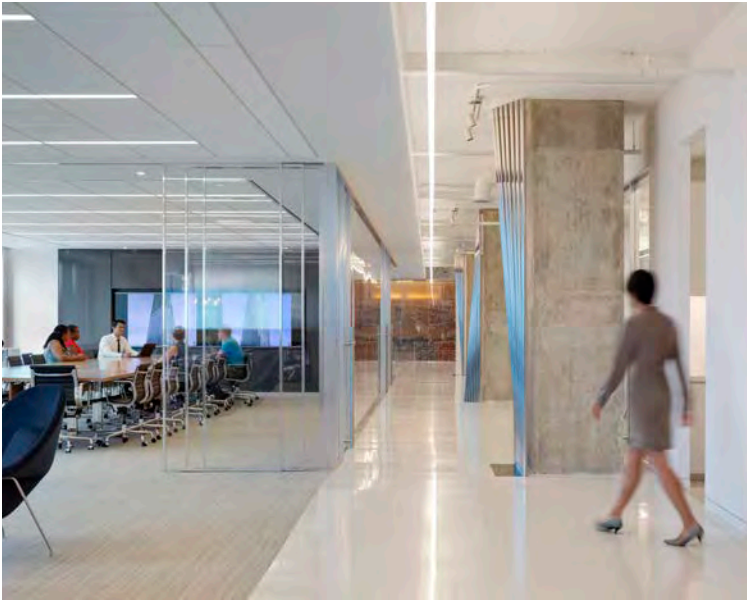
Buch constructed a 550,00 SF luxury multifamily complex consisting of 418 residential housing units split between two buildings. Building 1 consisted of five (5) wood framed floors on top of a concrete podium, making up six (6) total floors. Building 2 consisted of five (5) wood framed floors on slab on grade. The buildings wrapped a 473-space precast parking structure for its tenants.



NoBe Apartments | Bethesda, MD

The North Bethesda Market Apartments project was a repositioning of a 15,000 SF retail space to 13 high-end loft style apartments. On the 2nd floor of an existing building we used a raised floor system to assist in plumbing and electrical installation. This allowed us to limit our penetrations in the existing post tension slab and avoid disruptions to the retail tenants below.





CORPORATE OFFICE

Confidential Financial Firm | McLean, VA

Buch has supported our confidential financial firm client on numerous construction projects with varying contract structures over the course of 5 years. Projects varied in size and complexity while maintaining a consistent project management team that kept the client's specific requirements a priority. The client's campus was spread across 4 multi-story buildings and, to date, Buch has renovated over 1.5M SF. Notable projects included the phased office modernization projects, a lobby and escalator renovation, conference hall, and the campus' coffee bar and large gathering area.



AstraZeneca | Various Locations

Buch worked with AstraZeneca on the renovation of over 600,000 SF of office and amenities space in both their Gaithersburg, MD and Mountain View, CA locations to provide their employees with an open and collaborative working environment and to maximize the building's seating capacity. This included renovations of the conference center, fitness center, training rooms, cafe, lobby and adding turnstiles to monitor traffic going in and out of the building. The projects were completed in phases while limiting disruption to business operations.



Under Armour | Baltimore, MD

Buch worked with Under Armour on the interior and exterior renovation of the Tide building as well as the expansion of the training facility at their company headquarters and transforming existing office space into a world-class gym.



Harbourtown | Washington, DC

Buch completed construction of four individual spec suites and a shared amenity suite in an occupied building. Each suite was unique, but all included wood flooring, fabric and wood ceiling lighting details, glass fronts and decorative lighting. All contained an individual pantry area, conference rooms, and varied specialty ceilings.

Franklin Templeton | Baltimore, MD

This interior renovation spanned three floors of the Legg Mason Tower located in Harbor East. The project embodies the company's "workplace of the future" strategy with a focus on agile and adaptive spaces. Key features include huddle rooms, hoteling desks, tech enabled innovation rooms, and a coffee bar, which all cultivate a collaborative environment for employees.



2U | Lanham, MD

Buch worked with 2U, an educational technology company, on the multi-floor build out of their headquarters. The new spaces reflect the innovative and collaborative company culture. The project scope consisted of an open floor plan including office spaces, team areas, amenity spaces, communal pantries, a game room, and a golf simulator.



LIFE SCIENCES



United Therapeutics | Silver Spring, MD

Buch was contracted to install a custom built filler in an existing modular clean room space. The scope included removing the clean room ceiling and walls, duct work, instrument air, electrical, and sprinkler system to accommodate the new filler. Construction took place adjacent to active manufacturing spaces.

MaxCyte | Rockville, MD

Buch completed MaxCyte's new corporate headquarters, research and development, and small-scale manufacturing facility. The project included the conversion of 68,000 SF of existing office space into a cleanroom and small manufacturing facility (30%), R&D labs (30%), warehouse space (20%), and corporate office (20%). All new MEP systems were installed as part of this project.



Confidential Biopharmaceutical Client | Baltimore, MD

Our team provided design/build services, preconstruction and construction services at a large pharmaceutical site for a 12,500 SF renovation of an existing laboratory space.



Novavax | Gaithersburg, MD

Buch partnered with Novavax on several different project renovations and conversions to modernize their facilities. The scope included R&D laboratories, cleanrooms, office space, supporting spaces and building upgrades.

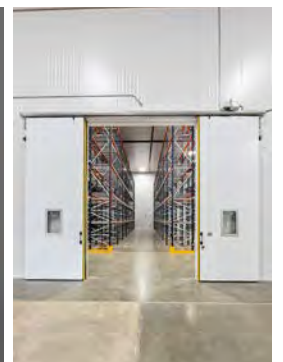


AstraZeneca Cell Therapy | Gaithersburg, MD

The 45 Cell Therapy project consisted of the renovation of a cell therapy manufacturing space. This area included a BSL2 Large Scale Manufacturing space that included two Grade-B Cell Therapy Labs, each with a dedicated Airlock accessed from a Main Room supported by a sequence of shared airlocks.

Confidential Biopharmaceutical Client | Elkridge, MD

Buch was awarded this Central Warehouse fit-out for a large Biopharmaceutical client. The project scope included upgrading the existing power to the warehouse building by adding emergency backup power with 2 new generators and the installation of 10ea 10-ton RTUs. A sampling suite was constructed which utilizes a Dagard Modular Cleanroom system and includes standalone mechanical systems. Additionally, Buch built a 3,000 SF mezzanine, an 8,800 SF 2-8C cold room, a 2,000 SF -35C freezer, and palletized shelving.





MISSION CRITICAL



Collins Aerospace | Annapolis, MD

This project was a major building renovation including the build out of 15,000 SF on the second floor of Collins Aerospace's mission critical facility. The scope included a replacement of curtainwall systems throughout the building, new sprinkler system throughout all floors of the building and installation of new waterline service into building. New BGE service was installed to the building through underground ductbank. Installation of a new AHU, chillers (including new dunnage), and new HVAC throughout the second and third floors. Interior features include raised floor system, new entranceway to the building and the second floor with new stairwell, terrazzo treads, and a glass handrail.

General Dynamics Information Technology | Various Locations

Buch has worked on several projects for GDIT including several phased occupied office renovations. Scope has included new SCIF areas, conference rooms, offices and glass railing, in addition to expanding site server rooms.

GENERAL DYNAMICS Information Technology



FBI Field Office & Recruiting Center | Washington, DC

The FBI Field Recruiting Center was designed to enhance and facilitate the FBI's increased national recruitment efforts and Washington, DC presence. Buch completed the FBI's new 108,000 SF space within a fast-track construction schedule. The build-out included SCIF Facilities, an extensive AV infrastructure and enhanced security components installed throughout the entire space.

Baltimore Gas and Electric | Baltimore, MD

Buch constructed a 40,000 SF phased renovation of an occupied space on BGE's campus in Baltimore. The project required full BIM coordination and scope included new windows, asbestos abatement, new offices, conference rooms, core upgrades, and secure spaces. All work was performed off-hours to limit disruption to the client's operations.



Johns Hopkins University Applied Physics Lab | Laurel, MD

Buch has completed several projects on the JHU/APL campus. The first included the demolition and renovation of two independent secure spaces in one building on the mission critical campus. Each space was upgraded to meet the requirements for the new security level of work. This included modified electrical and mechanical systems, special features in the partitions, security doors and all new finishes.





SENIOR LIVING

Erickson Senior Living Riderwood | Silver Spring, MD

Erickson Senior Living Riderwood is an independent senior living retirement community located in Silver Spring, MD. Buch completed the multi-phase occupied renovation of the Riderwood Lakeside Clubhouse that also included exterior site upgrades. Renovations included architectural, mechanical, plumbing, and structural modifications to the lobby, classrooms, activity rooms, support kitchen, executive offices, satellite fitness, lounges, restaurant, and auditorium. All work was carefully coordinated to minimize disruption to the residents and facility operations.



Erickson Senior Living Oak Crest | Parkville, MD

Buch completed a multi-phased, multi-floor renovation of an operating Crestview Station clubhouse building in the Oak Crest community. Each phase consisted of upgrades to Erickson Senior Living's amenity programs and spaces. The new spaces on the terrace level include a new general services office suite, upgraded dental office, new storage areas for the kitchen, operations, and activity center. It also includes a new fitness gym, conference room, restroom and corridor finish updates. On the main level, a new reception lobby and media lounge greets visitors on their entry. It includes a new fast-casual restaurant and full service bar in addition to an upgraded formal dining room with new wait stations and a private dining venue. A new games room accompanies finish upgrades to the creative arts lounge, resident life offices, in-house PNC bank branch, and beauty salon. In addition, a new expanded mail area offers residents more space and privacy. A new patio off the fast-casual restaurant provides residents with a comfortable space to enjoy the outdoors.





Erickson Senior Living Greenspring | Springfield, VA

Buch completed the multi-phased Greenspring Village Town Center Repositioning project. Phase 1 of the project included demolition and renovation of many of the community spaces within Greenspring Village Town Center such as an all new café, bathrooms, bank, and creative arts room amenity spaces. This phase also included the addition of a two-story stair tower to provide the required egress pathways from the renovated café area. Phase 2 of the project included the complete demolition of an existing pool building which was replaced with an all new Aquatic Center. The new facility features a 77,400-gallon swimming pool, 16-person spa, fitness center, and brand new locker rooms. The second floor of the Aquatic Center includes a grille and bar area as well as a rooftop terrace patio with a 900 SF planter. Phase 3 of the project included the renovation of the existing lobby space, sales area, and the main dining room.



Brightview Senior Living | Towson, MD

Buch was selected to perform a multi-phased renovation of the first and second floors in Brightview Senior Living's residential community in Towson, MD. During the renovation, the project team modernized the activity spaces, library, country kitchen and corridors with upgraded finishes throughout. The community remained active during the entire construction process requiring crucial coordination with Brightview's staff to ensure the residents' safety. Buch successfully completed the project and is proud to continue partnering with Brightview Manor Towson on upcoming projects.





GOVERNMENT

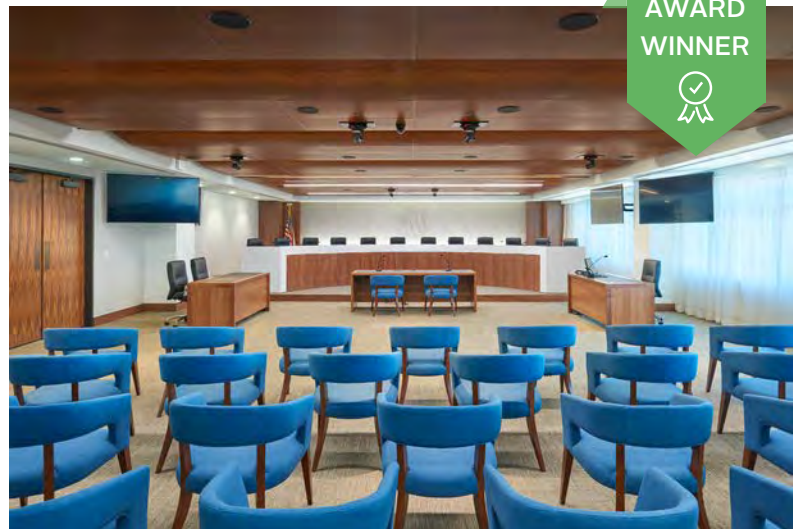


DGS Department of Parks and Recreation | Washington, DC

Buch completed this 35,037 SF office space for the DGS Department of Parks and Recreation in Washington, DC. The scope included open concept and traditional office space, conference rooms, collaboration spaces, wellness areas and a break room. Inviting colors and natural elements were incorporated into the design to enhance the employee experience and promote innovative thinking.

Federal Electric Commission | Washington, DC

Buch constructed new headquarters for the Federal Election Commission, a government agency dedicated to protecting the integrity of the campaign finance process. This 24-week project features high-end finishes including detailed wood ceilings. The office space, which spanned 4 floors, consisted of open office space and traditional office space and also included exam rooms, conference rooms, and a hearing room set up for live broadcasting.



AWARD
WINNER



AWARD
WINNER



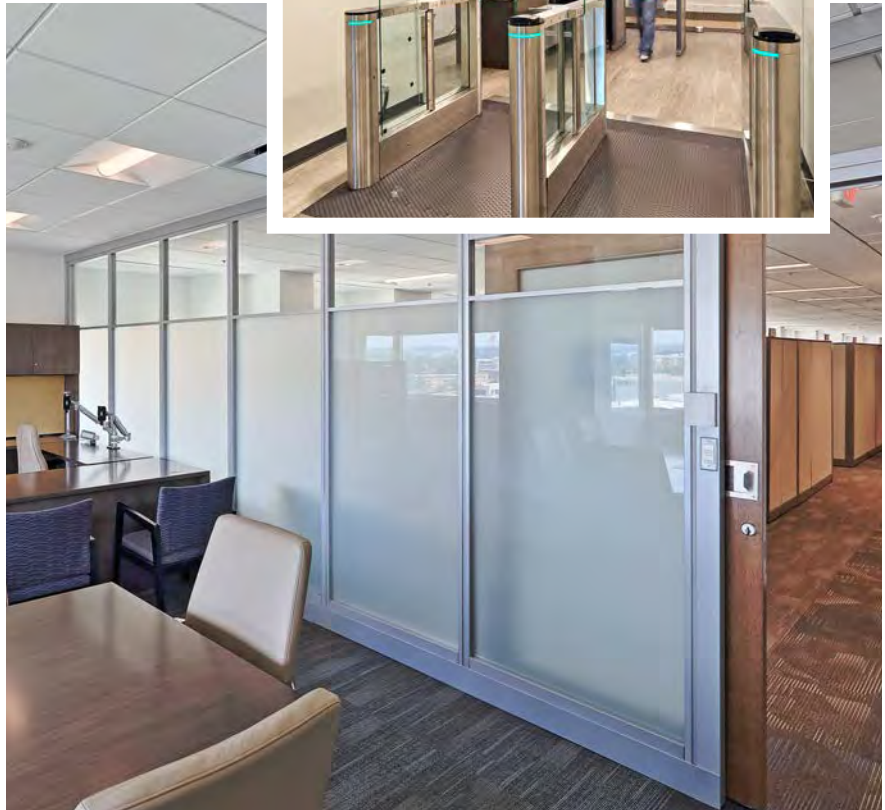
GSA Confidential Client | Reston, VA

Buch completed this 52,000 SF fit-out for a GSA client in Virginia. This space included multiple high security SCIF rooms, holding cells, interrogation rooms, and weapons and ammunition storage facilities. Buch also worked closely with the site architect to deliver an anti-climb fencing system including card readers, guillotine gates, pop-up barriers, and a Sally Port area with barbed wire.



US Treasury Metro GSA | Hyattsville, MD

Buch constructed new office space for The Department of the Treasury. This interior fit-out was completed in 30 weeks, on time. The scope of work consisted of 4 floors of mainly open office concept with interior offices, new pantries, restrooms, server room, conference rooms, a health unit, fitness center with locker rooms, and a large server room.





EDUCATION



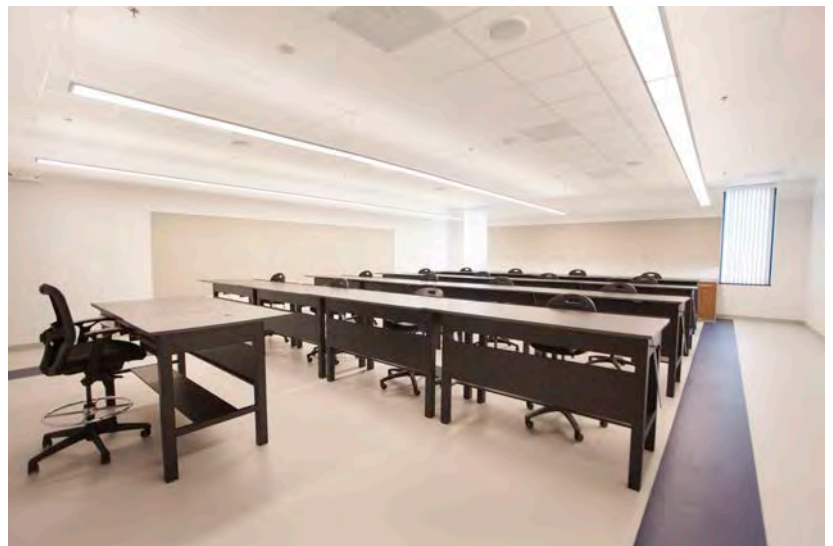
United Therapeutics Child Development Center | Silver Spring, MD

As a part of the United Therapeutics campus, Buch completed the interior fit-out of a new Child Development Center from a former existing retail shell. Construction included classrooms for infants, toddlers, preschool, and pre-kindergarten aged children. The scope also included administrative spaces, catering kitchen, and meeting areas. Additionally, the new space consists of a new reception area and access-controlled vestibules, an industrial laundry room, wellness room, and multipurpose activity room.

Plumbers and Gasfitters Local 5 Training Facility | Lanham, MD

Buch completed construction of a new training facility for the Plumbers and Gas Fitters Local 5 Union, where year-round classes are held to train tradesmen on the most cutting-edge green technologies. The building qualified for LEED Silver certification.

This one-story precast building includes several mezzanines, conference rooms, training rooms, offices, and labs for back-flow preventer training, gas appliance labs, and plumbing fixture labs. This facility features a state-of-the-art rainwater harvesting system, solar collectors, and a VRF system. It also includes an 8,000 SF shop for welding and room for future expansion.





AYA Montessori School | Columbia, MD

Buch was awarded the AYA Montessori School project which included the interior alteration of an existing daycare and preschool. The scope consisted of updating the layout of the floor plan by sub-dividing classrooms, amenity areas, modifying restrooms, and altering associated mechanical, electrical and plumbing work. All work was performed with the schedule as the driving factor in order for the school to open on time for the new school year.

Montgomery College | Rockville, MD

Buch renovated an existing 4-floor, 120,00 SF office building to consolidate Montgomery College's administrative employees' offices into a centralized location. The scope included demolition of the existing space back to a core and shell condition and upgrading the MEP systems to an energy efficient design. The fit-out consisted of a new lobby, elevator cab upgrades, new boardroom, and community gallery. New chillers and building controls were replaced as well.



Montgomery Knolls Elementary School | Silver Spring, MD

Buch was awarded the Montgomery Knolls Elementary School project in Silver Spring, MD, a multi-scope project featuring a building addition, a new HVAC system, and a large sitework package. The 12,000 SF, two-story addition was constructed at the rear of the school and included CMU walls, steel-framed concrete infill stairs, windows, MEP systems, and new finishes. The project also consisted of a systematic replacement of the existing HVAC throughout the entire school. Five new DOAS units, a new VRF system, new fan coil units, and all new sheet metal and associated piping were installed in the school. Steel supports were put in place along with all new ceiling grid and tiles throughout.





Benning Heights Apartments

RENOVATION



ARCHITECT SOTO, Studio K
Architecture, Chip Keener

LOCATION Washington, DC

NO. UNITS 148

OWNER Benning Heights
Investor, LLC

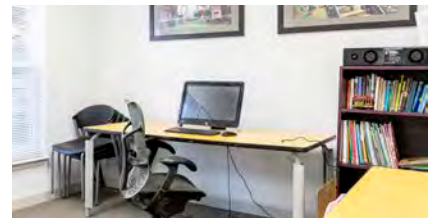
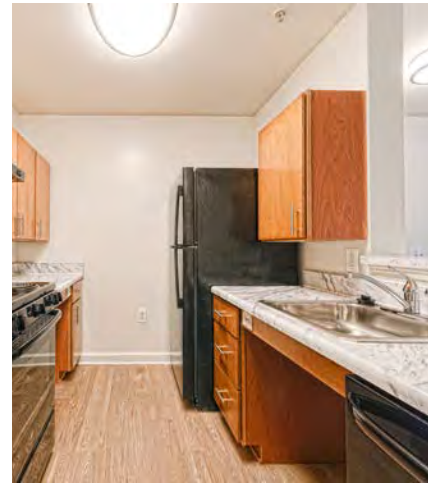
COMPLETED March 2019

SQ. FT. 107,021



Woodmont Crossing

RENOVATION



ARCHITECT Studio K Architecture

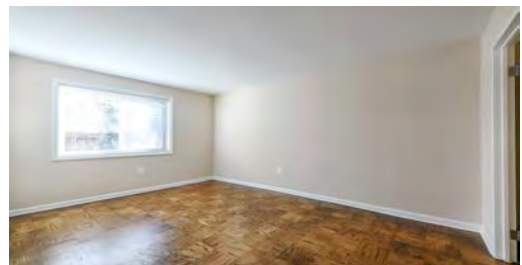
LOCATION Washington, DC

NO. UNITS 176

OWNER Woodmont Crossing Investor, LLC

COMPLETED December 2018

SQ. FT. 201,918

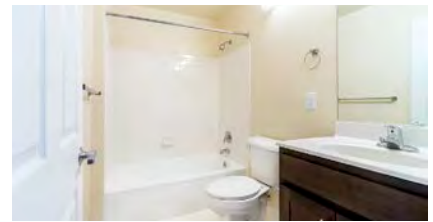


ARCHITECT	Wienczek + Associates	LOCATION	Washington, DC	No. UNITS	195
OWNER	Randle Hill LLC	COMPLETED	June 2021	SQ. FT.	220,300



Clarendon Court Apartments

HISTORIC RENOVATION



ARCHITECT Wiencek + Associates
Architects + Planners

LOCATION Arlington, VA

NO. UNITS 103

OWNER Clarendon Court
Apartments, L.P.

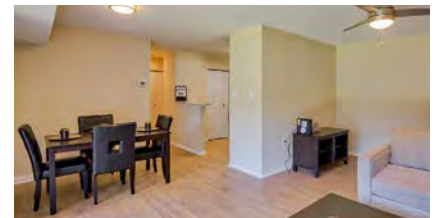
COMPLETED March 2019

SQ. FT. 87,252



Lafayette Apartments

RENOVATION



ARCHITECT Bonstra / Haresign Architects
OWNER Groveton 340 Associates, LP

LOCATION Alexandria, VA
COMPLETED March 2019

NO. UNITS 340
SQ. FT. 379,629



Murraygate Village

RENOVATION



ARCHITECT Moseley Architects

LOCATION Alexandria, VA

NO. UNITS 200

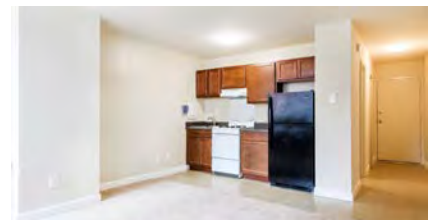
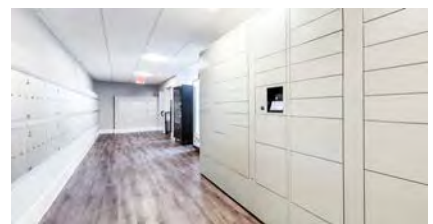
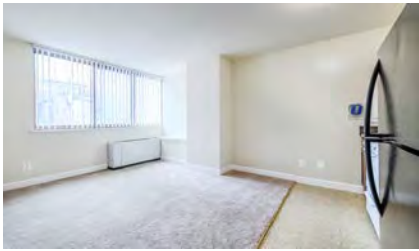
OWNER Murraygate Village LP

COMPLETED December 2020

SQ. FT. 188,570



Mass Place RENOVATION



ARCHITECT Zavos Architecture +Design

LOCATION Washington, DC

No. UNITS 160

OWNER NHT Communities

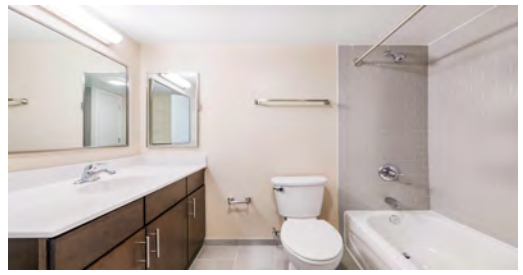
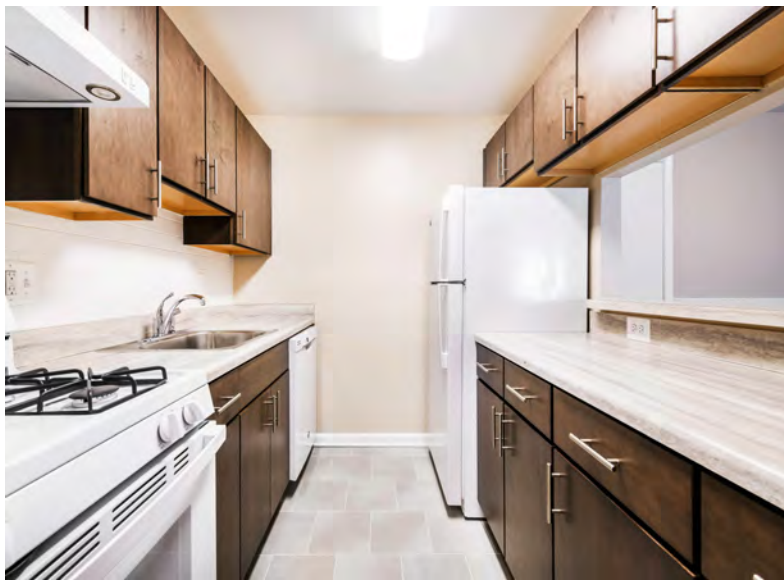
COMPLETED October 2021

SQ. FT. 135,784



Randle Hill Apartments

RENOVATION

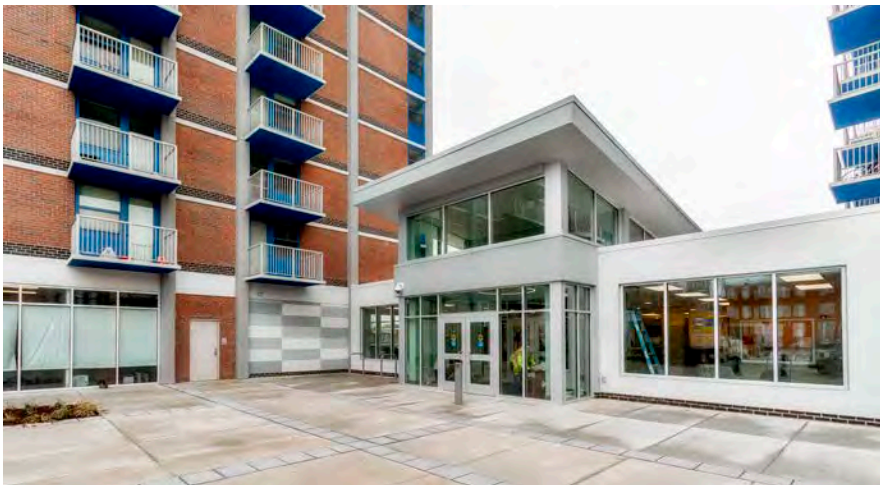


ARCHITECT	Wienczek + Associates	LOCATION	Washington, DC	No. UNITS	195
OWNER	Randle Hill LLC	COMPLETED	June 2021	SQ. FT.	220,300



McCulloh Homes

RENOVATION



ARCHITECT Cho Benn Holback + Associates
OWNER TCB McCulloh Apartments LLC

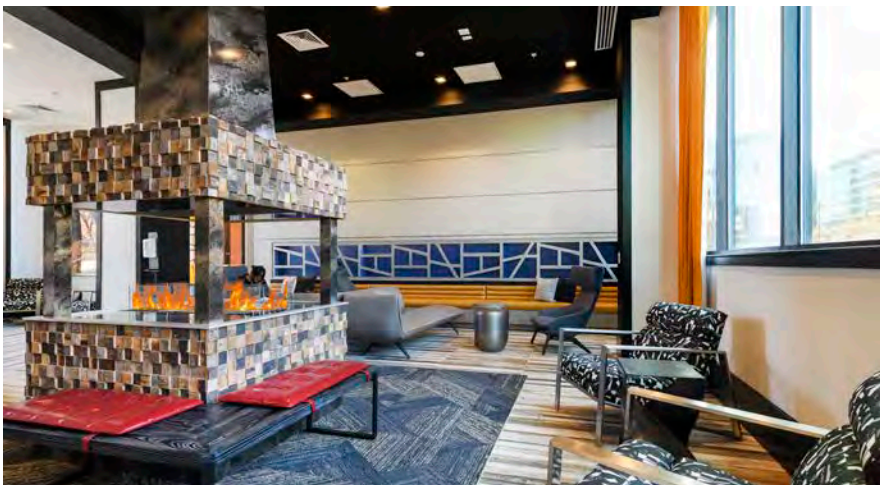
LOCATION Baltimore, MD
COMPLETED September 2018

NO. UNITS 350
SQ. FT. 254,683



Capitol Vista

NEW CONSTRUCTION



ARCHITECT Grimm + Parker Architects
OWNER Dantes Partners

LOCATION Washington, DC
COMPLETED October 2020

NO. UNITS 104
SQ. FT. 106,815



The Roundtree Residences

NEW CONSTRUCTION



ARCHITECT Grimm + Parker Architects
OWNER Alabama Avenue Affordable Housing, LP

LOCATION Washington, DC
COMPLETED March 2013

NO. UNITS 91
SQ. FT. 94,426



Bread for the City SE Expansion

NEW CONSTRUCTION



ARCHITECT Michael Marshall Design

LOCATION Washington, DC

NO. UNITS n/a

OWNER Bread, Inc.

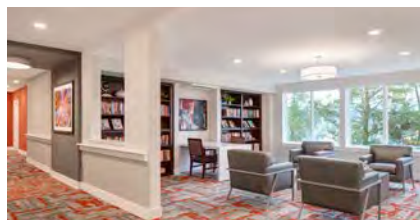
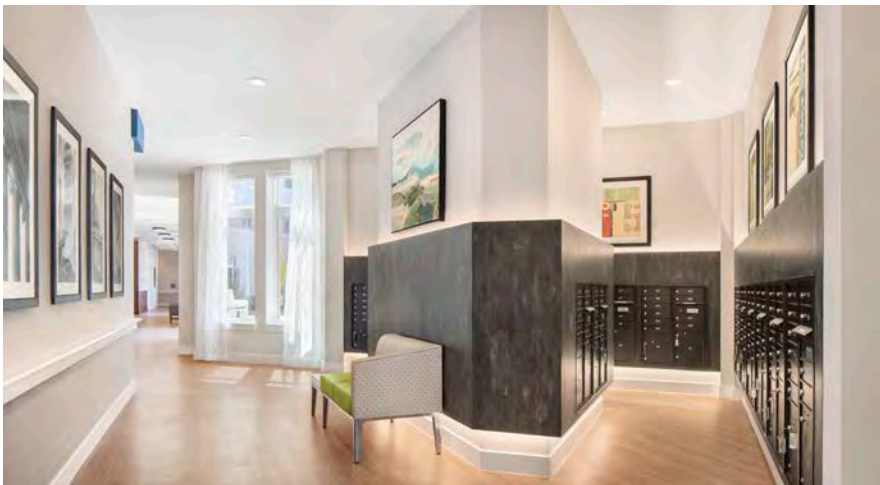
COMPLETED June 2020

SQ. FT. 28,132



Livingston Place at Southern Avenue

NEW CONSTRUCTION | ASSISTED LIVING



ARCHITECT Soto Architecture & Urban Design
OWNER Southern Avenue Owner LLC

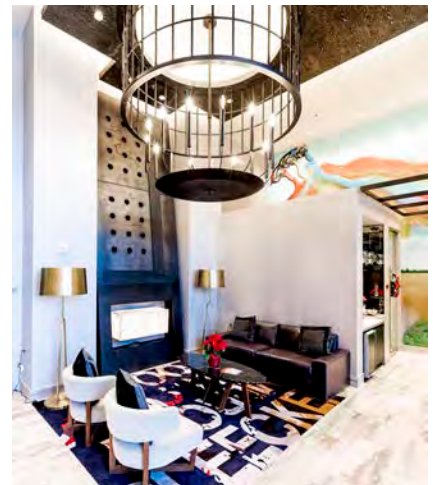
LOCATION Washington, DC
COMPLETED April 2021

NO. UNITS 152
SQ. FT. 112,097



Studio 3807

NEW CONSTRUCTION



ARCHITECT Grimm + Parker Architects
OWNER Brentwood Development, LLC

LOCATION Brentwood, MD
COMPLETED September 2018

NO. UNITS 147
SQ. FT. 252,630