REGIONAL DEVELOPERS
2012 & BEYOND – WHAT ARE WE BUILDING?

The Panel
Maggie Parker, Comstock Partners LC
Bob Youngentob, EYA
Samuel P. Simone, Mill Creek Residential Trust
Gary Michael, NAI Michael
Vicki Davis, Urban Atlantic
Moderator – Paul Elias, The JBG Companies

Presentation 5:30 to 7:00 p.m.
Reception 7:00 to 8:00 p.m.

February 23, 2012

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  Building on Tradition
- The JBG Companies
  5 years
HAPPY DEVELOPERS DAY 2012
Business Lines

- 1998 – 2002
  **HOPE VI** – Public-Private Urban Large Scale Master Development
  - Land & Infrastructure
  - Mixed-Use
  - Rental & For Sale, Commercial, Retail

- 1998 – 2012
  **Multifamily** – Market and Affordable Housing

- 2004 – 2007
  **Condominium** Development & Conversion

- 2005 – 2007
  **Student Housing** – Investor Condominiums

- 2003, 09, 10
  **New Market** Tax Credit Allocatee

- 1999 – 2012
  **Transit Oriented Development**

- 2006 - 2012
  **Green Development / Energy Conservation**
  - Energy Efficient Development
  - Energy Finance / PACE

- Future
  **Balance** between Real Estate Development and Financial Services
Case Study 1: Arthur Capper/Carrollsburg, Washington, DC

Urban Atlantic/Forest City Master Plan

- Transit-Oriented Development
- Employment Center
- Mixed-Use
- Mixed-Income Homeownership & Rental
- Public Amenities
- 27 acres
- 1,600 Residential
- 500,000 SF Commercial
Case Study 2: Rhode Island Row, Washington, DC

- Public-Private Partnership
- Catalytic Impact
- Mixed-Income Rental – 274 units (20% affordable)
- Retail – 70,000 SF (10% set aside for local community businesses)
- Metro Red Line, 16 Bus Lines
- Shared Parking
- Mixed-finance
Case Study 3: Southwest Waterfront, Washington, DC

- Two 260-Unit Multifamily Buildings
- Urban – TOD – Redevelopment of former EPA office buildings
Case Study 4: Harbor East, Baltimore, MD (NMTC)

- New Markets Tax Credit Investment in Retail “Parcel B”
- Gap financing for one component of a 20-acre, $1 Billion, mixed-use waterfront revitalization
- Parcel B includes 81,000 SF Class A retail and 22,000 SF Class A Office
- Enhances Urban Atlantic’s adjacent Albemarle Square HOPE VI