

# 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*

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*Presentation* 5:30 to 7:00 p.m.

*Reception* 7:00 to 8:00 p.m.

*February 23, 2012*



# THANK YOU TO OUR SPONSORS!



## EVENT SPONSORS





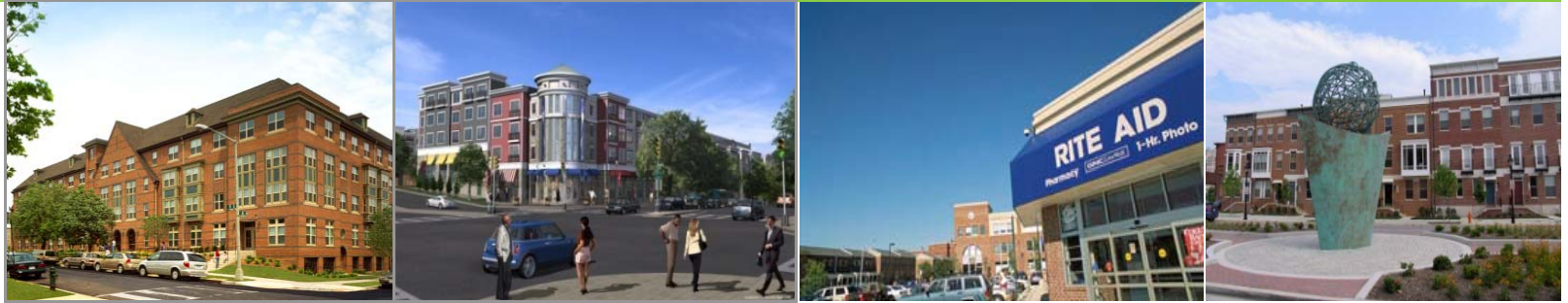


**HAPPY DEVELOPERS  
DAY  
2012**



URBAN  
ATLANTIC

**Vicki Davis**



## 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/Carrollsborg, 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



WATERFRONT WASHINGTON, D.C.  
Stage 2 PUD - Supplemental Prehearing Submission | December 21, 2018 | URBAN ATLANTIC

Perspective View - West Residential Tower from Southeast







## 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

