



# Response to RFP #C-1932

Solicitation for Proposal

Loudoun County, VA  
Parking Facilities PPTA:

## Route 772 South Metrorail Station Parking Facility

Volume I:  
Materials Requested in  
RFP Section 4.1.3

*Due:*  
**October 30, 2013, 5PM**

*Submitted by:*

**Trammell Crow Company** & **Route 606, LLC**  
wholly-owned subsidiary of CB Richard Ellis

October 30, 2013

Loudoun County, Virginia  
Procurement Division, MSC 41C  
ATTN: Donald R. Legg, CPPO  
1 Harrison Street, SE, 4th Floor  
Leesburg, VA 20175

Dear Mr. Legg:

We are pleased to present this proposal in response to your Solicitation for Proposal C-1932 for all three of the Loudoun County Parking Garages. The response that we present accomplishes the goals set out in the Solicitation and is reflected in the 100% Preliminary Engineering plans while furthering important Loudoun County objectives such as concentrating future development at Metro stations, encouraging mass transit ridership, increasing the County's revenues from commercial development and creating a more environmentally and economically sustainable community. Our proposal also presents some concepts and ideas based upon a modified version of the Preliminary Engineering documents for your consideration.

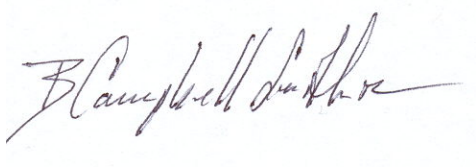
The team that we have assembled brings an exceptional level of experience and expertise for this project. Trammell Crow Company is one of the leading public/private partnership developers in the United States. Their expertise in working with local jurisdictions will be invaluable even though this project may become a wholly private undertaking as outlined in the Solicitation. Antigone Companies is a major owner of adjacent properties at the

Route 606 Station, and their vision of how the station and the commuter parking garage can be most effective in leveraging private investment is greatly valued. Davis Carter Scott, masterplanner of the Reston Station project and architect of the Metro garage and facilities on that project, has over 45 years of experience in Northern Virginia in general and Loudoun County in particular. Because of the complexities of the project, two civil engineering firms, both with outstanding expertise, are included on the team, Burgess and Niple and Urban Engineering. Clark Construction is one of the largest general contractors in the United States and has built numerous similar projects. The team members who will oversee the operational aspects of the garage, Walker Parking (design& consulting) and Standard Parking (operator), are leaders in their respective fields. Raymond James, one of the nation's leading underwriters of municipal bonds, utilities and transportation will underwrite the project. Additional assets for the team include ECS performing geotechnical work and the firms of Williams Mullen and Foley and Lardner acting as legal advisors. Additional team members, such as Land Use Attorneys, MEP and structural engineers, of equal stature will be added at the appropriate time.

As can be seen from the detailed information provided herein, the group that has been assembled for this effort is formidable both in terms of its experience and commitment to delivering the state-of-the-art garages that Loudoun County is seeking through this Solicitation. We very much look forward to working with you and the other stakeholders to bring this vital project to fruition. We want to be selected for this work and are appreciative of your consideration.

Please call upon me with any questions or requests for additional information.

Sincerely Yours,

A handwritten signature in dark ink, appearing to read "B. Campbell Smith". The signature is fluid and cursive, with a long horizontal stroke at the end.

B. Campbell Smith  
Principal  
Trammell Crow Company

## EXECUTIVE SUMMARY

**TC606, LLC** has assembled a stellar team with proven track records to respond to the Solicitation for Proposal to develop the commuter parking garages at the future Metrorail Stations. The members of **TC606, LLC** are **Trammell Crow Company** (“TCC”) and **Route 606, LLC** (an affiliate of H. Christopher Antigone). Trammell Crow Company is the Managing Member and shall execute all agreements required to deliver the project on behalf of the limited liability company, and shall take the lead role in negotiating, financing, and delivering the scope of the work.

The team that has been assembled for this effort include some of the most experienced and knowledgeable firms in the region and nation: Clark Construction; Davis Carter Scott, masterplanners and designers of the 2500 space Metro garage at Reston Station; Urban Engineering and Burgess and Niple; Raymond James; Gorove/Slade; Walker Parking; Standard Parking and others. All have a proven ability to deliver high quality, well designed projects. This group also has the financial strength and resources to deliver the project in a timely and cost effective manner to meet the County’s requirements.

This proposal not only responds to the Solicitation but offers examples of ways to build upon the plans developed as part of the 100% Preliminary Engineering drawings. At the Route 606 Rail Station minor modifications to the commuter garage design could result in a more efficient layout which incorporates the kiss and ride and potentially retail and consumer services space with bus operations immediately adjacent to the garage. One

additional benefit of selecting our team is the possible integration of the surrounding road network with the private land immediately adjacent to the Route 606 Station.

All budgets presented herein are based on the 100% Preliminary Engineering drawings and it must be emphasized that the project is not dependent upon the private sector development. The construction of the garages and any potential ancillary facilities are proposed as a wholly private venture. Our team can also create a process where equity investors will be selected through a competitive process which will lower the overall equity return and the overall project costs. To ensure the most accuracy possible at this point in the process, the cost estimates included in our development scenarios have been created by using detailed estimates from Clark Construction, Walker Parking and Standard Parking. Soft costs were derived from proposals from our design team and our collective development experience of budgeting and delivering projects in the region for decades.

With the assistance of Raymond James, the team has presented the two selected options for financing the Project as requested. The objective of the Team was also to present an overview of the advantages and disadvantages to the financing models requested, and to show our ability to work closely with the County in the identification of the optimal structure given the County's objectives and constraints for the completion of the Project. Within that section of the proposal, we outline these options and how we anticipate we will work with the County over the coming months to identify the expected outcomes for each.

Loudoun County will realize numerous benefits from the construction of this project including:

Benefits from this project will devolve to several parties.

- First, establishing a transportation hub at this location will enable commuters seeking to take advantage of the benefits of the Silver Line
- Persons arriving on the Silver Line will likewise have access to a wide variety of options to access the airport and other parts of Loudoun County also enhancing other transit providers' operations.
- Loudoun County and its residents benefits by having a major piece of its transportation infrastructure constructed at no cost or risk to the County.
- Encouragement and facilitation of additional private sector development. This will contribute to Loudoun's long term economic development and further the County's goal of increasing its non-residential tax base.
- Furthering of the Dulles area's continuing evolution in to one of the premiere "aerotropolises" enhancing Loudoun's and the region's economic growth as well as encouraging increased utilization of MWAA's aviation related facilities.
- Reduction in the demand for expansion of costly roadway infrastructure as well as diminished environmental pollution and degradation.

Communication will be important throughout this effort. We believe fully in the necessity of an open and collaborative process especially in the case of public/private partnership efforts such as this. The development team will work with the County, MWAA, WMATA and other stakeholders to establish a mutually agreeable process of public outreach and information sharing. This would be in addition to the meetings and public hearings related to the entitlement process.

This project will remove the cost of the garages from the DRTE Project and thereby reducing the cost of the Project to users of the Dulles Toll Road, many of who are Loudoun County residents, and to Loudoun County taxpayers. The project could add an “arrival experience” at the Route 606 station making the rail experience a more pleasant and less stressful one.

If parking demand proves to be sufficiently high, this team would be willing to construct additional parking spaces in each location, or in the case of the Route 606 Station, provide a garage on the south side of the Greenway under the same terms as outlined by our team.





Loudoun County, Virginia

Department of Management and Financial Services  
Division of Procurement, MSC #41C  
1 Harrison Street, SE, 4<sup>th</sup> Floor  
Leesburg, Virginia 20175

October 11, 2013

NOTICE TO OFFERORS

ADDENDUM NO. 1

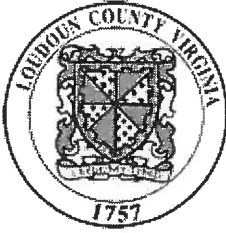
C-1932

The following changes and/or additions shall be made to the original Solicitation For Proposal No. C-1932, Loudoun County Parking Garages. Please acknowledge receipt of this addendum by signing and returning with your proposal.

1. Attached are questions and answers from the Pre-proposal conference held on September 23, 2013 and answers to other questions received.

Prepared By: s/Donald R. Legg Date: 10/11/13  
Donald R. Legg, CPPO  
Purchasing Agent

Acknowledged By:  Date: 10/29/13



Loudoun County, Virginia

---

Department of Management and Financial Services  
Division of Procurement, MSC #41C  
1 Harrison Street, SE, 4<sup>th</sup> Floor  
Leesburg, Virginia 20175

October 18, 2013

NOTICE TO OFFERORS

ADDENDUM NO. 2

C-1932

The following changes and/or additions shall be made to the original Solicitation For Proposal No. C-1932, Loudoun County Parking Garages. Please acknowledge receipt of this addendum by signing and returning with your proposal.

The following two questions have been received and are answered below:

1. Please explain the methodology by which Real Estate Taxes will be calculated for the Garages? Note this is a question that was partially answered in addendum #1.

A. Unless there is an exemption, the methodology used will be "assessed value times the tax rate". However, an exemption may exist under the Code of Virginia thereby making the properties exempt for real estate tax.

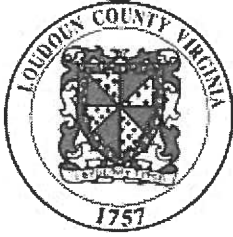
2. The Cover of the RFP requests One (1) original, ten (10) Copies and One (1) Electronic PDF Submission while Page 22 of the RFP Requests ten (10) total Copies, one of which bearing original signatures, One (1) Electronic PDF Submission and a redacted version in one (1) hard copy and one (1) Electronic PDF.

Can you please clarify the total amount of hard copies including the original? Is a redacted version required and if so what do you envision it should look like?

A. Page 22 is correct. Offerors submitting Proposals to the County are required to deliver ten (10) identical hard copies, one of which must bear original signatures and one electronic copy (a ".pdf" file in the most current version of Adobe Acrobat) on CD-ROM, of their Proposal for all Volumes. In addition, Offerors shall submit one redacted hard copy and one electronic copy (a ".pdf" file in the most current version of Adobe Acrobat) of their Proposal. The redacted version shall only contain information from the original proposal the offeror deems non-proprietary.

Prepared By: s/Donald R. Legg Date: October 18, 2013

Acknowledged By:  Date: 10/29/13



Loudoun County, Virginia

---

Department of Management and Financial Services  
Division of Procurement, MSC #41C  
1 Harrison Street, SE, 4<sup>th</sup> Floor  
Leesburg, Virginia 20175

October 29, 2013

## NOTICE TO OFFERORS

### ADDENDUM NO. 3

#### C-1932

The following clarification/addition is made to the original Solicitation For Proposal No. C-1932, Loudoun County Parking Garages. Please acknowledge receipt of this addendum by signing and returning with your proposal.

The following inquiry has been made and answered below:

1. Is the Route 772 North submission limited to the 100% PE location and if so isn't this an unduly restrictive requirement and a solicitation defect?


Responses are not limited to the 100% PE location. Section 3.3, page 12 of the Solicitation (second bullet) provides that "the parking garage shall be built in accordance with the 100% Preliminary Engineering design, or an alternative design that provides the same number of parking stalls and other components included in the 100% Preliminary Engineering design in a more efficient or desirable way that places the garage in a location proximate to the Route 772 Metrorail Station north entrance." The wording "proximate to the Route 772 Metrorail Station north entrance" allows consideration of alternative locations.

Further, Section 3.3, Page 13 of the Solicitation (first bullet) provides that "Proposals for the Route 772 North parking garage shall not be based on the assumption that the County will control any site or property for its development". Existing proffered commitments for the 100 % Preliminary Engineering location for the Route 772 North parking garage are subject to phased timing mechanisms and other conditions that may affect the delivery of the subject property, and the Solicitation clearly allows for alternative site to be considered.

For any site proposed by a responding party, including an alternative to the 100% Preliminary Engineering location, that party must demonstrate its ability to control the site. Such control can be demonstrated in the form of an option to purchase agreement,

a contract to purchase, a purchase and sale agreement, or another binding agreement or deed demonstrating proof of ownership. At this time and as part of this solicitation the County has not determined to use, its condemnation authority to acquire a site.

Prepared By: s/Donald R. Legg Date: October 29, 2013

Acknowledged By:  Date: 10/29/13

## PROOF OF AUTHORITY TO TRANSACT BUSINESS IN VIRGINIA

**THIS FORM MUST BE SUBMITTED WITH YOUR PROPOSAL. FAILURE TO INCLUDE THIS FORM SHALL RESULT IN REJECTION OF YOUR PROPOSAL**

An offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 of the Code of Virginia shall include in its proposal the identification number issued to it by the State Corporation Commission ("SCC"). Any offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law shall include in its proposal a statement describing why the offeror is not required to be so authorized. Any offeror described herein that fails to provide the required information shall not receive an award unless a waiver of this requirement and the administrative policies and procedures established to implement this section is granted by the Purchasing Agent or his designee.

Please complete the following by checking the appropriate line that applies and providing the requested information.  
**PLEASE NOTE: The SCC number is NOT your federal ID number or business license number.**

A. ☒ Bidder/offeror is a Virginia business entity organized and authorized to transact business in Virginia by the SCC and such bidder's/offeror's Identification Number issued to it by the SCC is F134369-0.

B. ☐ Bidder/offeror is an out-of-state (foreign) business entity that is authorized to transact business in Virginia by the SCC and such bidder's/offeror's Identification Number issued to it by the SCC is \_\_\_\_\_.

C. ☐ Bidder/offeror does not have an Identification Number issued to it by the SCC and such bidder/offeror is not required to be authorized to transact business in Virginia by the SCC for the following reason(s):

Please attach additional sheets of paper if you need to explain why such bidder/offeror is not required to be authorized to transact business in Virginia.

TC MidAtlantic Development V, Inc.  
Legal Name of Company (as listed on W-9)

TC 606, LLC  
Legal Name of Bidder/Offeror

10/29/13  
Date

[Signature]  
Authorized Signature

Raymond E. Goins, Senior Vice President  
Print or Type Name and Title

# Volume I – Materials Requested in Section 4.1.3 of RFP Route 772 South Metrorail Station Parking Garage Table of Contents –

---

## **TAB**

- |  |                       |
|--|-----------------------|
| 1. Letter of Submittal                                     | before TOC            |
| Signed Addenda   |                       |
| Signed Proof of Authority to Transact Business in Virginia |                       |
| <br>   |                       |
| 2. Executive Summary                                       | before TOC            |
| <br>   |                       |
| 3. Table of Contents                                       |                       |
| <br>   |                       |
| 4. Proposal Details:                                       |                       |
| <u>A. Qualifications and Experience</u>                    | a                     |
| 1. Development Team Overview and Organizational Structure  |                       |
| 2. Past Performance  |                       |
| <u>B. Project Characteristics</u>                          | b                     |
| 1. Site Plan   |                       |
| 2. Modifications to 100% Preliminary Engineering Plans     |                       |
| 3. Site Control for Route 772 North                        | (not applicable here) |
| 4. Utilities   |                       |
| 5. Project Schedule  |                       |
| 6. Operations and Maintenance Plan                         |                       |
| <br>   |                       |
| Appendix –   | Under Separate Cover  |
| ▪ Firm Bios  |                       |
| ▪ Resumes  |                       |
| ▪ Project Experience                                       |                       |

# LOUDOUN COUNTY C-1932

## RFP RESPONSE FORM

### Route 772 South Metrorail Station Parking Facility

---

#### A. QUALIFICATIONS AND EXPERIENCE

1. *Development Team Overview and Organizational Structure* – Offerors shall provide a company overview of each member of the proposed team for the design, construction, financing, operation and maintenance of the parking garage(s) (“Development Team”). Offerors must identify the roles of each member of the Development Team, as well as the proposed Project Manager and Project Architect.
- Offerors shall provide an organizational chart and narrative description that identifies the proposed team structure clearly delineating relationships between reporting roles. Summary qualifications of key Project staff should be included as well as a description of their role on this Project and relevant experience.*

**TC606, LLC** has assembled a stellar team with proven track records to develop a project which includes a commuter parking garage at the future Route 772 South Metrorail Station in collaboration with Loudoun County to meet its requirements. The members of **TC606, LLC** are Trammell Crow Company (“TCC”) and Route 606, LLC (an affiliate of H. Christopher Antigone). **Trammell Crow Company is the Managing Member** and shall execute all agreements required to deliver the project on behalf of the limited liability company, and shall take the lead role in negotiating, financing, and delivering the scope of the work.

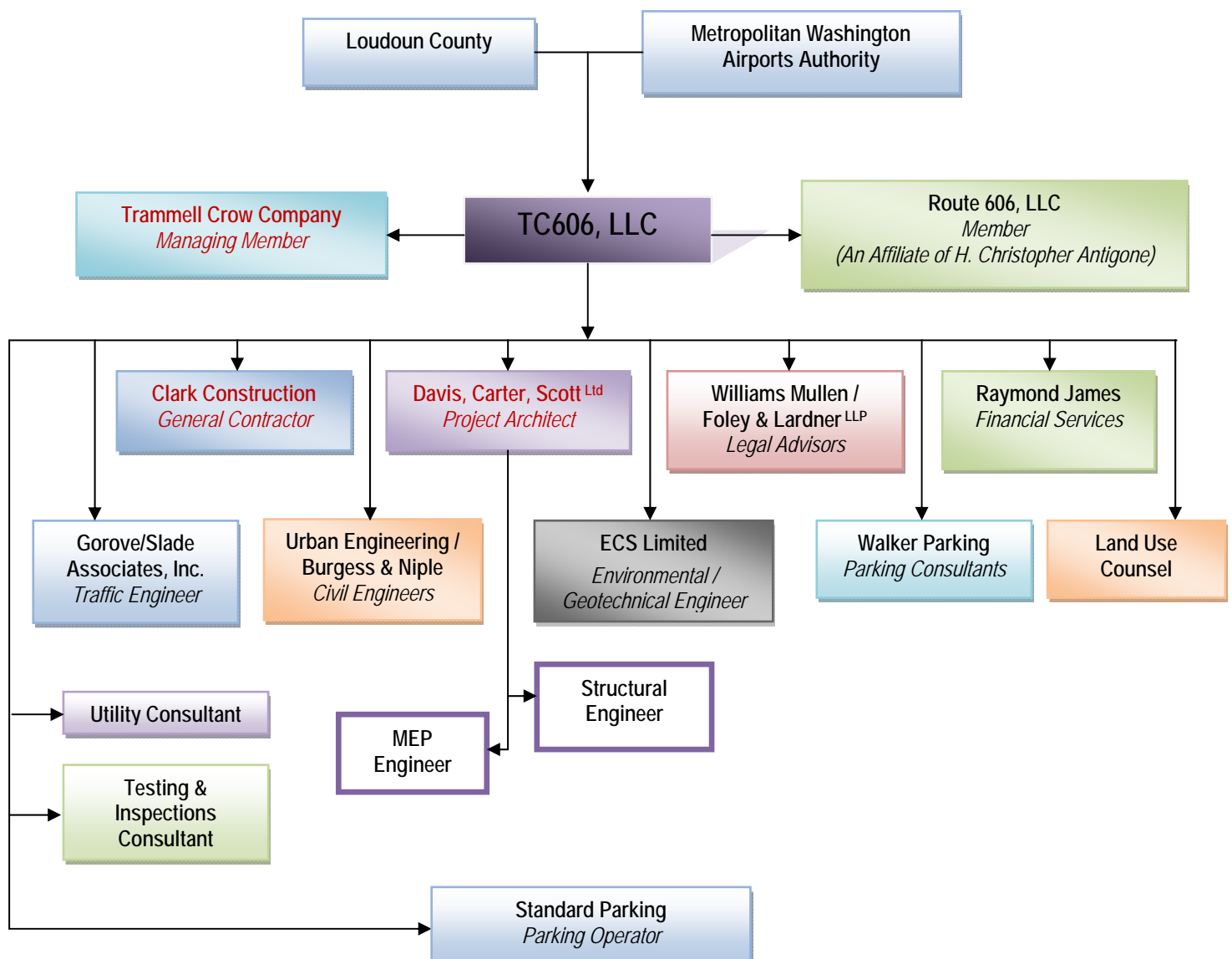
TCC is an independently-operated but wholly-owned subsidiary of CBRE Group, Inc. (NYSE: CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles. CBRE is the world’s largest commercial real estate services firm.

#### IDENTIFICATION OF FIRMS WHO ARE PART OF THE PROPOSED TEAM:

| TEAM ROLE                                  | FIRM  |
|--|---|
| <i>Ownership</i>                           | <b>TC606, LLC</b> - a Virginia Limited Liability Company the members of which are TCC and Route 606, LLC. TCC is Managing Member - Virginia State Corporation Commission ID: F134369; Route 606, LLC State Corporation Commission ID: S437041-9 |
| <i>Development Manager</i>                 | Trammell Crow Company – d/b/a DC MidAtlantic Development V, Inc.  |
| <i>Financial Services</i>                  | Raymond James Public Finance  |
| <i>General Contractor</i>                  | Clark Construction Group, LLC   |
| <i>Architect / Land Planning</i>           | Davis, Carter, Scott Ltd  |
| <i>Legal Consulting</i>                    | Williams Mullen and Foley & Lardner, LLP  |
| <i>Civil Engineer(s)</i>                   | Burgess & Niple and Urban Engineering   |
| <i>Traffic Engineer</i>                    | Gorove Slade Associates   |
| <i>Parking Operator</i>                    | Standard Parking  |
| <i>Parking Consultant</i>                  | Walker Parking Consultants  |
| <i>Environmental/Geotechnical Engineer</i> | ECS Mid-Atlantic, LLC   |



## ORGANIZATIONAL STRUCTURE



## THE PROPOSED TEAM STRUCTURE

The above organizational chart illustrates our proposed structure of this PPTA. **TCC** will be the Managing Member, with Clark Construction as the Builder and Davis Carter Scott as the Designer, supported by the consultants TC606, LLC believes brings the highest level of expertise to the team to deliver the best product.

At this time, the design-build team members will be contracted by TC606, LLC, including the subsequent parking operator, Standard Parking.

## COMPANY OVERVIEW FOR EACH MEMBER OF THE PROPOSED TEAM

### *Trammell Crow Company Overview – Managing Member*

---

**Trammell Crow Company (TCC)**, founded in 1948, is one of the nation's oldest and largest developers and investors in real estate. The company has developed or acquired over 525 million square feet of buildings with a value exceeding \$55 billion. TCC professionals are deeply involved in their communities, understand the complexities of their local and state economies, and have strong relationships with brokers, architects, contractors and community leaders, in addition to local and state government officials. These qualifications are prerequisites to developing successful projects. TCC provides development services in all major US cities through 15 offices around the United States and Canada, and can provide global project management services through its parent company, CBRE's, global footprint. As of June 30, 2013, TCC has 6.4 billion in process/pipeline and \$72.4 million in co-investment in projects.

#### TCC MidAtlantic Development Team Overview

The **TCC MidAtlantic Development Business Unit** ("TCMD") has thrived since its inception in 1976. TCMD is consistently ranked as one of the top five developers in the Washington, DC region and has successfully developed projects of all types in the District of Columbia, Virginia, and Maryland. TCMD specializes in all aspects of real estate development including: deal structuring, financial engineering, site acquisition, entitlements, project finance, design and engineering coordination, construction bidding and management, tenant finish coordination, project closeout and, when appropriate, project leasing and disposition. TCMD is known for its expertise across all product types and jurisdictions, its long-term relationships with investors and users of real estate, and its focus on building high-quality projects that have a positive impact on the surrounding community.

Since 1990, TCMD has locally completed over 17 million square feet of projects representing in excess of \$3.2 billion in project value. Notable projects include Market Square (1.3 million sf), Patriots Plaza (982,000 sf), The Columbia Residences (306,000 sf), Calvary Baptist Church/Portrait Building (207,000 sf), Dulles Station (185,000 SF), The Collection and Support Center for the Smithsonian Institution (333,000 sf), Arboretum II (322,000 sf) and Sentinel Square I (413,000 sf).

TCMD is also known for the loyalty, tenure, and experience of its local development personnel. The proposed TCMD project team for this project has a combined tenure with TCC of over 100 years. We have included the resumes for key personnel in the Appendix.

#### CB Richard Ellis Overview

TCC is an independently operated subsidiary of CBRE Group, Inc. (NYSE: CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles. CBRE is the world's largest commercial real estate services firm with a global presence. With over 37,000 employees operating in 332 offices in over 50 countries, the company serves real estate owners, investors and occupiers worldwide.

In late 2006, CBRE merged with TCC, enhancing the depth, breadth and quality of services the firm offers to its clients. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting. Whether it is a local, national or global assignment, CBRE applies insight, experience, intelligence and resources to help clients make informed real estate decisions.

In 2012, CBRE completed sales and lease transactions with a total value exceeding \$189.8 billion, covering 51,900 lease transactions valued at \$72.9 billion and 17,575 property sales transactions valued at \$116.9

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

billion. CBRE also has an international property and corporate facilities management portfolio that totals more than 3.0 billion square feet, including affiliate company portfolios. The firm has \$88.2 billion in investment assets under management and \$4.9 billion of active development projects in process. In addition, CBRE completed \$22 billion in loan originations (includes loan sale advisory), \$125.1 billion in loan servicing (reflects loans serviced by GEMSA, a joint venture between Debt & Equity Financing and GE Capital Real Estate) and 118,400 valuation and advisory assignments last year. Finally, the firm performed project management contracts valued at \$22.3 billion.

Locally, CBRE is the leading provider of office leasing and facility management services.

Financial Strength

TCC is one of the most financially sound developers in the country. The Company's long history of developing successful real estate projects has enabled it to form strong relationships with leading national and international debt and equity financial partners. TCC also has its own discretionary funds, which it uses to make equity contributions to its projects. Finally, TCC has direct access to its parent company, CBRE's balance sheet and substantial financial resources.

Historically, TCC has undertaken development projects both as an owner and on a fee basis for other owners and users of real estate. Both types of business are extremely important to TCC's business model. TCC treats both types of projects with the same approach: We make every decision in a project as if we were the owner, regardless of whether we are truly an equity participant or a fee developer. In every project, we act as a fiduciary to our partners, and this is a primary reason why TCC has done repeat business with so many investor and user clients over the years. Some of our longest-standing partners include Principal Financial Group, ING/Clarion, MetLife, JP Morgan, Bentall Kennedy, USAA, Crow Holdings, and the Carlyle Group.

In addition to having forged relationships with numerous equity sources, TCC has strong relationships with many leading debt sources, including multi-national, national, regional and local commercial banks, insurance and life companies, and investment banks. In today's difficult capital markets atmosphere, lenders are increasingly looking for construction guarantees from borrowers that are backstopped by an entity with considerable net worth. With the backing and support of CBRE, TCC has been, and will continue to be, able to provide one of the strongest construction completion guarantees in the industry.

Below, we have provided references from some of our partners on recent projects completed in the Washington, DC region. We have included references from both our investor clients and user clients, to give you an idea of the consistency with which TCC approaches each project.

Trammell Crow Company References

| Client Name, Address   | Contact   | Recent Experience   |
|--|---|---|
| Crow Holdings<br>3819 Maple Ave, Dallas, TX 75219<br>214-661-8113  | Carlos Rainwater<br>Director<br>crainwater@crowholdings.com | Sentinel Square, a multiphase speculative office project.                     |
| The Carlyle Group<br>1001 Pennsylvania Av, NW, Ste 220S<br>Washington, DC 20004-2505<br>Tel: 202-729-5460                      | Michael Gershenson<br>michael.gershenson@carlyle.com        | Gateway Grand, a luxury high-rise condominium project                         |
| Smithsonian Institution<br>600 Maryland Av, SW, Ste 500<br>MRC 511 P.O. Box 37012<br>Washington, DC 20013<br>Tel: 202-633-6546 | Jud McIntire, AIA<br>Project Manager<br>mcintj@si.edu       | Construction of The Smithsonian Institution's Collections and Support Center. |

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

| Client Name, Address  | Contact  | Recent Experience  |
|---|--|--|
| The Boeing Company<br>1215 S Clark St, Ste 600, MC 95-83.6<br>Arlington, VA 22202-4317<br>Tel: 703-414-6494 | Charles Ernst<br>Director, WDC Site Services<br>charles.ernst@boeing.com | TCC served as Owner's<br>Rep in Boeing's Arlington<br>325,00 sf consolidation and is<br>third-party developer for a<br>162,000 sf build-to-suit in<br>Maryland |

#### Relevant Project Experience

This project will benefit from the broad-based development experience that TCC has gained as one of the most prolific developers in the MidAtlantic region over the last three decades. Since 1990, TCC has built over 17 million square feet of projects across all product types in the MidAtlantic.

To showcase our experience, we have included our largest and most complex office, residential, and mixed-use projects to demonstrate that we have the resources and capabilities to handle the most demanding development projects. Next, we have shown a few of the over 5.7 million square feet of projects that we have built in Virginia and the region to illustrate our deep experience where the project will be located. Additional case studies and photographs of these projects can be found in the Appendix.

- 500 E Pratt Street
- 1625 Eye Street, NW
- Market Square
- Patriots Plaza
- Sentinel Square
- Shirlington
- Columbia Residences
- The Gateway Grand
- The Portrait Building
- VCU Engineering and Business School

#### Route 606, LLC – Member

**Route 606, LLC** is headed by Chris Antigone, a local entrepreneur and land owner with more than 40 years of experience in real estate, including land development, homebuilding, brokerage and investment.

#### Clark Construction Group, LLC – General Contractor

With annual revenue in excess of \$4 billion, **Clark Construction Group, LLC** (“Clark”) is consistently ranked among the country's largest general building and civil construction companies. Clark is a diversified contractor, employing more than 4,200 professionals, and is able to safely meet the needs of public and private clients on a variety of project types. Headquartered in Bethesda, Maryland, Clark has regional offices that are strategically located to serve the needs of clients throughout the United States.

Backed by strong capabilities in Preconstruction, Estimating, Scheduling, Purchasing, Risk Management, and Safety, our client base is a blend of private and public owners, including many city, state, and federal agencies. Clark is a diversified contractor, and is able to safely meet the needs of public and private clients on a variety of project types, including the new construction and renovation of hotels, multi-family residential housing, office buildings, healthcare facilities, roadways, airports, water treatment plants, sports facilities, convention centers, performing arts and entertainment venues, educational facilities, laboratories, rail stations, correctional institutions, manufacturing plants, and all manner of infrastructure.

Clark's projects have been successfully completed for both public and private clients under a variety of project delivery methods, including general contracting, construction management, and design-build, and have completed six public private partnerships to date.

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

Clark and Trammell Crow Company have collaborated together for 18 years on eight projects completed or currently under construction in the Greater Washington, DC Metropolitan area. In addition, Clark continues to build on the 30 year relationship with Davis Carter Scott working together on 27 projects. The relations that are created serve as an example of the success and quality that result from solid working relationships.

Clark has a long history working in and around WMATA facilities. In addition to the numerous projects completed adjacent to metro structures, Clark has worked on station projects such as Morgan Boulevard Station, Largo Town Center Station, Navy Yard Metro Entrance, Branch Avenue Storage Yard, Mount Vernon Square Station Modifications, Brent Wood Shop Expansion, Ballston MU Access Improvements, and Rosslyn Station Access Improvements.

In recent years, Clark has built 37 projects in Loudoun county and approximately 35-million-square-feet of structured parking resulting in over 150,000 parking spaces throughout the Greater Washington, DC Metropolitan area. These parking structures utilize a variety of structural types including precast concrete, cast-in-place concrete, and post-tensioned concrete. We have provided a representative sampling of Clark's relevant experience in the Appendix.

*Davis, Carter, Scott Ltd – Architect / Land Planning*

---

**Davis Carter Scott (“DCS”)**, founded in 1968, is a full-service master planning, architecture and interior architecture firm, located in McLean, VA. The depth of our firm's resources include an EXPERIENCED PROFESSIONAL TEAM of architects, designers and construction administration staff with a proven history of land planning, garage design experience and with the permitting process in Loudoun County, and is currently working on several projects in and around the new Metrorail stations – Reston Station and Loudoun Station.

**Douglas N. Carter, AIA**, President and Founding Principal of Davis Carter Scott, will have overall responsibility for the project, as Principal-in-Charge. He will be actively involved to ensure that design is consistent, responsive and appropriate for the project scope and budget. He will commit all necessary resources to bring the project to a successful completion.

**Hiro Nirmalani**, Project Director, has worked with Doug Carter and the firm since the firm's inception in 1968. Trusted and most experience, Mr. Nirmalani recently managed the Reston Station project which is currently being closed out by his Project Manager **Ihab Sakla**. These two key managers will ensure an efficient and sturdy product. Their Project Designer is **Jasna Bijelic**, Senior Designer at the firm with over 28 years of experience. Her portfolio includes municipal projects, such as airports and bus terminals. She will be working closely with Project Coordinator, **Ramy Ali**. Their credentials / resumes are provided in the Appendix at the end of the response.

In addition to Reston Station and Loudoun Station, Davis Carter Scott has worked with Loudoun County almost 20 years ago, on the first PPEA for the County's Government Center at 1 Harrison Street, SE, as well as on other smaller projects through term / on-call contracts. Aside from DCS municipal experience, the firm has a large portfolio of work in master planning and building design for the private and non-profit sector, including Prison Fellowship and Howard Hughes at Janelia Farm. A list of garage design experience and select project examples have been included in the Appendix for review.

Trammell Crow Company, Clark and Davis Carter Scott have collaborated on numerous projects in the Washington, DC Metropolitan region and each project serves as an example of the success and quality that result from this solid working relationship. The experience and mission of our companies complement one another, and, in addition, foster the timely, successful completion of each of our collaborative efforts, from project concept through construction. Our established relationship and mutual respect that exists between our respective organizations will serve to enhance our ability to achieve all of the goals of the Loudoun County Parking Garage project, while working in a collaborative environment.



LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

## SUMMARY QUALIFICATIONS OF KEY PROJECT STAFF

See the Appendix for the key project staff, roles and qualifications for each of the firms that will be working on the project.

2. *Past Performance - Offeror's qualifications should demonstrate expertise, financial capacity and proven experience in development and management of parking garages and public-private partnerships.*

*Offerors shall provide illustrative materials on three recent projects of similar or comparable scope with specific emphasis on parking garages and other public-private developments over the past 10 years.*

## DOD/BRAC 133 PROJECT AT MARK CENTER

### a. Name / Address / Location Of Project

DOD/BRAC 133 Project At Mark Center / 4875 Mark Center Drive / Alexandria, Virginia

### b. Development Team Members

[including lead private entity(s), project architect, general contractor, lender(s) and equity provider(s)]

Lead Private Entity:

Duke Realty Corporation

Lender(s):

N/A

Project Architect:

HKS

Equity Provider(s):

N/A

General Contractor:

Clark Construction Group, LLC

### c. References

[include a letter authorizing each reference to respond to inquiries regarding the design, financing and development of the referenced project as well as any prior projects]

|   |                       |   |  |              |
|---|-----------------------|---|--|--------------|
| 1 | Name(s):              | Mr. Peter Harrington                                      |  |              |
|   | Address:              | 600 East 96th Street, Suite 100<br>Indianapolis, IN 46240 | Telephone No:  | 317-808-6187 |
|   | Email address:        | Pete.Harrington@dukerealty.com                            |  |              |
|   | Authorization Letter: | Included <input checked="" type="checkbox"/>              | Not Included, to be provided under Separate Cover <input type="checkbox"/> |              |

### d. Site Plan, Photographs, Project Renderings



#### e. Evidence Of Design Excellence And Inclusion Of Sustainable Design Features

2012: AGC of DC Washington Contractor Award - Merit Award - Design/Build

2012: Washington Building Congress Craftsmanship Awards for: Drywall, Architectural Millwork, Ornamental Metals, and Special Construction: Active Vehicle Barriers.

BRAC 133's new office towers are the Corps' tallest, and the first designed and built to LEED Gold criteria. Keeping with LEED Gold criteria, the high-performance building is targeted to consume 30% less energy than a comparable, traditionally-constructed.

#### f. Development Scope

| i. Land area (square feet)    | ii. Square footage of buildings (broken down by product type)                          | iii. Construction type (pre-cast, cast in place, etc.) |
|-------------------------------|--|--|
| Total Campus: 3.06 Million SF | Parking Garages: 1.3 Million SF<br>Office: 1.8 Million SF<br>IT Data Center: 55,000 SF | Parking Garages were pre-cast.                         |

#### g. Development costs (excluding land costs)

| i. Total Project Development Costs | iii. Soft Costs      |
|------------------------------------|----------------------|
| N/A                                | N/A                  |
| ii. Hard Costs (Total and \$/SF)   | iv. Development Fees |
| N/A                                | N/A                  |

#### h. The Sources And Amounts Of Project Funding

N/A

#### i. Project Timeline From Initial Planning To Land Acquisition To Construction Completion

Construction NTP: 12/18/2008

Actual Substantial Construction Completion: 09/15/2011

#### j. Challenges Associated With The Project

The schedules for each parking garage spanned throughout the entire project, as site logistics and construction of the office towers dictated the start and completion dates of the garages. The structural precast at the south garage consists of a total of 1,368 pieces and was erected in seven months. The structural precast at the north garage consists of 1,631 pieces and was erected in five months. Erection for both garages averaged 13 pieces per day, per crane. The costs for each garage are as follows: South – base: \$44,700,000 and final: \$45,575,000. North – base: \$31,500,000 and final: \$30,145,000.

#### k. Statement Of How The Project Compares To The Parking Garages Contemplated Herein

**Project Description - North and South Parking Garages:** The parking garages at the DOD/BRAC 133 (WHS) project include the design and construction of two separate parking garages – North and South. The two parking structures provide roughly 1.3 million SF of space, accommodating 3,900 vehicles. The North garage is 711,900 SF, and the South garage is 550,300 SF. The structural precast concrete on the DOD/BRAC-133 parking garages consists of structural wall panels, sheer-walls, columns, inverted tee beams and double-tee decks sitting on cast-in-place foundations. Foundations include a temporary driven pile and wood lagging SOE system, with concrete foundation walls, grade beams and spread footings. Architectural elements include an off-set green screen wall on three sides of the North garage, and architectural-faced precast panels on the exterior of the South garage. Mechanical elements include a dry-pipe sprinkler system in both garages, as well as two fully sprinklered and ventilated underground levels in the North garage.



October 25, 2012

Mr. Donald R. Legg, CPPO  
Loudoun County, Virginia  
Procurement Division, MSC 41C  
1 Harrison Street, SE, 4th Floor  
Leesburg, Virginia 20175

RE: **Loudoun County Parking Garages**  
**Solicitation for Proposal Number: C-1932**

Dear Mr. Legg:

Clark Construction maintains a strong relationship with Duke Realty Corporation and our contact Peter Harrington, who as Senior Vice President worked with Clark throughout the construction of the North and South Parking Garages and the other buildings in the DoD/BRAC 133 Project at Mark Center. This letter affirms this relationship and authorizes us to list Mr. Harrington as a reference regarding the design, finance, and development of this past project. His contact information is included with our past project information within this submission.

Sincerely,  
**CLARK CONSTRUCTION GROUP, LLC**

A handwritten signature in blue ink, appearing to read "Magruder", with a stylized flourish at the end.

William I. Magruder  
Senior Vice President



LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

**DULLES STATION**

**a. Name / Address / Location Of Project**

Dulles Station / Dulles Station Boulevard / Herndon, Virginia

**b. Development Team Members**

[including lead private entity(s), project architect, general contractor, lender(s) and equity provider(s)]

Lead Private Entity:

Washington Real Estate Investment Trust (WRIT)

Lender(s):

None – all cash

Project Architect:

Cooper Carry

Equity Provider(s):

Washington Real Estate Investment Trust (WRIT)

General Contractor:

Hitt Contracting, Inc.

**c. References**

[include a letter authorizing each reference to respond to inquiries regarding the design, financing and development of the referenced project as well as any prior projects]

|   |                       |  |   |           |
|---|-----------------------|--|---|-----------|
| 1 | Name(s):              | <b>References provided for Trammell Crow Company are located in Section 1.</b> |   |           |
|   | Address:              |  | Telephone No:   | Type here |
|   | Email address:        | Type here  |   |           |
|   | Authorization Letter: | Included <input type="checkbox"/>  | Not Included, to be provided under Separate Cover <input checked="" type="checkbox"/> |           |

**d. Site Plan, Photographs, Project Renderings**



LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY



**e. Evidence Of Design Excellence And Inclusion Of Sustainable Design Features**

See above photos of completed project

**f. Development Scope**

| i. Land area (square feet) | ii. Square footage of buildings<br>(broken down by product type) | iii. Construction type<br>(pre-cast, cast in place, etc.) |
|----------------------------|--|---|
| 229,561 SF                 | 185,073 bldg., 1,302 parking spaces                              | Cast in place   |

**g. Development costs (excluding land costs)**

| i. Total Project Development Costs | iii. Soft Costs                            |
|------------------------------------|--|
| \$41,141,967                       | \$6,786,806                                |
| ii. Hard Costs (Total and \$/SF)   | iv. Development Fees                       |
| \$32,902,888                       | \$1,340,796 plus deal profit upon lease up |

**h. The Sources And Amounts Of Project Funding**

Fully funded by all equity, no loans

**i. Project Timeline From Initial Planning To Land Acquisition To Construction Completion**

Initial planning was 8 months including due diligence, acquisition and closing; Construction including building was 17 months.

**j. Challenges Associated With The Project**

Rock, phased construction garage build allocated for two buildings.

**k. Statement Of How The Project Compares To The Parking Garages Contemplated Herein**

Trammell Crow Company was the development manager from site acquisition, entitlement, financing to construction completion for the office building and the stand alone garage.

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

## RESTON STATION TRANSIT CENTER

### a. Name / Address / Location Of Project

Reston Station Transit Center / Reston Station Blvd / Reston, VA

### b. Development Team Members

[including lead private entity(s), project architect, general contractor, lender(s) and equity provider(s)]

Lead Private Entity:

Fairfax County & Comstock Partners

Lender(s):

Not in our purview

Project Architect:

Davis, Carter, Scott Ltd

Equity Provider(s):

Not in our purview

General Contractor:

James G. Davis Construction Company

### c. References

[include a letter authorizing each reference to respond to inquiries regarding the design, financing and development of the referenced project as well as any prior projects]

|   |                       |   |  |              |
|---|-----------------------|---|--|--------------|
| 1 | Name(s):              | Andrew Miller, Project Manager  |  |              |
|   | Address:              | Fairfax County DPWES<br>Herrity Building, 12055 Government Center Pkwy,<br>Fairfax VA 22035 | Telephone No:  | 571.313.8523 |
|   | Email address:        | Andrew.Miller@fairfaxcounty.gov   |  |              |
|   | Authorization Letter: | Included <input checked="" type="checkbox"/>  | Not Included, to be provided under Separate Cover <input type="checkbox"/> |              |
| 2 | Name(s):              | Christopher Clemente  |  |              |
|   | Address:              | Comstock Partners<br>1886 Metro Center Drive, 4 <sup>th</sup> Fl, Reston, VA 20190          | Telephone No:  | 703.883.1700 |
|   | Email address:        | cclemente@comstockcompanies.com   |  |              |
|   | Authorization Letter: | Included <input checked="" type="checkbox"/>  | Not Included, to be provided under Separate Cover <input type="checkbox"/> |              |

### d. Site Plan, Photographs, Project Renderings

Figure 1: G2 Level plan featuring parking garage, kiss & Ride, Bike Storage and Bus Station in the center.

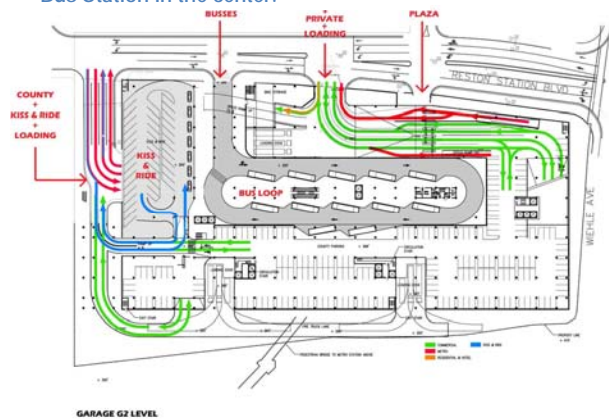


Figure 2: Public Plaza & Covered Escalators to Transit Center.



Figure 3: Bus Bays, Bike Storage, and Escalators to Public Plaza.



LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

**e. Evidence Of Design Excellence And Inclusion Of Sustainable Design Features**

A 1.3 million square foot Public/Private Parking Garage which will serve the Wiehle Avenue Metro Stop. The 7 story above/below garage will provide 2,800 spaces, parking for 12 buses and a kiss and ride lane with parking for an additional 45 cars.

The Phase I Reston Station Garage will serve as the pedestal for a new mixed-use development which includes three office buildings, a hotel and a residential building. This initial phase will also feature a public plaza with glass enclosed escalators serving ground floor retail.

By repurposing the commuter bus parking lot site into a transit-oriented development, **Reston Station** is inherently a sustainable solution. Additional sustainable efforts include:

- use of locally sourced materials for construction;
- design of energy-efficient buildings planned;
- use of LED lighting fixtures in the parking garage; and, secured bike storage facility helps to further encourage low carbon-footprint in the environment.

**f. Development Scope**

| i. Land area (square feet) | ii. Square footage of buildings (broken down by product type)  | iii. Construction type (pre-cast, cast in place, etc.)   |
|----------------------------|--|--|
| 979,096 SF                 | Transit Center: 1,350,000 SF Total, Kiss & Ride 23,000 SF (49 spaces), Public Garage 960,000 SF (2,300 spaces on 4 levels) Parking + 52,000 SF for Bus Terminal, Private Garage 405,000 SF parking. Also included in Phase 1: Street Level Retail approx. 2,000 SF. A 10 bay bus loop with 2 additional over flow bays, 120 SF of secured bike storage and 30 feet of commuter drop off. | Reston Station is a 100,000 cubic yard Cast-in-Place Concrete structure. Other construction methods used include: mild steel construction with 10 inch slabs in the parking areas and 14 to 16 inch slabs for the areas used by trucks and buses. The 45 & 60 feet spans over the bus terminal, and are supported by 24 x 48 inch Post Tension Girders.<br><br><i>2013 Washington Building Congress for Craftsmanship Award for Cast-in-Place Concrete</i> |

**g. Development costs (excluding land costs)**

| i. Total Project Development Costs | iii. Soft Costs  |
|------------------------------------|--|
| \$100.2 million                    | \$1.86 Million (Architect, MEP, Structural, Telecom, Elevator, Lighting, and Fire Protection Fees) |
| ii. Hard Costs (Total and \$/SF)   | iv. Development Fees   |
| \$98.4 Million                     | Not in our purview   |

**h. The Sources And Amounts Of Project Funding**

85% Public Funds from Fairfax County and 15% Private Funds from Comstock.

**i. Project Timeline From Initial Planning To Land Acquisition To Construction Completion**

County Land acquisition in 1980, serves as Commuter Parking lot & Bus Station for 30 years  
Design began in 2009  
May 29, 2010 County Approval  
Construction of the garage started April 2011  
Phase I Construction completion Fall 2013



#### j. Challenges Associated With The Project

**CHALLENGE: Oversight.** In addition to the Fairfax County Board of Supervisors, various land owners and partners were involved with the Silver Line Expansion, including: Reston Zoning, Reston Design Review Board, Reston Community Groups and Dulles Transit Partners, made up by MWAA and WMATA. **SOLUTION:** By working together, the DCS Design (Primary Architect) and Comstock facilitated team building exercises with their public-private partner, Fairfax County, to earn their trust; to bridge gaps, if any, between the two entities on what the goals and objectives were for the project; and, to coordinate with the additional stakeholders in the project in order to strike the right balance in the delivery of the vision for **Reston Station**.

**CHALLENGE: Schedule.** A key component of the Public-Private Partnership agreement between the Developer and Fairfax County committed the project team to delivering the Transit Center by August of 2013 for the opening of the Silver Line Expansion. **SOLUTION:** The aggressive schedule provided only 18 months for rezoning of the site, reducing the time from what is typical for a project of this scale. Given the Public-Private nature of this project, greater scrutiny meant extra planning commission meetings were dedicated to the project and hundreds of hours of meetings by the aforementioned planning groups would be added to the usually lengthy rezoning process. DCS worked in synch with the Comstock to provide the support and materials required and would accomplish it in less than that timeframe, contributed greatly to meeting the August 2013 deadline.

**CHALLENGE: Program.** How to develop a world-class transit-oriented development with many mixed uses on a small complicated site? **SOLUTION:** Very carefully. Bring lots of outside-of-the-box creativity. Having clear lines of communication established early on benefitted planning efforts in building consensus on the development's program. Sloped topography of the site provided an opportunity for DCS to design the development by stacking uses on a podium-like structure.

#### k. Statement Of How The Project Compares To The Parking Garages Contemplated Herein

**Reston Station Parking Structure & Transit** can be closely compared to the Loudoun Garages in their scale, adjacency to the Silver Line Expansion, and overall goal in serving as a catalyst for future redevelopment that places greater emphasis on sustainability while reducing traffic on a heavily congested roadway. The planning team created a site specific design solution to fit the ambitious program into the compact and heavily sloped site, dealing with many issues which will face the Loudoun Garages.

**Reston Station** has set a new bar for transit-oriented development in the Metropolitan Washington Region and beyond. Much like the transformative nature Reston Town Center had on the idea of what planned community could be, **Reston Station changes the perception of how Public/Private Partnership can work together** to achieve a balanced mix of uses in a dense urban environment. We believe the proposed Loudoun County Garages can be an extension of those goals. DCS and the development team worked together meticulously for many months to build up a trust with Fairfax County Board of Supervisors and as a result, once each party understood the goals they had in common were mutually beneficial for both and for the community at large, the project was able to move forward with renewed energy. With Trammell Crow and Dulles 606 Partners we will also engage Loudoun County in a similar process in order to design, build and operate these parking structures. This Public/Private Partnership allowed greater team collaboration on all fronts, especially with such a MASSIVE project, and on a fast-track schedule with a view to delivering the first phase by December 2013. Given Loudoun County is seeking to develop these Parking Garages in a similar manner, our experience in using an open and collaborative process to complete **Reston Station** while allowing multiple stakeholders to help shape the final outcome will be a key factor in the successful outcome of Loudoun County's garages.

## FRANCONIA SPRINGFIELD METRO STATION PARKING GARAGE

### a. Name / Address / Location Of Project

Franconia Springfield Metro Station Parking Garage/ 6880 Frontier Drive Springfield, VA 22150

### b. Development Team Members

[including lead private entity(s), project architect, general contractor, lender(s) and equity provider(s)]

Lead Private Entity:

WMATA

Lender(s):

Not available

Project Architect:

Equity Provider(s):

Not available

General Contractor:

The Donohoe Companies, Inc.

### c. References

[include a letter authorizing each reference to respond to inquiries regarding the design, financing and development of the referenced project as well as any prior projects]

|   |                       |                                      |   |              |
|---|-----------------------|--------------------------------------|---|--------------|
| 1 | Name(s):              | Patrick Schmitt                      |   |              |
|   | Address:              | 600 Fifth Street, NW, Washington, DC | Telephone No:   | 202.962.1783 |
|   | Email address:        | rschmitt@wmata.com                   |   |              |
|   | Authorization Letter: | Included <input type="checkbox"/>    | Not Included, to be provided under Separate Cover <input checked="" type="checkbox"/> |              |

### d. Site Plan, Photographs, Project Renderings



### e. Evidence Of Design Excellence And Inclusion Of Sustainable Design Features

The Franconia Springfield Metrorail Station anchors the south end of the blue line commuter rail from Washington, DC. The Station was experiencing a significant increase in parking demand and decided to add a horizontal expansion even though a 4,000 space 5-level parking facility was already on site. The additional 1,050

space horizontal expansion brings the capacity for parking at the station to nearly 5,200 spaces. The facility is four bays wide with a two way single-threaded circulation system designed to handle the high peak hour traffic volumes demanded by this busy commuter rail station. Both vehicular and pedestrian flows to the existing garage occur through a 30-foot wide bridge near the existing garages stair/elevator tower. Within each new stair tower glass was used extensively use of glass to provide an “open” feeling increasing pedestrian perception of comfort and security.

This facility represents Washington Metro Area Transit’s (WMATA) second experience with the design-build project delivery system. Walker and the contractor were part of both the first and this second design-build WMATA project. The facility is scheduled to open in summer of 2003, only 20 months after the notice to proceed was given. Significant design issue included the successful resolution of dissimilar fire ratings for the original garage and the expansion, incorporating a car/small bus drop off area within the garage, utility constraints, phased demolition of tieback walls and a tight site. Precast, prestressed concrete was selected for its speed of construction, as well as its long-term durability and low maintenance.

The durability of the precast concrete is derived through pre-stressing, stainless steel tee flange connections, high strength and low water-cement ratio. Additional measures taken were positive drainage, corrosion inhibiting admixtures and transverse post-tensioning of the precast tee flanges.

#### **f. Development Scope**

| i. Land area (square feet) | ii. Square footage of buildings<br>(broken down by product type) | iii. Construction type<br>(pre-cast, cast in place, etc.) |
|----------------------------|--|---|
|                            |  | Precast pre-stressed concrete structural system           |

#### **g. Development costs (excluding land costs)**

| i. Total Project Development Costs | iii. Soft Costs      |
|------------------------------------|----------------------|
| \$12,300,000                       | Not available        |
| ii. Hard Costs (Total and \$/SF)   | iv. Development Fees |
| Not available                      | Not available        |

#### **h. The Sources And Amounts Of Project Funding**

Not available

#### **i. Project Timeline From Initial Planning To Land Acquisition To Construction Completion**

Walker was engaged to provide parking design services in January, 2001 and the facility opened in the summer of 2003, only 20 months after the notice to proceed was given.

#### **j. Challenges Associated With The Project**

Significant design issue included the successful resolution of dissimilar fire ratings for the original garage and the expansion, incorporating a car/small bus drop off area within the garage, utility constraints, phased demolition of tieback walls and a tight site.

#### **k. Statement Of How The Project Compares To The Parking Garages Contemplated Herein**

Over recent years, Walker has had extensive experience designing parking garages at WMATA and VRE stations across Washington, DC, Maryland, and Virginia. These projects have provided Walker with a significant amount of experience and insight relative to WMATA’s processes, along with significant experience with Zoning Code requirements relative to parking. Additionally, Walker has been involved in the design of several terminus station garages, including Shady Grove Station, Vienna Station, Dunn-Loring Merrifield Station, and New Carrollton Station. At the Franconia Springfield Metro Station Garage, Walker was the engineer of record for WMATA’s second design-build project delivery system. We have extensive experience providing functional design and structural engineering, MEP Engineering and Signage and Graphics design.

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

**Disclaimer:**

Per Section 4.1.4 (A).3 our team authorizes the County to contact any and all references for the purposes of this Solicitation.



LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

3. *Financial Qualifications and Capacity* - Statements regarding the Offeror's (as well as any other private entity that will be providing completion and/or parent guarantees) financial creditworthiness and past development experience which can be verified, including the names and addresses of at least three commercial or institutional credit references and a letter authorizing each credit reference to respond to inquiries from the County. At least two of the references should be lending institutions.

TCC is an independently operated subsidiary of CBRE Group, Inc. (NYSE: CBG), a Fortune 500 and S&P 500 company. CBRE is the world's largest commercial real estate services firm, and as a publically traded company, the company's 10K for 2012 is publicly available and has all financial information. In 2012, CBRE's full year revenue was \$6.5 billion (an increase of 10% over 2011) and it had a normalized EBITDA of \$918.4 million (an increase of 14% over 2011). The current market cap of CBRE is approximately \$7.7 billion dollars, and TCC leverages CBRE's balance sheet to procure financing.

TCC and CBRE provide Wells Fargo Bank as a lender reference nationally:

**WELLS FARGO BANK**

Los Angeles Regional Commercial Banking Office  
333 South Grand Avenue  
Los Angeles, CA 90071

*Bank Officer:*

**Heather Frudakis**

Relationship Associate

333 S. Grand Ave 3rd Floor  
Los Angeles, CA 90071

Tel (213) 253-6137

Fax (855) 729-3712

Heather.frudakis@wellsfargo.com

On local projects TCMD has used Wells Fargo Bank, J.P. Morgan, TD Bank, Bank of America, USAA, CIT Group, US Bank, Nord LB, Society General, Bank of Midwest, Helaba, Bentall Kennedy and Union Bank of California as a few examples of lenders that financed development projects for TCMD. Other references are provided in Section A. 1.

## B. PROJECT CHARACTERISTICS

### 1. *Site Plan*

The budget, schedules and project financing options described in Section 3 are all based on the Route 772 South 100% Preliminary Engineering Plans per the Solicitation.

This proposal is fully in compliance with the PE drawings as included as part of the RFP and assumes that the site will be fully in Loudoun County's control at the time of development.

Specific information requested in the RFP regarding buffers, landscaping, storm water facilities, roadway connections and utility rights of way shall be as specified in the PE drawings. The number of spaces shall equal or exceed those shown on the PE plans.

The site's highly visible location on the Greenway and position within Moorefield Station all but mandates the highest quality architectural design consistent with the County's desire to keep parking fees low in order to encourage high levels of transit ridership. Specific techniques for achieving this goal will be to create high levels of architectural interest in dominant features such as the stair towers and elevator overrides, articulation of the precast elements of the architectural skin and use of high quality exterior finishes especially on most highly visible facades of the building. It must be noted, that the current design of the garage is to WMATA standards which mandate a number of conditions such as much higher than necessary floor to floor dimensions. Should the County elect to use design and structural parameters that are closer to best practices, these savings would allow for higher levels of architectural and exterior finishes.

### 2. *Modifications to the 100% Preliminary Engineering Plans*

The budget, schedules and project financing options described in Section 3 are all based on the Route 772 South 100% PE drawings per the Solicitation. However, our team feels that the savings created in developing a garage not having to meet some WMATA standards may be better used by creating a more attractive and user friendly garage. We anticipate the savings for a more efficient design and not having to meet this standard to substantially offset any increases for a better, more attractive design.

Our study has determined that the Route 772 South 100% Preliminary Engineering Plans do not exactly match the site area of the Moorefield Station Proffers. We do believe there is an effort on behalf of the parties (Loudoun County and Moorefield Station), and the time allowable, to correct this inconsistency which we consider to be minor. We also believe the access to the site may not be provided exactly as shown on these same documents, but to the best of our knowledge, access will be available to the garage by 2018 as provided by Moorefield Station. This solicitation has also stated that an Offeror may assume lands will be available in time to support construction. Our budget has taken both of these items into consideration.

Based on the completion of a financeable parking demand study, if the study showed the demand for parking warranted the construction of additional parking garage spaces, then our team would be willing to construct the additional garage spaces under the same applicable terms and conditions as currently submitted.

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

3. *Site Control for Route 772 North (not applicable)*

Not applicable to this proposal.

4. *Utilities*

We have reviewed the existing utilities available to the site and have included an estimate in the construction costs to provide the garage with all required utilities for the opening in 2018. This includes all wet and dry utilities, fees and costs to deliver and operate the garage and any required modifications to the 100% PE plans that have not taken into account impervious areas for stormwater management. All required utilities are (or will be) proximate and have sufficient capacity to construct the garages as currently designed.

5. *Project Schedule*

Below is the projected schedule to meet an opening of the garage in 2018 to coincide with the Silver Line Phase 2 opening.

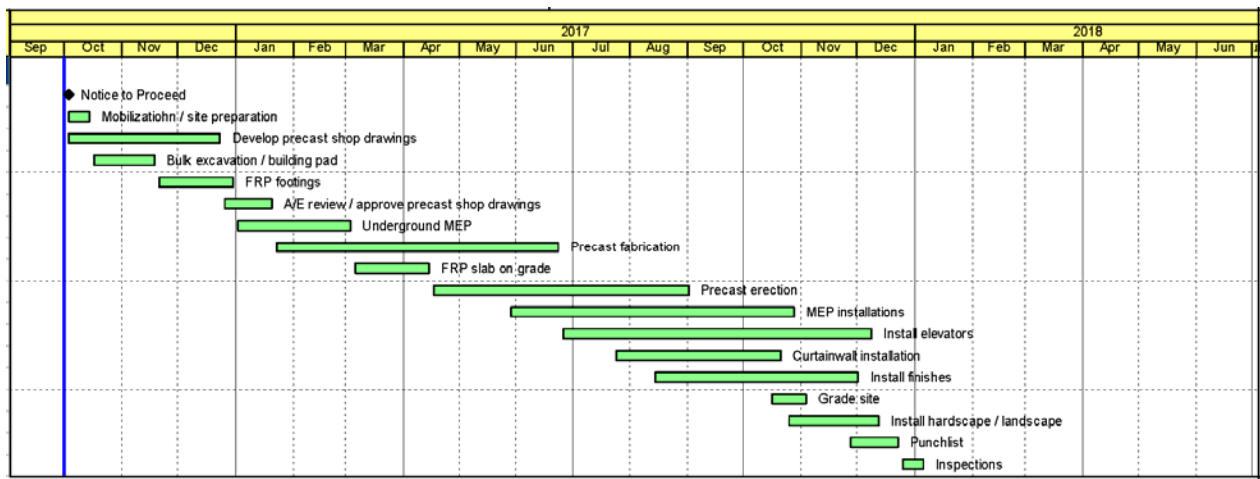
**CONSTRUCT THE ROUTE 772 SOUTH GARAGE PER THE 100% PRELIMINARY ENGINEERING PLAN**

- a. Submission of Detailed Proposals – October 30, 2013
- b. Loudoun County BOS Approval for Selection of Private Entity – December 2013
- c. Negotiate/Sign Interim Agreement with Loudoun County – February 2014
- d. Investment Grade Parking Demand Study Completed – May 2014
- e. Approval of USDOT for the project to qualify for Private Activity Bonds (PAB's) creating tax exempt debt financing – May 2014
- f. Receipt of a Preliminary Credit Assessment Private Activity Bonds (PAB's) at minimum of "BBB" or better – May 2014
- g. Loudoun County Written Notice to MWAA that Loudoun will proceed to build garages – July 2014
- h. Execution of Comprehensive Agreement with Loudoun County – July 2014
- i. Private Entity and Loudoun County Agreement with MWAA – July 2014
- j. Notice to Proceed to all Design Consultants – July 2014
- k. Submit for Permits –Start all permitting processes/land use approvals October 2014
- l. Completed Final Design – December 2015
- m. All Permit Approvals – July 2015
- n. Finalize Construction Contract (GMP) –July 2016

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

- o. Finalize Budget –July 2016
- p. Closing of PAB's or County Debt and Equity Financing – August 2016
- q. Garage Construction Commencement - October 1, 2016
- r. Construction Completion – January 2018
- s. Commissioning – during construction completion – January 2018

Items E and F are not required if Scenario 2 is selected. These items would be replaced by the County creating taxable debt financing. Below is a portion of Clark Construction's Schedule.



## 6. Operations and Maintenance Plan

### Operating Expenses

Operating expenses for the Project, excluding deposits to reserves for Renewal and Replacement, are estimated to be \$573,400 in the first year of operations (2018), or \$372.62 per space. Real estate and personal property taxes have not been included in the estimate, pending additional consultation with the County. For the purposes of the Pro Forma Financial Analysis that accompanies this proposal, operating expenses are projected to increase at an annual rate of 2.5%. Details of the operating expense assumptions may be found in the accompanying Pro Forma. The following operating expenses are included in the analysis:

- o Payroll expenses and applicable payroll taxes for employees performing services for the Parking Facility and including provision for vacation pay, pension, health and welfare programs and other benefit obligations;
- o The costs of garage insurance;
- o The costs of supplies;
- o The cost of listed repairs but not limited to:
  - Lighting/electrical
  - Plumbing
  - Elevator – service contract and repairs
  - Parking access control equipment
  - Garage sweeping (6 times/year)

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

- Garage Scrubbing (1 time/year)
- Signs
- Trash service
- Pest control service
- Snow Plowing
- Uniforms for on-site employees;
- The costs of contracted Security **(24/7 at \$25/hr-can be reduced or allocated)**;
- Postage & freight;
- The costs of printing parking tickets and related forms;
- The costs of credit card processing and banking fees;
- Legal fees for processing and defending property damage claims relating to the Parking Facility (Manager and/or Owner in all events reserving the right to select legal counsel to defend its/their interest if Manager and/or Owner is named as a defendant in any lawsuit relative to the Parking Facility;
- The cost of data processing, bookkeeping, third party accounting and preparation of monthly reports;
- License and Permit fees;
- Telephone, gas, electric, water and other utility charges for consumption or use at the **Parking Facility only**;
- Any sales, use, service, parking and other similar taxes imposed upon Contractor by the County, or by any other governmental or administrative body, entity or agency, for services rendered by Contractor hereunder, or imposed or assessed for the use and operation of the Parking Facility;
- Contractor's Management Fee

### Renewal and Replacement

Renewal and Replacement Reserve deposits are included in the Pro Forma Financial Analysis at an initial rate of \$75 per space in the first year of operation (2018), increasing annually at a rate of 2.5%. Major maintenance and renewal projects expected to be funded from these deposits include:

- **Sealants** every 7 years at roof and 10 year lower levels
- **Washes** traffic top at roof, sealer at lower levels every 7 years starting year 7
- **Striping** every 10 years
- **PARCS** every 7 years (re-use conduit)
- **New Light Fixtures** Every 25 years (re-use conduit)
- **Elevator** – New cabs, doors, door frames, controls and motors for elevators every 25 years

### Advanced Marketing

We understand that the parking public has many choices and know that proactive outreach and creative marketing can provide substantial and sustained returns. Marketing campaigns can include the following suite of services:

#### Websites

Branded Corporate Website  
Custom Parking Guides

#### Email Marketing

Direct to Consumer  
Managed Clients

#### Partner Marketing

Business Partners  
Employers

LOUDOUN COUNTY  
SOLICITATION FOR PROPOSAL C-1932 RESPONSE  
ROUTE 772 SOUTH METRORAIL STATION PARKING FACILITY

Member Organizations

**Ecommerce**

Daily, Event, Monthly online sales support

**Search Marketing**

Content Management (SEO)

Pay Per Click Ads (PPC)

Local Search Marketing

**Social Media**

Facebook

Twitter

**Traditional Marketing**

Print Collateral

Print Ads

Direct Mail

Promotional Signage