

VIRGINIA BEACH
SPORTS +
CONVENTION
DISTRICT



COLUMBIA PLACE, WASHINGTON, DC
DEVELOPED BY CAPSTONE DEVELOPMENT
DESIGNED BY COOPER CARRY

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June 20, 2022

Mr. Jeffrey Smith
Business Development Coordinator
City of Virginia Beach, Dept. of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462

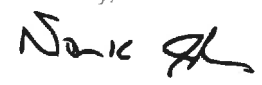
Dear Mr. Smith,
Thank you for the opportunity to present this proposal for the development of the Virginia Beach Sports & Convention District: our vision for a new neighborhood connecting the Virginia Beach Sports Center and the Virginia Beach Convention Center, to the ViBe Creative District and the Virginia Beach Resort District.

The development of the Virginia Beach Sports & Convention District will:

- Enhance the competitive positioning of the Virginia Beach Sports Center and the Virginia Beach Convention Center and ensure that Virginia Beach becomes one of the country's leading destinations for sports and conventions by creating a compelling array of dining, entertainment, retail, and lodging options at the front door the City's sports and convention facilities.
- Provide a traffic and parking solution to support the continuing growth of the Virginia Beach Resort District, the ViBe Creative District, the Virginia Beach Sports Center, the Virginia Beach Convention Center, as well as the new development comprising the Virginia Beach Sports & Convention District.
- Create a vibrant, walkable neighborhood of high-quality, affordable and market-rate housing, to support continued employment growth in Virginia Beach.
- Deliver a significant number of construction and permanent jobs for residents of Virginia Beach, and opportunities for Virginia Beach businesses through the development and operation of the new neighborhood and retail corridor, as well as generate incremental municipal revenues from a diverse mix of sales and property taxes.

The development team for the Virginia Beach Sports & Convention District is comprised of Capstone Development, EDENS, MEB General Contractors, and Cooper Carry Architects. The team has extensive experience working with public and private stakeholders to create vibrant, urban projects. Additionally, the majority of team members have previously collaborated on other complex development projects.

Thank you again for the opportunity to present our vision for the Virginia Beach Sports & Convention District. We look forward to working with the City of Virginia Beach to realize this transformative project.

Sincerely,


Norman K. Jenkins, President
Capstone Development, LLC
(202) 470-3122, njenkins@capstonedevco.com





FINANCIAL CAPABILITY

DEVELOPMENT TEAM'S FINANCIAL CAPACITY

Capstone Development, LLC

Capstone Development LLC and its affiliates ("Capstone") has developed or acquired \$1.2 billion of real estate since its founding in 2009. As of year-end 2021, Capstone has \$238 million of equity under management, representing \$523 million of real estate investments. Capstone capitalizes its projects with institutional capital partners including private equity funds, pension funds, sovereign wealth funds and family offices. On the debt side, Capstone has extensive relationships with domestic and international lenders, both public and private. Capstone has successfully capitalized single projects up to \$515 million.

Capstone Development, LLC ("Capstone") does not maintain company-level financial statements. Capstone operates as a holding company for various real estate investments, which are individually capitalized with project-specific debt, and project-specific equity invested by Capstone and various institutional limited partners. Capstone has demonstrated its capacity to capitalize development projects up to \$515 million of development cost, and working in conjunction with other general partners, can capitalize larger transactions as well.

EDENS

EDENS is a domestically controlled, private real estate investment trust with 105 shopping centers comprising \$6 billion in asset value. The Company is supported by three entity-level institutional investors (JP Morgan, NYSTRS and Blackstone) that collectively have nearly \$4 billion in equity invested in the Company. This capital structure has provided EDENS with uninterrupted, committed institutional equity since 2006. This structure affords EDENS significant discretion to allocate capital and resources at the entity level as opposed to a project-by-project investment strategy. EDENS is one of the few privately held REITs with a BBB investment grade credit rating from DBRS Morningstar. EDENS investment-grade quality and numerous strategic lending relationships provides access to unsecured borrowing, including a \$700M+ line of credit and \$250 million in committed but undrawn equity from its institutional investors.

MEB Group

MEB was founded in 1982 in Virginia Beach and is celebrating 40 years in business. Our history in the region as a leading construction firm has been marked by steady growth in revenue, employee base, and project size. Our most recent financial statement suggests that MEB is in a strong position. Key financial indicators from the year ended December 31, 2021 include working capital of nearly \$25M and a net worth of nearly \$40M. Our backlog of unearned contract value is in the strongest position in company history, nearly \$300M. Our bonding capacity is approaching \$700M and fixed debt leverage is minimal. MEB is a sound, stable and well managed firm with significant capacity and resources. MEB does not generally provide copies of its annual audited financial statements due to certain propriety information included in those statements. We have provided key financial capacity indicators from our most recent audit for the year ended December 31, 2021 in the statement above. Confidential review of audited financials can be provided at a later date.



PUBLIC-PRIVATE EXPERIENCE

CAPITOL VIEW, NASHVILLE, TN
DESIGNED BY COOPER CARRY

MARRIOTT MARQUIS

WASHINGTON, DC



The largest hotel in downtown Washington DC, the Marriott Marquis encompasses 1,024,131 square feet and 1,175 guestrooms and suites to area visitors and convention guests. The hotel sits adjacent to Mt. Vernon Square and connects to the Walter Washington Convention Center through a secure tunnel beneath 9th Street NW. The project also integrates the existing historic American Federation of Labor building, providing a separated guestroom tower connected at the lobby and 4th floor.

The site includes banquet and meeting space to accommodate events, a full-service health club, and five separate retail and restaurant outlets on the ground floor. The building's parking deck includes 401 parking spaces. The building is LEED-Silver certified.

Capitalization comprised of private debt; private equity; tax increment financing; municipal ground lease.

OWNER / DEVELOPER

CAPSTONE, QUADRANGLE

CLIENT

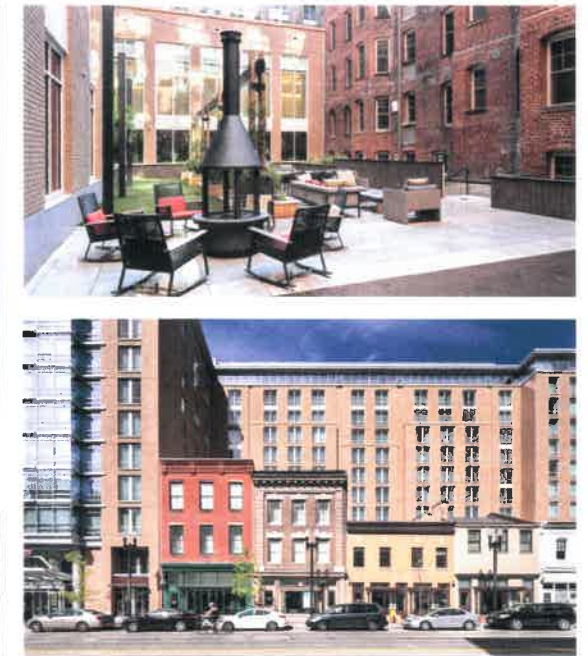
CAPSTONE, QUADRANGLE,
DISTRICT OF COLUMBIA

SCOPE

PUBLIC PRIVATE PARTNERSHIP
1,024,131 GSF, 1,175 HOTEL
KEYS, 5 RESTAURANTS

COLUMBIA PLACE

WASHINGTON, DC



Columbia Place is a mixed-use site with a dual brand hotel and apartment building. Located at the corner of L Street and 9th Street NW in Washington DC, the project is adjacent to the existing Walter Washington Convention Center and the Marriott Marquis described on the previous page. The \$230 million project includes 357 Courtyard by Marriott rooms, 147 Residence Inn rooms and 203 apartments.

In addition, the Lurgen, an historic apartment building on L Street was renovated and repositioned. A civil war era home was relocated along L Street approximately 30 feet to maximize its potential within the design. The project is supported with two levels of underground parking. Ground floor retail have been strategically placed in three of the townhomes for maximum visibility and access.

Capitalization comprised of private debt; private equity; tax increment financing.

OWNER / DEVELOPER

CAPSTONE, QUADRANGLE

CLIENT

CAPSTONE, QUADRANGLE

SCOPE

PRIVATE DEVELOPMENT FUNDING
643,000 GSF, RESIDENTIAL: 223,000
SF, 200 UNITS; HOTEL: 350,000
SF, 500 KEYS; RETAIL: 3,000 SF;
PARKING: 70,000 SF BELOW GRADE

UNION MARKET DISTRICT

WASHINGTON, DC



EDENS Serves as the Lead Developer at Union Market District, a 45-acre district in NE Washington, DC. Union Market District has an authentic soul that permeates everything inside it- the people on the street; the architecture; the retail; the food; the sights and the sounds. It is a place where people are comfortable and energized, a place where creativity is inspired and a place that attracts builders, thinkers and doers.

At full build out, Union Market District will boast 8M SF of Development with over 6,000 Residential Units, 1M SF of Retail, 1M SF of Office, and 500 Hotel Keys.

Each project at Union Market is financed differently depending on the ownership and deal structures. Typically, the mixed-use developments involve a JV Partnership between two or more developers. Additionally, EDENS partnered with JGB Smith, Trammell Crow Residential, Gallaudet University, and the city of Washington D.C. to enact TIF Legislation for the entire Union Market District, which was formally executed in March 2020.

OWNER / DEVELOPER

EDENS, JBGS, TRAMMELL CROW
RESIDENTIAL, CARMEL, LCOR,
UDR, GABLES, GREAT GULF,
GALLAUDET UNIVERSITY

CLIENT

DISTRICT OF COLUMBIA, EDENS,
JBGS, TRAMMELL CROW
RESIDENTIAL, CARMEL, LCOR,
UDR, GABLES, GREAT GULF,
GALLAUDET UNIVERSITY

SCOPE

PUBLIC PRIVATE PARTNERSHIP;
8,000,000+ GSF; RETAIL:
1,000,000 GSF; RESIDENTIAL:
6,000 UNITS; OFFICE: 1,000,000
GSF; HOTEL: 500 KEYS

MOSAIC DISTRICT

FAIRFAX, VA



The Mosaic District was planned as a single 30-acre district, comprised of ten contiguous parcels. The development includes approximately 1,000 Residential Units, 500K SF of Retail, 75K SF of Office, 150 Hotel Keys, and 100 Townhouses. In addition, the Mosaic District contains almost two acres of park and open space.

Each project at Mosaic was financed depending on the ownership and deal structures. Typically, the mixed-use developments involve a JV Partnership between two or more developers. The Mosaic District also included TIF Bonds to finance public infrastructure improvements in 2011.

OWNER / DEVELOPER

EDENS, AVALON BAY,
MILL CREEK, EYA

CLIENT

FAIRFAX COUNTY, EDENS,
AVALON BAY, MILL CREEK,
EYA, TARGET, LODGEWORKS

SCOPE

PUBLIC PRIVATE PARTNERSHIP;
1,700,000+ GSF; RETAIL: 500,000
GSF; RESIDENTIAL: 1,000 UNITS;
OFFICE: 75,000 GSF; HOTEL: 150
KEYS; TOWNHOMES: 100 HOMES

VIRGINIA BEACH SPORTS CENTER

VIRGINIA BEACH, VA



This state-of-the-art design-build facility will host a diverse roster of sporting events and tournaments. With 285,000 SF of space, the Virginia Beach Sports Center features 12 basketball courts, 24 volleyball courts, a 200-meter hydraulically-banked track, and seating for 5,000 spectators. The facility also features warm-up lanes, dedicated athlete restrooms, dedicated officials locker rooms with private entrances, concession areas, meeting rooms, a mezzanine for viewing the track and courts, and an outdoor courtyard with event and staging space for ceremonies and live entertainment. The building design includes over 195,000 SF of programmable space to accommodate a variety of events using court space along with ability to lay the track flat. The MEB Design-Build Team provided conceptual floor plans, site layouts, cost estimating, and out-of-the box options that would create a state-of-the-art facility for the City of Virginia Beach. The project was completed two months ahead of schedule and without any cost additions to the contract.

This project was publicly funded and final cost was \$68M.

OWNER / DEVELOPER

CITY OF VIRGINIA BEACH

CLIENT

CITY OF VIRGINIA BEACH

SCOPE

DESIGN-BUILD P3, 285,000 SF

ADDITIONAL PUBLIC-PRIVATE DEVELOPMENTS FROM MEB GROUP:

Louisa County James River Water Project

Louisa, VA

Design-Build PPEA

\$17M

Publicly Funded

Southampton County WWTP & Infrastructure

Courtland, VA

Design-Build PPEA

\$27.4M

Publicly Funded

Caroline County Wastewater Treatment Plant Facilities Expansion and Upgrade

Bowling Green, VA

Design-Build PPEA

\$16.5M

Publicly Funded



DEVELOPMENT EXPERIENCE

MOSAIC DISTRICT

FAIRFAX, VA
500K SF RETAIL, 1,400 RESIDENTIAL UNITS, 75K SF OFFICE, 150 HOTEL KEYS



WOBURN VILLAGE

WOBURN, MA
275K SF RETAIL, 350 APARTMENT UNITS



ATHERTON MILL

CHARLOTTE, NC
115K SF RETAIL, 350 APARTMENT UNITS



SOUTH BAY

BOSTON, MA
510K SF RETAIL, 475 APARTMENT UNITS, 130 HOTEL KEYS



MARRIOTT MARQUIS

WASHINGTON, DC
1,024,131 SF AND 1,175 GUESTROOMS



COLUMBIA PLACE

WASHINGTON, DC
643,000 GSF, RESIDENTIAL: 223,000 SF, 200 UNITS; HOTEL: 350,000 SF, 500 KEYS; RETAIL:
3,000 SF; PARKING: 70,000 SF BELOW GRADE



OCEANAIRE RESORT

VIRGINIA BEACH, VA
191,000 SF, 18-STORY HIGH-RISE RESORT



VIRGINIA AQUARIUM

VIRGINIA BEACH, VA
MARINE ANIMAL CONSERVATION CENTER + SOUTH BUILDING ENHANCEMENTS & VET CENTER





MOSAIC DISTRICT, FAIRFAX, VA
DEVELOPED BY EDENS

REFERENCES

CAPSTONE DEVELOPMENT

DEVELOPMENT REFERENCES:

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Chief Investment Officer
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EDENS

DEVELOPMENT REFERENCES:

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Barbara Byron

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(Fairfax County partnered with Edens on their first ever TIF)

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EDENS | Chief Financial Officer
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MEB

DEVELOPMENT REFERENCES:

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Facilities Engineer (Retired)
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Nancy Helman

Director, Virginia Beach
Convention and Visitors Bureau
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President of Commercial Real Estate Finance
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Robin Cooke

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Portsmouth, VA 23704
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Daniel Grygo

Hampton Roads Bonding | A
Marsh & McLennan Agency LLC
1080 Laskin Road, Suite 204
Virginia Beach, VA | 23451
Phone: 757-422-8047



CURRENTLY ACTIVE DEVELOPMENTS

MIDTOWN UNION, ATLANTA, GA
DESIGNED BY COOPER CARRY



Langston Apartments, Washington, D.C.: 226,000 mixed-use project comprised of residential and retail components. Proposed construction start in 2022 and completion in 2024.

Liberty Park, Memphis, TN: 18-acre redevelopment project comprised of residential, retail, and hotel components to be developed on underutilized surface parking lots adjacent to Liberty Bowl Stadium. Proposed construction start in 2023 and completion of the initial phase in 2026.

Miami Gardens City Center, Miami Gardens, FL: 34-acre mixed-use development project comprised of residential, retail, and hotel components. Proposed construction start in 2023 and completion of the initial phase in 2025.

Lot 3, Washington, D.C.: a 626,000 square foot mixed-use project comprised of residential, laboratory, office, and retail components. Proposed construction start in 2023 and completion of the initial phase in 2026.

Bond Bread & WRECO Redevelopment, Washington, D.C.: a 590,000 square foot mixed-use development project comprised of residential, retail, and hotel components and including the adaptive reuse of two historic buildings. Proposed construction start in 2024 and completion in 2027.

Charlotte Gateway Station, Charlotte, NC: a 4.3 million square foot mixed-use development project comprised of office, residential, retail, hotel, and transit station components. Proposed construction start in 2024 and completion of initial phase in 2027.



Union Market District

Washington, DC, 8M SF Development, 1M SF Retail, 6,000 Apartment Units,
Lead Developer: EDENS
Partners: Washington DC CFO, Gables Residential, UDR, TCR, LCOR,
Ranger Properties, MOB Hotel, Great Gulf, JBGS, Gallaudet University

Howard University

Washington, DC, 1.5M SF Development, 100k SF Retail, 850 Apartment Units
Partners: Howard University, EDENS, Capstone, Menkiti, Five Squares

RiNo

Denver, CO, 250K SF Retail, 400 Apartment Units
Lead Developer: EDENS
Partners: Volunteers of America

North DeKalb

Decatur, GA, 300K SF Retail, 1,500 Apartment Units,
150K SF Office, 130 Hotel Keys, 75 Townhomes
Lead Developer: EDENS

West Village

Atlanta, GA, 150k SF Retail, 180 Apartment Units
Lead Developer: EDENS
Partners: Great Gulf

Princeton Shopping Center

Princeton, NJ, 225k SF Retail, 220 Apartment Units
Lead Developer: EDENS
Partners: Avalon Bay

Cabin John Shopping Center

Potomac, MD, 340k SF Retail, 48 Townhomes
Lead Developer: EDENS
Partners: EYA

Burtonsville Crossing

Burtonsville, MD, 130k SF Retail
Lead Developer: EDENS



Municipal Buildings 1, 2, and 11

Virginia Beach, VA // \$50.6M

Plasser American New Office Bldg + Manufacturing Plant Expansion

Chesapeake, VA // \$41M

Cobbs Creek Reservoir, Dam, and Facilities

Columbia, VA // \$48M

Aircraft Apron Airfield Site Improvements, Phase I

Ft. Eustis, Newport News, VA // \$50M

Virginia Aquarium - South Building Enhancements and Vet Center

Virginia Beach, VA // \$27M

Virginia Aquarium - Marine Animal Conservation Center

Virginia Beach, VA // \$14.3M

Surry Hydraulic Improvements and Interceptor Force Main

Surry, VA // \$36.8M

Norfolk Ohio Creek Watershed Project - CMAR

Norfolk, VA // \$107.5M

Norfolk Ohio Creek Watershed Project – Pump Stations

Norfolk, VA // \$22.5M

Dry Dock Flood Protection Improvements

Norfolk Naval Shipyard, Portsmouth, VA // \$43.7M

Fuels Facility Replacement RGAFF, Fort Hood

Fort Hood, Killeen, TX // \$28M

James River SWIFT

Newport News, VA // \$80.8M

Roanoke Regional WPCP Digester Upgrade & Rehabilitation Phase I

Roanoke, VA // \$10.5M

Phase 3 WTP Improvements

Elkton, VA // \$14M



MARRIOTT

MARRIOTT

ORONS
ROOF

TEAM

MARRIOTT OCEANFRONT VIRGINIA BEACH, VA BEACH, VA
DESIGNED BY COOPER CARRY

CAPSTONE

CO-DEVELOPER / PROJECT OWNER

Capstone develops and acquires commercial real estate properties, with significant expertise in public-private partnerships and hotel development. Since its founding in 2009, Capstone has developed or acquired over 6,500 units of hotel and multi-family residential property throughout the eastern and southeastern U.S.

Capstone partners with institutional investors including pension funds, private equity funds, sovereign wealth, and family offices and has developed or acquired over \$1.2 billion of real estate assets.

Capstone provides its clients and partners a full array of real estate services including acquisitions, capitalizations, dispositions, development management, and asset management.

COMPANY NAME

Capstone Development, LLC

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PRIMARY CONTACT

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President
(202) 470-3121
njenkins@capstonedevco.com

COMPANY WEBSITE

www.capstonedevco.com

Norman K. Jenkins CPA

Co-Developer / Project Owner

Norman Jenkins is President of Capstone Development, a privately held firm he founded in 2009. Prior to launching Capstone, he was a senior executive and corporate officer of Marriott International Inc. During his 16-year tenure with Marriott, he served in a variety of leadership roles including, Senior Vice President of North American Lodging Development, Vice President and Chief Financial Officer of Ramada International, and Vice President of Owner and Franchise Services. Prior to joining Marriott, Norman spent five years with McDonald's Corporation where he held positions in finance and operations.

Norman currently serves on the board of directors of AutoNation (NYSE: AN), Duke Realty (NYSE: DRE) and New Senior Investment Group (NASDAQ: SNR). He is a member of the Developer Roundtable of Washington, D.C. and is a former member of the Suburban Hospital Board of Trustees and the Howard University Board of Trustees.

RELEVANT PROJECTS

Marriott Marquis, Washington, DC
Columbia Place, Washington, DC
The Langston, Washington, DC
Courtyard & Residence Inn Hotels, Washington, DC
Lurgan Apartments, Washington, DC
Courtyard Marriott Dupont Circle, Washington, DC
Westin National Harbor, National Harbor, MD
Hyatt Place Georgetown/West End, Washington, DC

President Capstone

EDUCATION

Master in Business
Administration, George
Washington University
Bachelor of Business
Administration in
Accounting, Howard
University

ACCREDITATIONS

Certified Public
Accountant (CPA)

ASSOCIATIONS

Developer Roundtable
of Washington, DC



MARRIOTT MARQUIS, WASHINGTON, DC



Darren Linnartz

Co-Developer / Project Owner

Darren Linnartz joined Capstone in 2012 bringing to the firm over 20 years of experience in hospitality and real estate development. Before joining Capstone, he was Principal of Green River Partners, a real estate development firm he founded in 2008 to make opportunistic real estate investments in the hospitality space. Prior to that, he was the founding president of Revolution Development, a real estate company formed with AOL co-founder Steve Case to own and develop a US\$1 billion destination resort in northwest Costa Rica. Darren was responsible for overseeing all development activities including land acquisition, entitlement, design, financing, and deal structuring, including managing all relationships with investors, lenders, government officials and business partners.

Darren previously served 15 years with Marriott International, Inc., most recently as Vice President of Real Estate Development, where he was responsible for the delivery of over US\$1 billion of complex hotel and residential projects, from feasibility through completion. Before that, he held positions in Development Planning, Sales and Marketing, and Operations at Marriott.

RELEVANT PROJECTS

- Marriott Marquis Hotel, Washington, DC
- Columbia Place, Washington, DC
- The Langston, Washington, DC
- Courtyard & Residence Inn Hotels, Washington, DC
- Lurgan Apartments, Washington, DC
- Courtyard Marriott Dupont Circle, Washington, DC
- Westin National Harbor, National Harbor, MD



COLUMBIA PLACE, WASHINGTON, DC

Managing Partner Capstone

EDUCATION

Bachelor of Business
Administration, Louisiana
State University



BALLSTON QUARTER, ARLINGTON, VA

EDENS

CO-DEVELOPER / RETAIL

EDENS is a retail real estate owner, operator and developer of a nationally leading portfolio of 110 places. Our purpose is to enrich community through human engagement. When people congregate, prosperity follows— economically, socially, culturally and soulfully. EDENS has 215 employees across offices in key markets including Washington, D.C., Boston, Dallas, New York, Atlanta, Miami, and Charlotte.

Company facts:

- EDENS is a thought leader in retail, having a one of-a-kind perspective in creative placemaking, which drives human behavior to engage.
- \$6.9 billion company owning premier community-focused retail places
- A collection of 215 engaged employees who are passionate about enriching community
- 110 retail places totaling 14.0 million SF
- Highly diversified portfolio in 9 major markets: Boston, New York, Washington, DC, Charlotte, Atlanta, Miami, Dallas, Houston, and Denver
- 89% of portfolio anchored by market-dominant or specialty grocers
- 19 places under (re)development representing a \$875 million gross investment + 3.0mm SF
- Private REIT with three significant blue chip, long-term institutional investors: JP Morgan Investment Management, Blackstone, and New York State Teachers' Retirement System

COMPANY NAME

EDENS

ADDRESS

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PRIMARY CONTACT

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COMPANY WEBSITE

www.EDENS.com

Steven Boyle

Co-Developer / Retail

Steven Boyle is the Chief Development Officer responsible for the overall corporate strategy and execution of EDENS development and re-development pipelines of \$1 billion. He has led EDENS' expansion into dense, urban areas with large-scale mixed-use developments projects like Mosaic, a two million SF mixed-use development project in Fairfax, VA, and the Union Market District, an eight million SF revitalization in Northeast Washington, DC.

Steven joined EDENS in 2001 and opened the company's regional office in Washington, DC, expanding it to more than 80 team members with a portfolio of more than 30 properties in the Mid-Atlantic region valued at \$1.6 billion.

Prior to joining EDENS, Steve was an investment broker in Los Angeles and Washington, DC. A native of Long Island, NY, he graduated from Princeton University.

RELEVANT PROJECTS

Mosaic District, Fairfax, VA
Union Market District, Washington, DC
South Bay Center, Boston, MA
City Vista, Washington, DC
530 First Street, Alexandria, VA
Atherton Mill, Charlotte, NC
Woburn Village, Boston, MA



MOSAIC DISTRICT, FAIRFAX, VA

Chief Development Officer, EDENS

EDUCATION

Princeton University

William Caldwell AIA, AICP, LEED AP

Co-Developer / Retail

As Managing Director, Bill Caldwell leads the Design and Construction teams at EDENS. His expertise has transformed EDENS' approach as it relates to all aspects of design, from master planning to sustainability. Bill has more than 30 years of experience in master planning, urban design and architecture.

At EDENS, Bill's vision for building and enriching communities touches all aspects of design and development. He brings unique accountability at EDENS by integrating planning, entitlement, design and construction. To date, Bill and his team have played a strategic role in more than 50 developments and redevelopments at EDENS from New England to Florida in the East and from Texas to Colorado in the West. Project types range from complex mixed-use developments such as Mosaic in Fairfax, VA to redevelopments of community centers such as Cabin John Village in Montgomery County, MD.

RELEVANT PROJECTS

- Mosaic District, Fairfax, VA
- Union Market District, Washington, DC
- South Bay Center, Boston, MA
- City Vista, Washington, DC
- 530 First Street, Alexandria, VA
- Atherton Mill, Charlotte, NC
- Woburn Village, Boston, MA



SOUTH BAY CENTER, BOSTON, MA

Managing Director EDENS

EDUCATION

- Master of Architecture,
University of Miami
- Bachelor of Architecture,
University of Miami
- Bachelor of Science in
Design Architecture,
Arizona State University

ACCREDITATIONS

- Certified Planner, American
Institute of Certified
Planners (AICP)
- LEED Accredited Professional
(LEED AP), USGBC

ASSOCIATIONS

- American Institute of
Architects (AIA)
- Urban Land Institute (ULI)



THE FOUNDRY, ALEXANDRIA, VA

MEB

CONTRACTOR

Serving the Mid-Atlantic region for over 39 years, MEB is a full-service construction firm with offices in the Greater Richmond area and Hampton Roads. Completing over \$200M in annual revenue, the team boasts over 200 employees with project managers, estimators, superintendents, pre-construction managers, quality control and safety managers, project engineers, foremen, carpenters, and concrete utility crews. MEB provides full design-build, construction management, and general contracting services.

Our diverse portfolio includes manufacturing/industrial, corporate/government, hospitality/sports/entertainment, water/wastewater, environmental/resiliency, and fueling systems/storage projects. With a focus on service, teamwork and integrity, the firm has become one of the leading construction firms in the Mid-Atlantic. MEB's rich history with design-build projects has provided a deep understanding of pre-construction services and the importance of working in partnership to ensure the highest quality product.

MEB is a SWaM contractor and Certified Small Business in the Commonwealth of Virginia (#808758). We take great pride in partnering with SWaM and MBE business partners to develop successful projects.

COMPANY NAME

MEB General Contractors, Inc.

ADDRESS

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PRIMARY CONTACT

Eric Keplinger, AIA, LEED AP
Vice President, Business
Development
ekeplinger@meb.group
757-487-5858

COMPANY WEBSITE

<https://meb.group/>

Mark Olmstead DBIA

Project Executive

Mark has 40 years of experience in the industry and has been leading the MEB team for over 30. His current duties include the oversight of project managers, estimating, scheduling, and strategic planning. Mark has completed over 50 projects with MEB and has extensive experience in municipal, commercial, industrial, specialty construction and design-build projects. Mark led the design-build team for the Virginia Beach Sports Center and is currently working for the City of Virginia Beach on the Municipal Building renovation project. He has an in-depth understanding of what it takes to complete successful design-build projects and has a track record of completing projects on-time and on-budget. Mark specializes in solving complex challenges and assisting clients in finding solutions.

RELEVANT PROJECTS

Virginia Beach Sports Center, Virginia Beach, VA
Ocean Beach Club Phase II, Virginia Beach, VA
Virginia Beach Municipal Buildings 1, 2, and 11, Virginia Beach, VA
Midtown Community Rec & Indoor Sports Center, Newport News, VA
Virginia Beach Correctional Facility, Virginia Beach, VA
Plasser American Campus, Chesapeake, VA
Carter Machinery Campus, Chesapeake, VA
Beachwoods Resort, Kitty Hawk, NC
Wallops Command Data Acquisition Station, Norfolk, VA

Sr. Vice President MEB

EDUCATION

Bachelor of Science,
Environmental Science,
Virginia Polytechnic
Institute & State University

CERTIFICATIONS

Designated Design-Build
Professional (DBIA)
LEED Accredited
Professional (LEED AP)
OSHA 30-Hour Certified
US Army Corps of Engineers,
Construction Quality
Management

ASSOCIATIONS

US Green Building Council
(USGBC), Member
Associated General
Contractors (AGC), Member
AGC VA - Tidewater District,
Former President



OCEAN BEACH CLUB OCEANFRONT, VIRGINIA BEACH, VA



Trip Smith DBIA

Project Manager

Trip Smith holds a Bachelor of Science in Civil Engineering from Virginia Polytechnic Institute and State University. In his more than 11 years with the MEB, Trip has been responsible for the day-to-day construction operations of a variety of local projects valued in excess of \$200M. Trip is a Designated Design-Build Professional and serves on the board of Directors for the Associated General Contractors of Virginia (AGC VA). He also served as President of the Tidewater District of AGC VA. Prior to joining MEB, Trip managed construction on numerous large-scale projects for Turner Construction in New York City. With over 25 years of experience and his recent involvement as Project Oversight for the Virginia Beach Sports Center and Buildings 1, 2, and 11, Trip brings a wealth of knowledge to the Project Team.

RELEVANT PROJECTS

Virginia Beach Sports Center, Virginia Beach, VA
Virginia Beach Municipal Buildings 1, 2, and 11, Virginia Beach, VA
Ocean Beach Club Phase II, Virginia Beach, VA
Oceanaire Resort, Virginia Beach, VA
State Farm Insurance, Virginia Beach, VA
Member Trust Credit Union, Virginia Beach, VA
35th St Police Memorial, Virginia Beach, VA
Portsmouth Christian Schools, Portsmouth, VA
Riverside Memorial Hospital, Nassawadox, VA
Barrier Island Station Phase 1, Kitty Hawk, NC



VIRGINIA BEACH SPORTS CENTER, VIRGINIA BEACH, VIRGINIA

Director Commercial Design-Build MEB

EDUCATION

Bachelor of Science,
Civil Engineering,
Virginia Polytechnic
Institute & State University

CERTIFICATIONS

Designated Design-Build
Professional (DBIA)
Zurich Reducing Construction
Defect Seminar
Primavera Expedition
Professional
OSHA 30-Hour Certified
Home Surveyor/
Inspector Courses
US Army Corps of Engineers,
Construction Quality
Management

ASSOCIATIONS

LEED Accredited Professional
Associated General
Contractors (AGC), Member
AGC Virginia, Board Member
AGC VA - Tidewater District,
Former President
US Green Building
Council, Member



Eric Keplinger AIA, DBIA, LEED AP

Client Services

Eric has a Bachelor of Architecture degree from Virginia Tech and practiced architecture in New York City and Richmond before relocating to the Hampton Roads region in 1999. This professional experience helps with regard to developing, maintaining, and coordinating relationships between the various owners, architects and consultants that MEB works with on a variety of diverse projects. Eric is extremely active in community and professional organizations and currently serves on the executive committee of the Virginia Society of the American Institute of Architects (VSAIA). He is a past president of the Hampton Roads Chapter of the Design Build Institute of America (DBIA) and serves or has served as a board member for the Hampton Roads Association of Commercial Real Estate (HRACRE), HR District Council of the Urban Land Institute (ULI), AIA Hampton Roads Chapter, Chesapeake Chamber of Commerce, Virginia Beach Vision.

RELEVANT PROJECTS

Plasser American Campus, Chesapeake, VA
Virginia Beach Sports Center, Virginia Beach, VA
Bauer Compressors Headquarters, Norfolk, VA
Blackhawk Headquarters, Norfolk, VA
Virginia Beach Municipal Buildings 1, 2, and 11, Virginia Beach, VA
VA Aquarium Marine Animal Conservation Center Virginia Beach, VA
VA Aquarium South Bldg Enhancements &
Vet Center Virginia Beach, VA



PLASSER AMERICAN CAMPUS, NEW OFFICE BUILDING, CHESAPEAKE, VA

Vice President, Business Development MEB

EDUCATION

Bachelor of Architecture,
School of Architecture +
Design, Virginia Polytechnic
Institute & State University

CERTIFICATIONS/LICENSES

Licensed Architect in
Commonwealth of Virginia
LEED Accredited
Professional (LEED AP)
Designated Design-Build
Professional (DBIA)

ASSOCIATIONS

Virginia Society of the
American Institute of
Architects (VSAIA),
Executive Committee
Design Build Institute of
America, Hampton Roads
Chapter, Former President
Hampton Roads Association
of Commercial Real Estate
(HRACRE), Board Member
HR District Council of the
Urban Land Institute (ULI)
AIA Hampton Roads Chapter
Chesapeake Chamber
of Commerce
Virginia Beach Vision



COOPER CARRY

ARCHITECT

At Cooper Carry, we approach our work as a collaborative ecosystem. As an architecture and planning firm with offices in Atlanta, Washington, DC, and New York City, we offer sixteen studios and eight services that come together daily to provide each project the depth of knowledge needed to meet and exceed objectives. Our breadth of experience goes far beyond broad building types, allowing us to engage in more possibilities and offer more creative design solutions.

Since our very founding in 1960 we have always believed that the space between buildings and within buildings is as important as the buildings themselves. This is why connectivity is at the core of what we do. We design functional places that relate and react to those around them to create a cohesive, sustainable, experience-filled whole, all in service of our mission to enrich life for those who come to live, work, learn, or play within the spaces we design.

For this project, our designers in the Mixed-Use, Residential, and Science + Technology studios will work with the development team and you a for a collaborative approach to design a premier development.

Cooper Carry will be the lead team member in developing the architectural design for all components of the project. We will also be responsible for developing the overall project site plan, including incorporating the vision for creating a sense of place through innovative designs for mixed-use communities.

COMPANY NAME

Cooper Carry, Inc.

ADDRESS

625 North Washington Street
Suite 200
Alexandria, VA 22314

PRIMARY CONTACT

Rob Uhrin, AIA
Principal
703-462-6604
robuhrin@coopercarry.com

COMPANY WEBSITE

www.coopercarry.com

DESIGN SERVICES

Architecture
Branding + Marketing
Environmental Graphics
Historic Rehabilitation
& Adaptive Reuse
Interior Design
Landscape Architecture
Sustainable Design
Urban Design + Planning

DESIGN STUDIOS

Environmental Graphics
Government
Higher Education
Hospitality
Interior Design
International
K-12 Education
Landscape Architecture
Mixed-Use & Residential
Office Workplace
Residential
Restaurant + Bar
Retail
Science + Technology
Transit + TOD
Urban Design + Planning

Rob Uhrin AIA

Principal-in-Charge

Rob Uhrin is one of the leaders of our national hospitality practice. He leads a thriving hospitality studio in Cooper Carry's Alexandria office, where he combines resources from our national practice to complete projects nationwide. During a decade in Atlanta working on multiple building types, Rob settled on hospitality. This varied architectural experience gives Rob the particular ability to integrate hospitality projects into the mixed-use environments that Cooper Carry finds fundamental to our design philosophy. Rob has held a leadership design position on nearly 30 hotels and 6,000 keys, more than half of which have been in an urban setting, where the building is expected to catalyze its urban environment.

RELEVANT PROJECTS

Virginia Beach Hilton Resort & Conference Center, Virginia Beach, VA
The Main, Norfolk Hotel & Convention Center, Norfolk, VA
Cavalier Oceanfront Marriott Hotel, Virginia Beach, VA
Washington Marriott Marquis Convention Hotel, Washington DC
Columbia Place Mixed-Use, Washington DC
Cleveland Hilton Convention Hotel, Cleveland, OH
Columbus Convention Hotel, Columbus, OH
Kansas City Loews Hotel, Kansas City, MO
Capital Point Hyatt Place, Washington DC
Wardman Park Marriott Hotel Renovation and Conversion, Washington, DC
1522 K Street Hotel Conversion, Washington, DC
50 M Street Hotel, Homewood Suites by Hilton, Washington D.C. Capitol - Navy Yard, Washington, DC
Baltimore Harbor East Hyatt Place, Baltimore, MD



MARRIOTT OCEANFRONT, VIRGINIA BEACH, VA

Principal Cooper Carry

EDUCATION

Bachelor of Architecture,
Virginia Polytechnic Institute
and State University

REGISTERED ARCHITECT

Virginia, District of Columbia,
Maryland, Arizona,
Georgia, North Carolina,
New Jersey, Pennsylvania,
Tennessee, Texas,

ASSOCIATIONS

American Institute of Architects
The Urban Land Institute
Virginia Society of the Arts



COOPER CARRY



INDACO

PUBLIC PARTICIPATION

PUBLIC PARTICIPATION

The development team envisions the Virginia Beach Sports & Entertainment District as a public-private development project. The project has been conceived to be economically self-supporting, with the following precedent assumptions:

1. The City will lease the land underlying the project to the development team at economically favorable terms. The lease(s) will be structured to be commercially financeable including sufficient length of term, and a rent structure economically supportable by each project component.
2. The commercial development components (retail, residential, and hotel) will be able to utilize the City-owned parking garages to be developed on the subject site. The quantity of parking developed will be sufficient to support the commercial development components, as well as the parking needs of the Convention Center, Sports Center, and other municipal uses.
3. The project will not require any material offsite improvements such as roadway expansion or stormwater management.

C. Robert Neal AIA

Executive Principal Residential Principal-in-Charge

As Principal at Cooper Carry, Bob has directed the design of mixed-use projects in the United States, Caribbean, Africa & the Middle East. Bob has practiced architecture for 40 years, specializing in residential and hospitality design since joining Cooper Carry in 1988. Prior to working in Atlanta, he worked for 8 years in Washington D.C. Bob graduated from Virginia Polytechnic Institute and State University. He is licensed in 21 states, Puerto Rico, the US Virgin Islands, and he is certified by the National Council of Architectural Registration Board. He has led multiple award-winning projects, including Best Mixed Use Project Awards for the Washington Marriott Marquis and Columbia Place, both in Washington, DC.

RELEVANT PROJECTS

Washington Marriott Marquis Convention Hotel, Washington DC
Columbia Place Mixed-Use, Washington DC
The Stride, Washington DC
Conrad Hotel and Residences At Broadwest, Nashville, TN
Westin Alexandria & the Jamieson Condominiums, Alexandria, VA
Penn Square, Lancaster, PA
Cleveland Hilton Convention Hotel, Cleveland, OH
Columbus Convention Hotel, Columbus, OH
Kansas City Loews Hotel, Kansas City, MO
Kimpton Tryon Park, Charlotte, NC
Darden School of Business Hotel, The University of Virginia
UNCC Marriott, The University of North Carolina Charlotte
The Sanctuary at Kiawah Island, Kiawah, SC
Henderson Beach Resort, Destin, FL



MARRIOTT MARQUIS, WASHINGTON, DC

Principal Cooper Carry

EDUCATION

Bachelor of Architecture,
Virginia Polytechnic
Institute & State University

REGISTERED ARCHITECT

Virginia, District of Columbia,
Maryland, & 16 Other States

ASSOCIATIONS

American Institute of
Architects (AIA)
National Council of
Architectural Registration
Boards (NCARB)
National Organization of
Minority Architects (NOMA)
Theatrical Outfit Board
of Trustees



COOPER CARRY



THE MAIN, NORFOLK, VA



CONFLICTS OF INTEREST

CARLYLE CROSSING, ALEXANDRIA, VA
DESIGNED BY COOPER CARRY



To the best of our knowledge, Capstone, EDENS, MEB Group, and Cooper Carry nor any of its employees have any conflicts of interest that would prevent our team from successfully performing professional services for The City of Virginia Beach. Should a conflict of interest arise during preparations for or while undertaking these services, we shall immediately advise The City of Virginia Beach of such conflict.



PRELIMINARY CONCEPT

BALLSTON QUARTER, ARLINGTON, VA
DESIGNED BY COOPER CARRY

THE PATHWAY TO ACTIVATE THE SPORTS AND CONVENTION DISTRICT

The goal of the densification and future development in the Sports and Convention District is to enhance the already significant investment in the convention center and adjacent sports complex along 19th Street. These two attractions are isolated in a sea of parking and further separated from the energy the beach boardwalk and resort areas create. Additional housing, retail, open space, and parking captures a creative mixed-use environment which will enhance the local fabric and elevate the visitor's experience.



OUR ANALYSIS OF EXISTING CONDITIONS



Virginia Beach has invested significantly in the convention center and sports complex.

There is a need to preserve and enhance parking availability as Virginia Beach will remain a car intensive city.



Both the convention center and the sports complex reside in a sea of parking. There is a lack of walkability and limited offerings outside of the two buildings.





In season the lack of amenities creates additional pressure on the oceanfront area, which is already in high demand.



Off season, the lack of amenities makes the convention center and sports complex less attractive compared to walkable, warmer locations.





There is a need to connect the convention center and sports complex into the surrounding neighborhoods with walkable streets, retail, hotels, and housing.



There is a need to create additional work force housing to mitigate the impact of existing housing stock being taken out of the long-term rental inventory and converted to short-term rentals.



There is a need to create additional lodging options within a short walk from the convention center and sports complex to improve their competitive advantage.



AND OUR TEAM CAN MAKE IT HAPPEN!



CONCEPT OF DEVELOPMENT

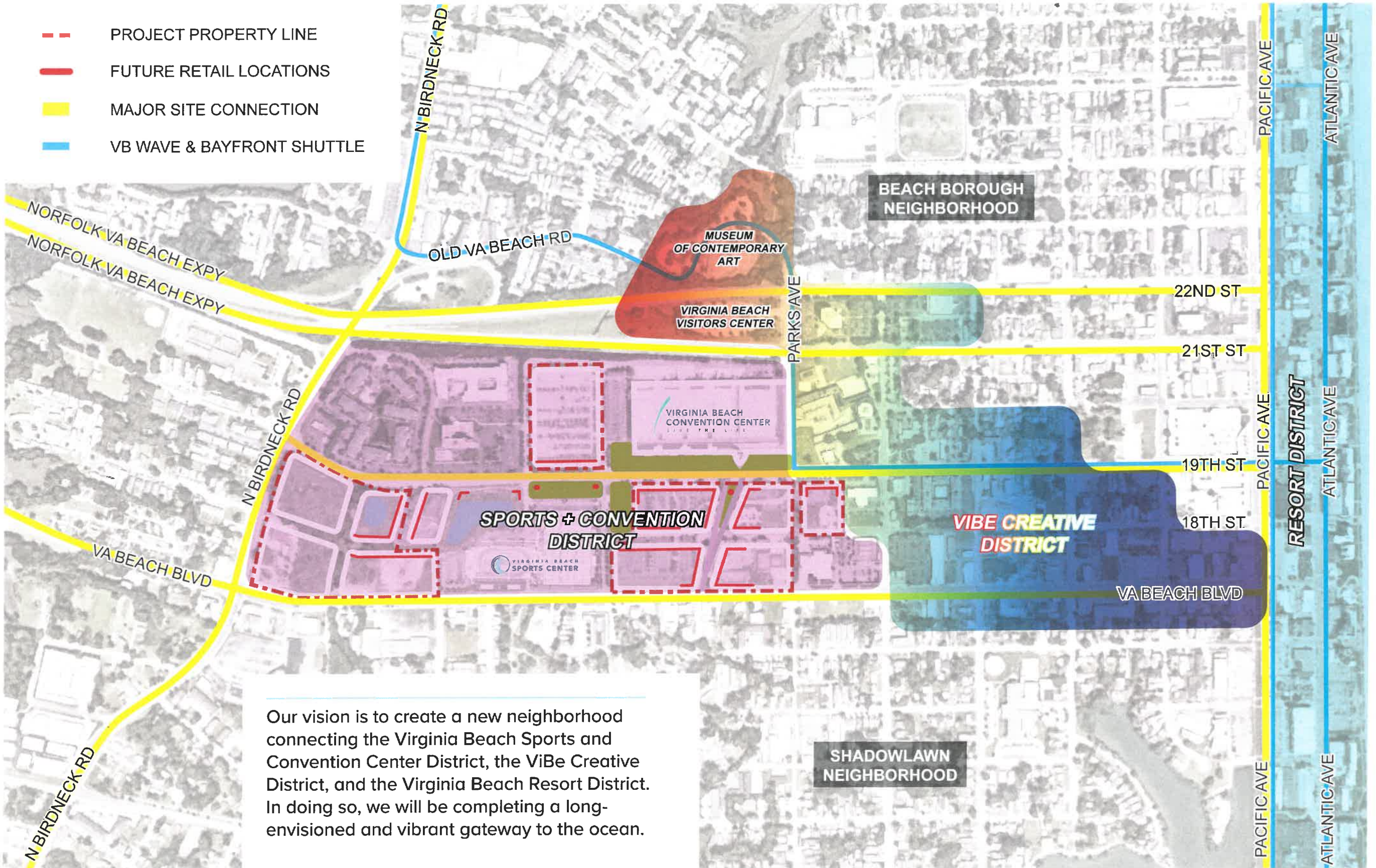
PROPOSED DEVELOPMENT

VIEW FROM CONVENTION CENTER LOOKING SOUTH



THE FUTURE OF THE SPORTS + CONVENTION DISTRICT

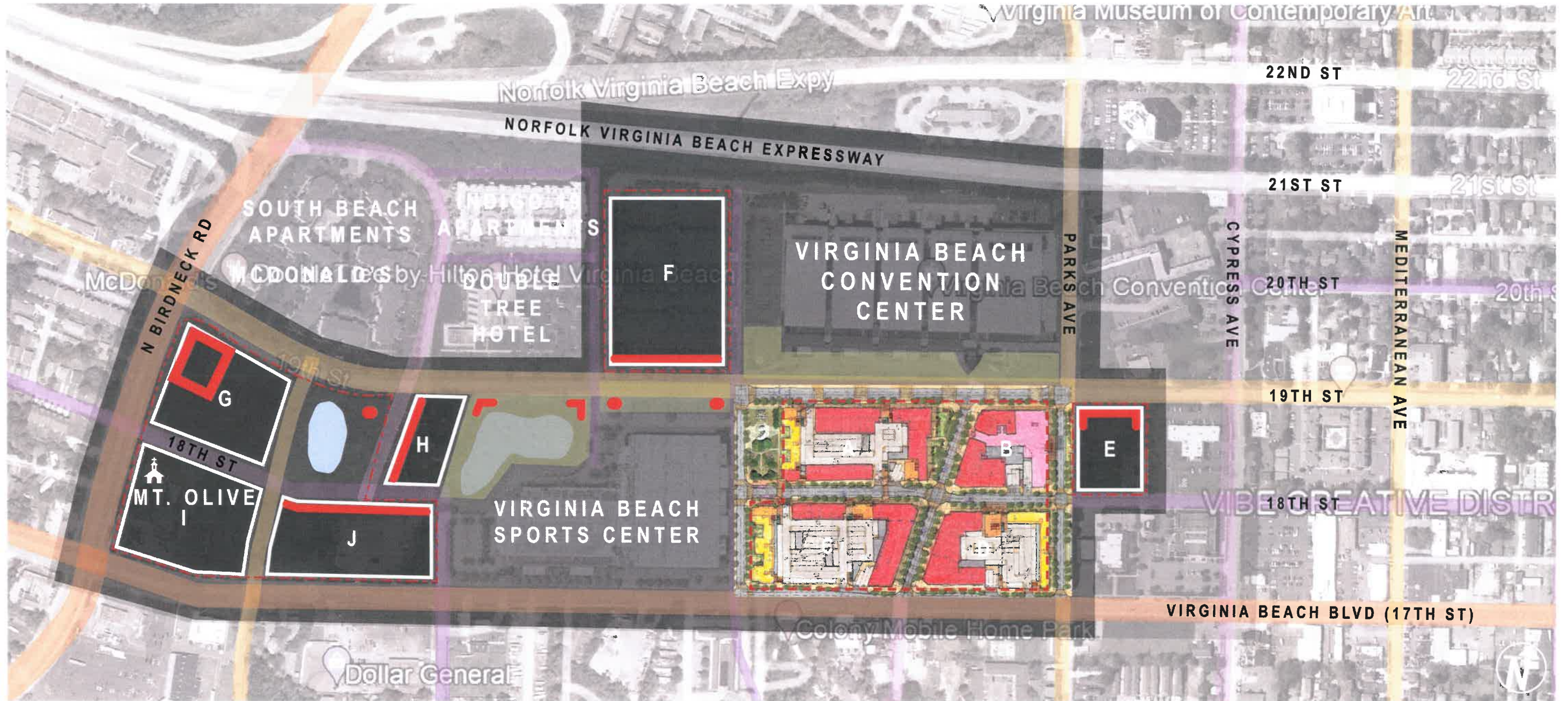
- - - PROJECT PROPERTY LINE
- FUTURE RETAIL LOCATIONS
- MAJOR SITE CONNECTION
- VB WAVE & BAYFRONT SHUTTLE



Our vision is to create a new neighborhood connecting the Virginia Beach Sports and Convention Center District, the ViBe Creative District, and the Virginia Beach Resort District. In doing so, we will be completing a long-envisioned and vibrant gateway to the ocean.



VIRGINIA BEACH SPORTS + CONVENTION



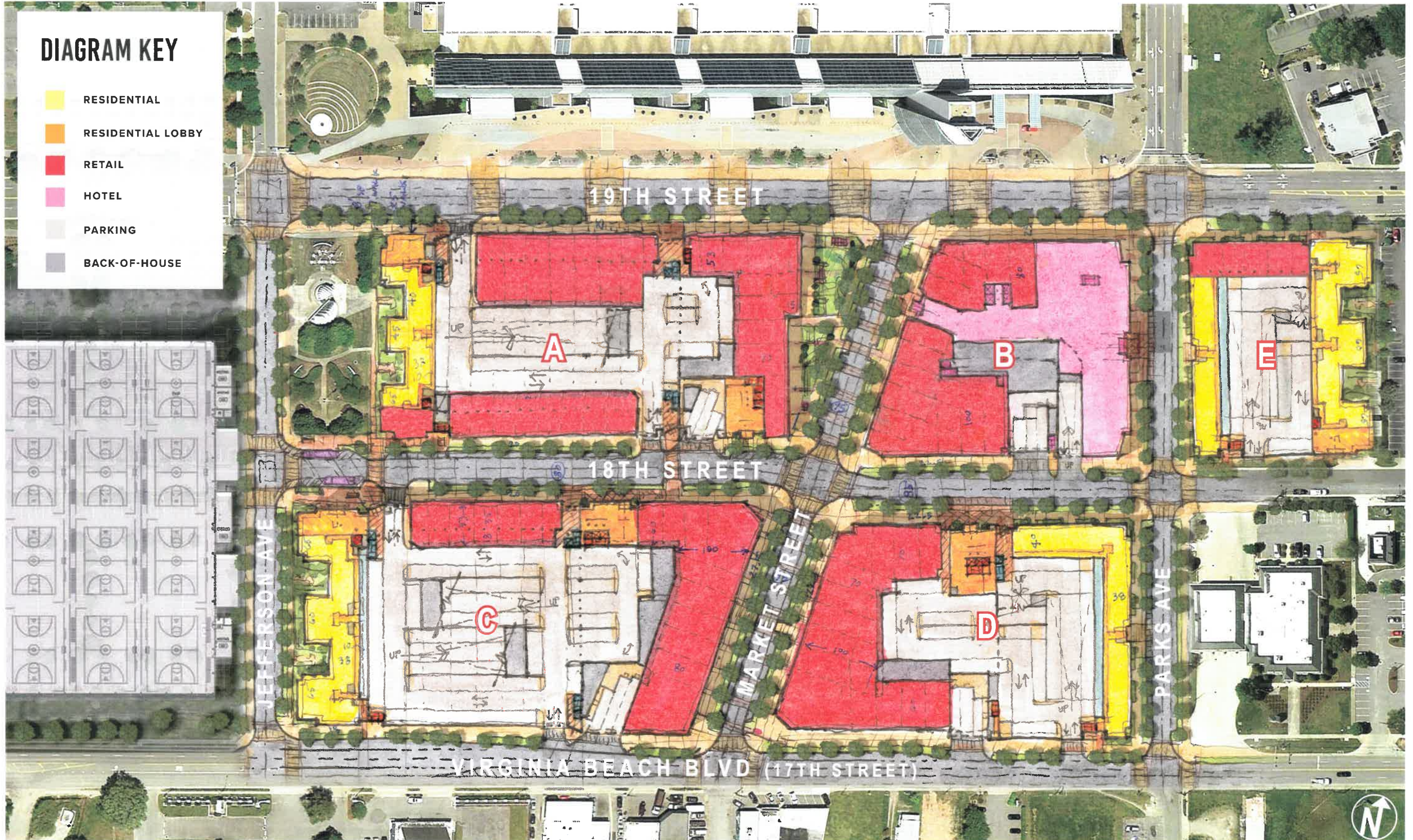
PARCELS E THROUGH J ARE NOTED AS AREAS FOR POTENTIAL FUTURE DEVELOPMENT

- KEY**
- █ RETAIL LOCATIONS
 - - - PROPERTY LINE
 - █ PRIMARY ROAD
 - █ SECONDARY ROAD
 - █ TERTIARY ROAD
 - █ OTHER
 - █ SERVICE ROAD
 - CHURCH

EXISTING SITE - GROUND LEVEL



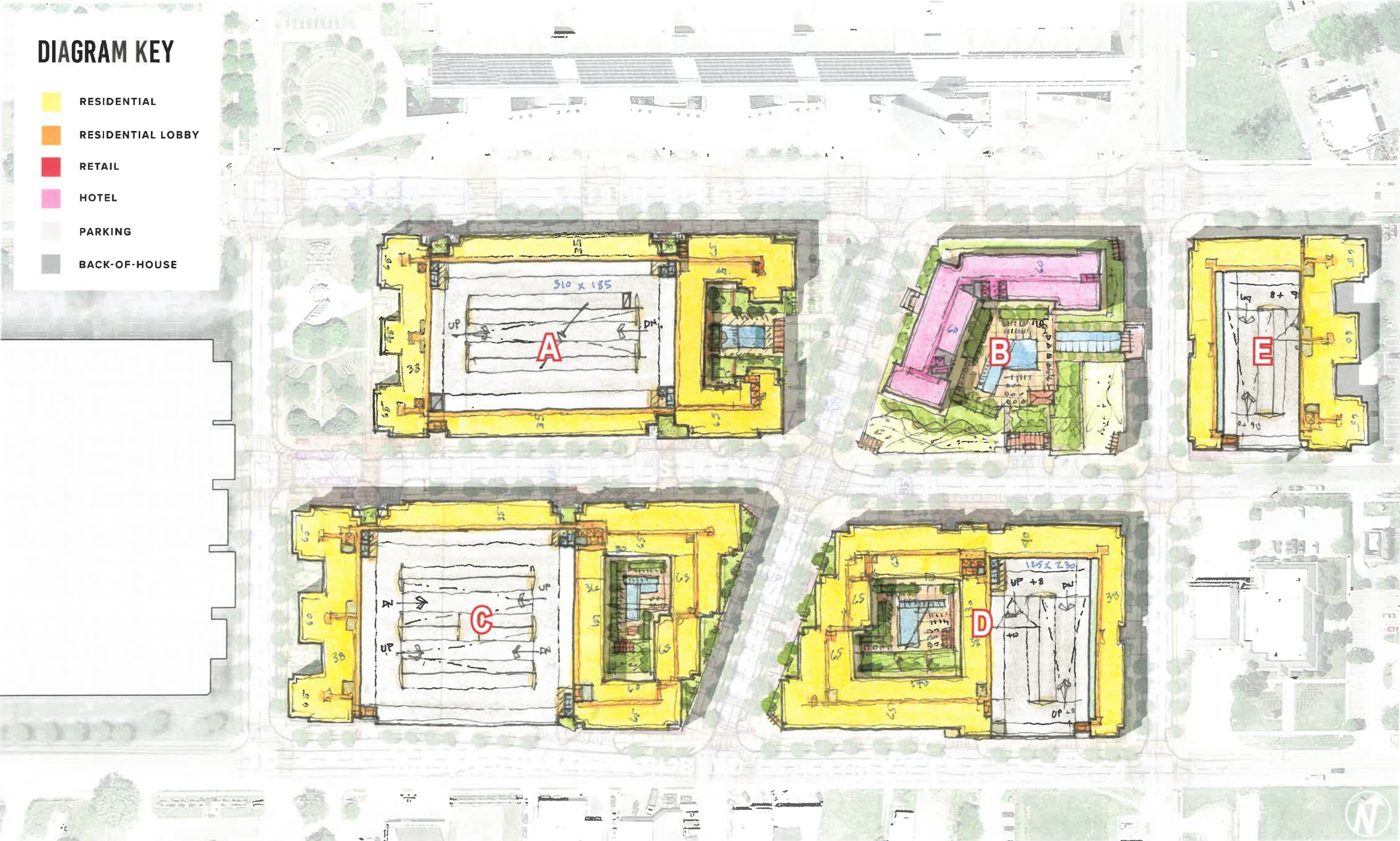
PROPOSED MASTER PLAN - GROUND LEVEL



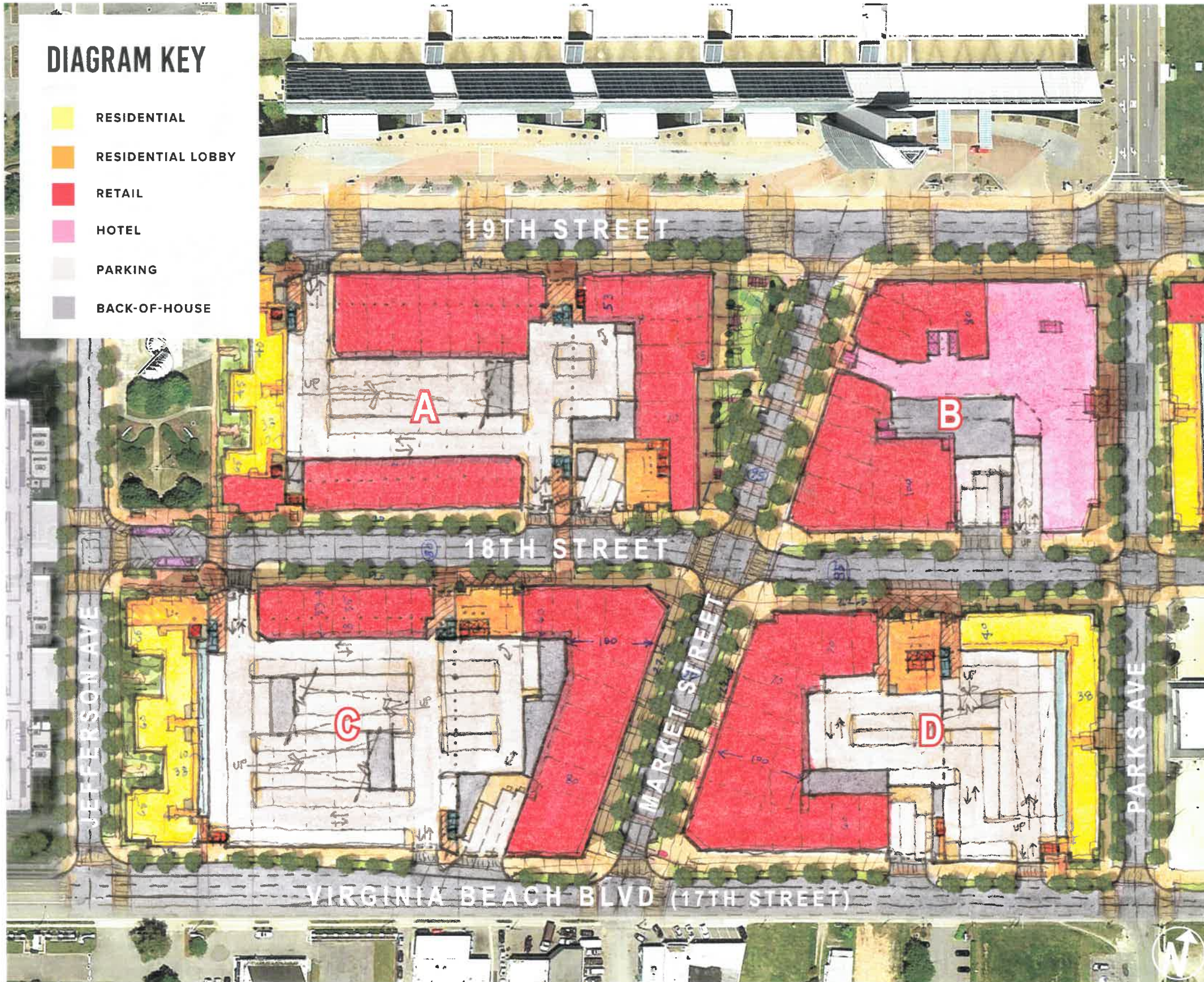
PROPOSED MASTER PLAN - UPPER LEVEL

DIAGRAM KEY

- RESIDENTIAL
- RESIDENTIAL LOBBY
- RETAIL
- HOTEL
- PARKING
- BACK-OF-HOUSE



YIELD SUMMARY



Block A	Area	Units	Keys	Parking Spaces
RETAIL	54,700 SF			
RESIDENTIAL	316,713 SF	293		
BOH	6,600 SF			
GARAGE	363,300 SF			1,141
TOTAL	741,313 SF	293		1,141

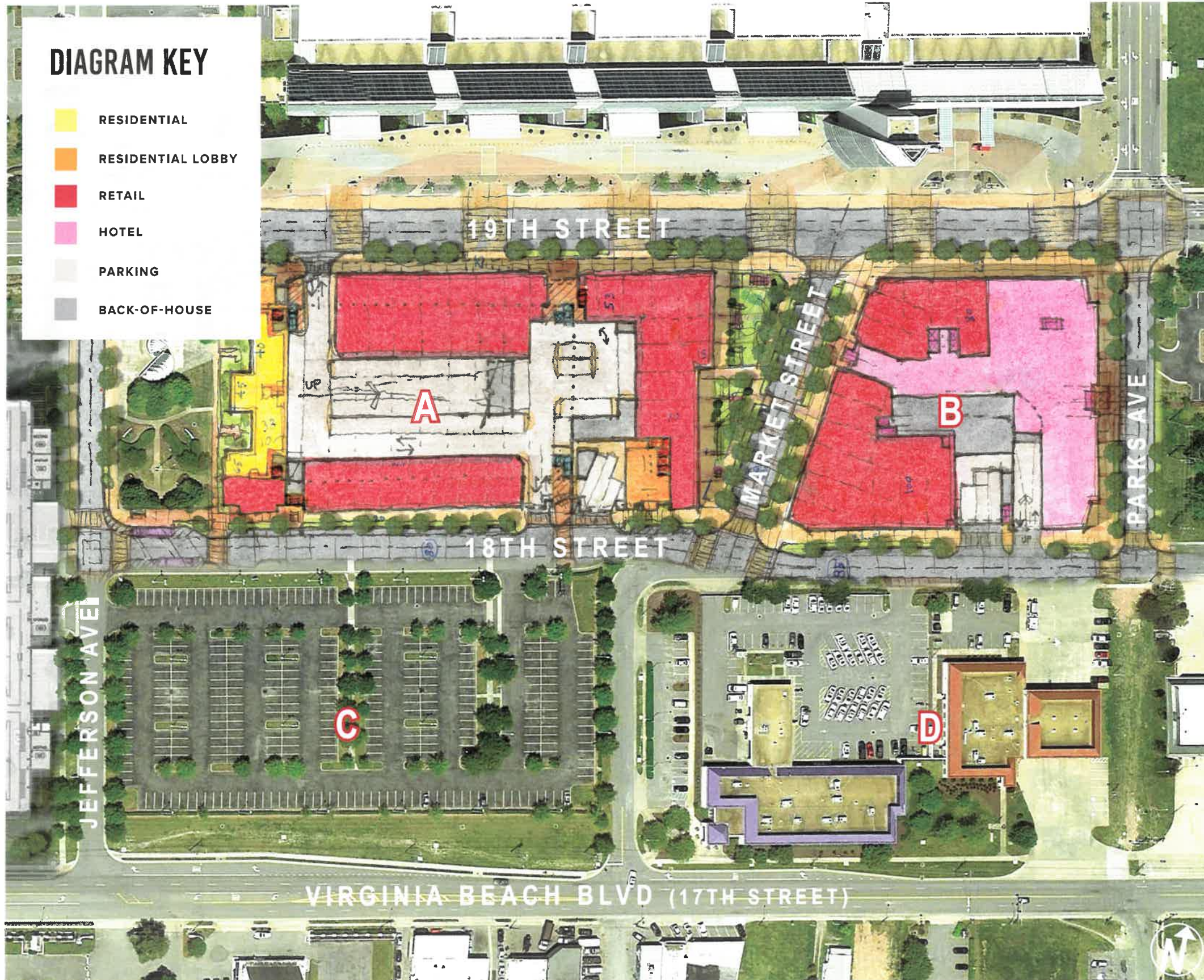
Block B	Area	Units	Keys	Parking Spaces
RETAIL	30,550 SF			
HOTEL	156,700 SF		300	
BOH	11,600 SF			
GARAGE	165,000 SF			392
TOTAL	363,850 SF		300	392

Block C	Area	Units	Keys	Parking Spaces
RETAIL	38,570 SF			
RESIDENTIAL	357,000 SF	331		
BOH	9,000 SF			
GARAGE	483,130 SF			1,366
TOTAL	887,700 SF	331		1,366

Block D	Area	Units	Keys	Parking Spaces
RETAIL	34,400 SF			
RESIDENTIAL	329,490 SF	309		
BOH	7,200 SF			
GARAGE	211,375 SF			635
TOTAL	582,465 SF	309		635

DEVELOPMENT TOTAL	Area	Units	Keys	Parking Spaces
RETAIL	158,220 SF			
RESIDENTIAL	1,003,203 SF	933		
HOTEL	156,700 SF		300	
BOH	34,400 SF			
GARAGE	1,222,805 SF			3,534
STREET PARKING				131
GRAND TOTAL	2,575,328 SF	933	300	3,665

PHASING PLANS - PHASE 1 (OPTION 1)

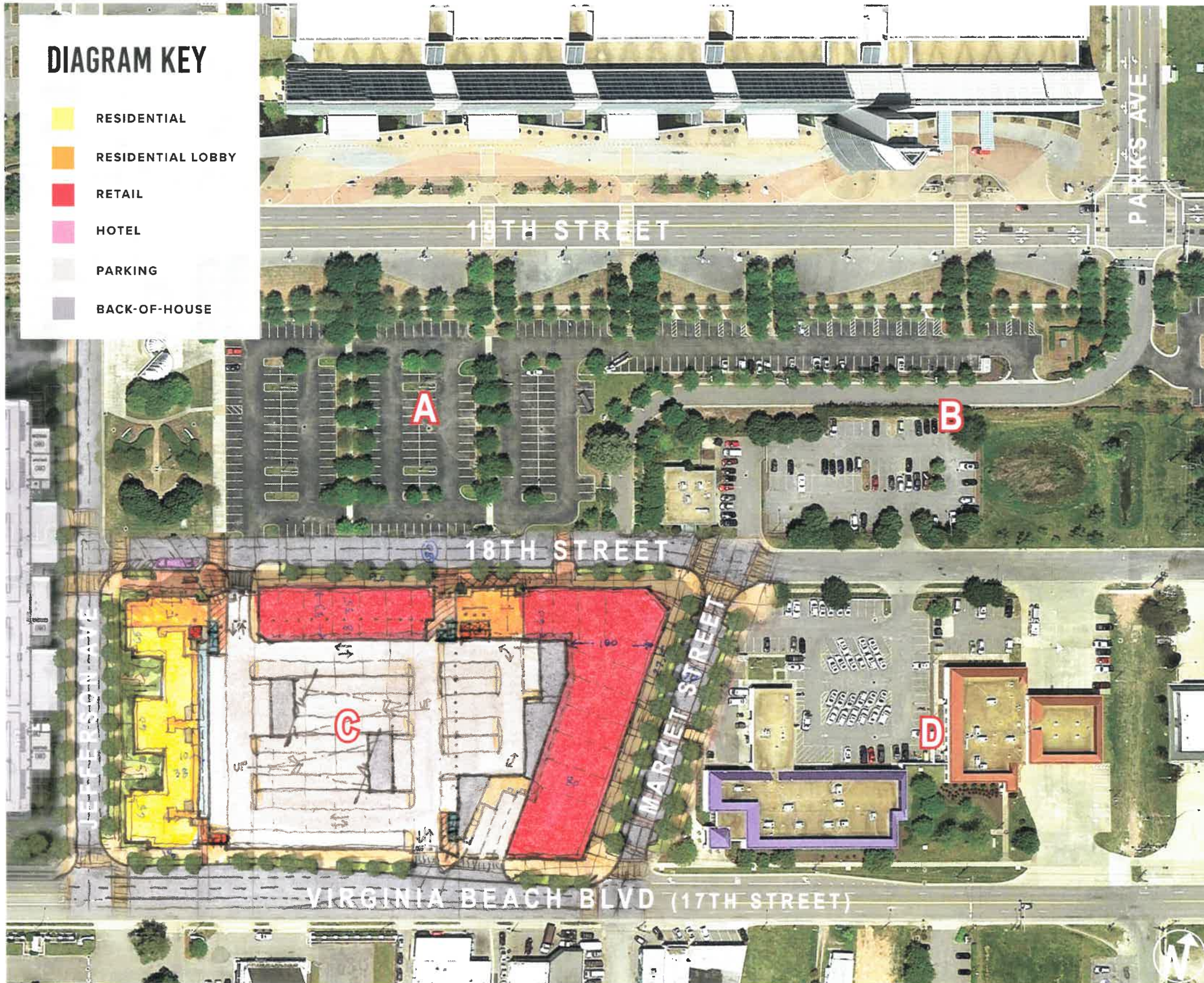


Block A	Area	Units	Keys	Parking Spaces
RETAIL	54,700 SF			
RESIDENTIAL	316,713 SF	293		
BOH	6,600 SF			
GARAGE	363,300 SF			1,141
TOTAL	741,313 SF	293		1,141

Block B	Area	Units	Keys	Parking Spaces
RETAIL	30,550 SF			
HOTEL	156,700 SF		300	
BOH	11,600 SF			
GARAGE	165,000 SF			392
TOTAL	363,850 SF		300	392

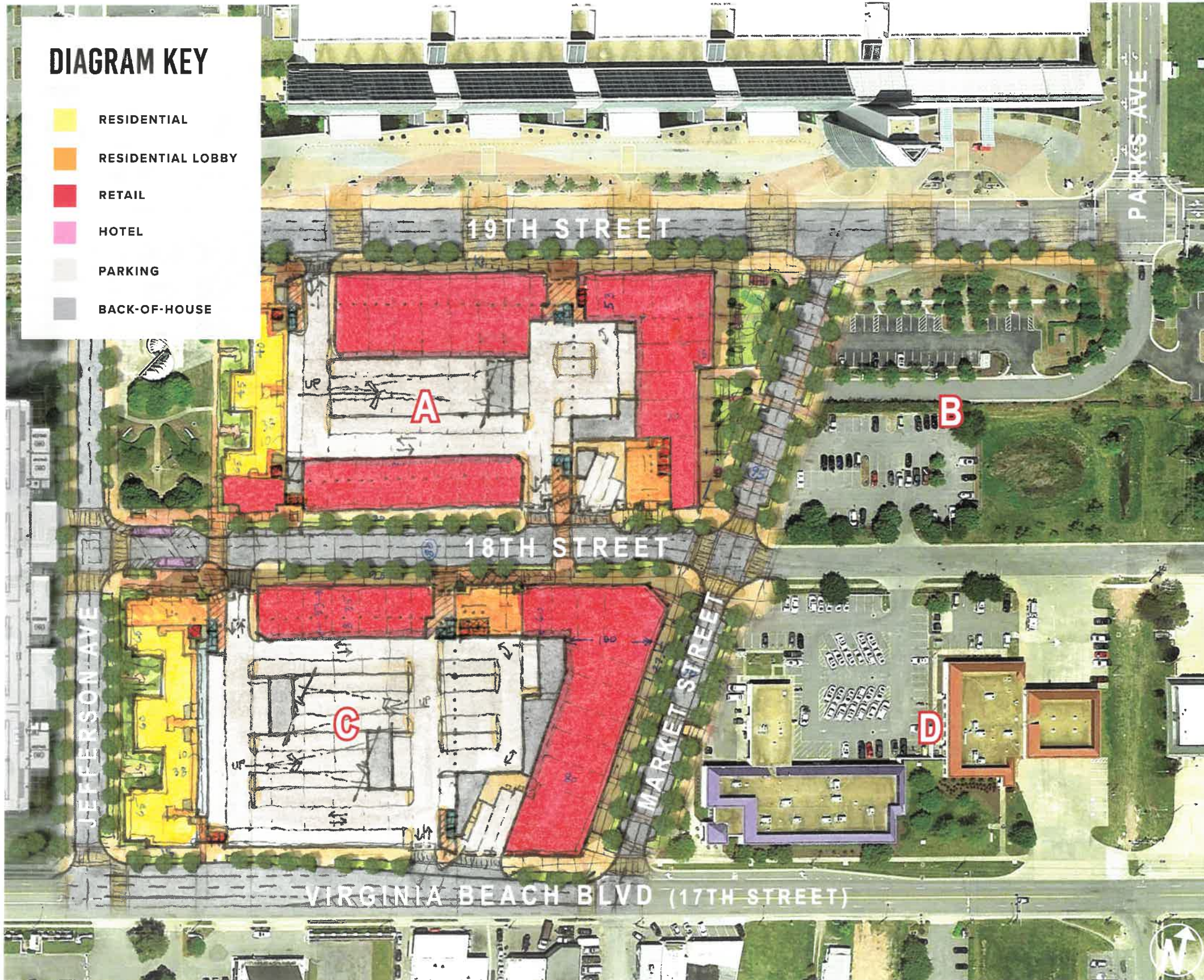
OPTION 1 TOTAL	1,105,163 SF	293	300	1,533
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PHASING PLANS - PHASE 1 (OPTION 2)



Block C	Area	Units	Keys	Parking Spaces
RETAIL	38,570 SF			
RESIDENTIAL	357,000 SF	331		
BOH	9,000 SF			
GARAGE	483,130 SF			1,366
TOTAL	887,700 SF	331		1,366

PHASING PLANS - PHASE 1 (OPTION 3)

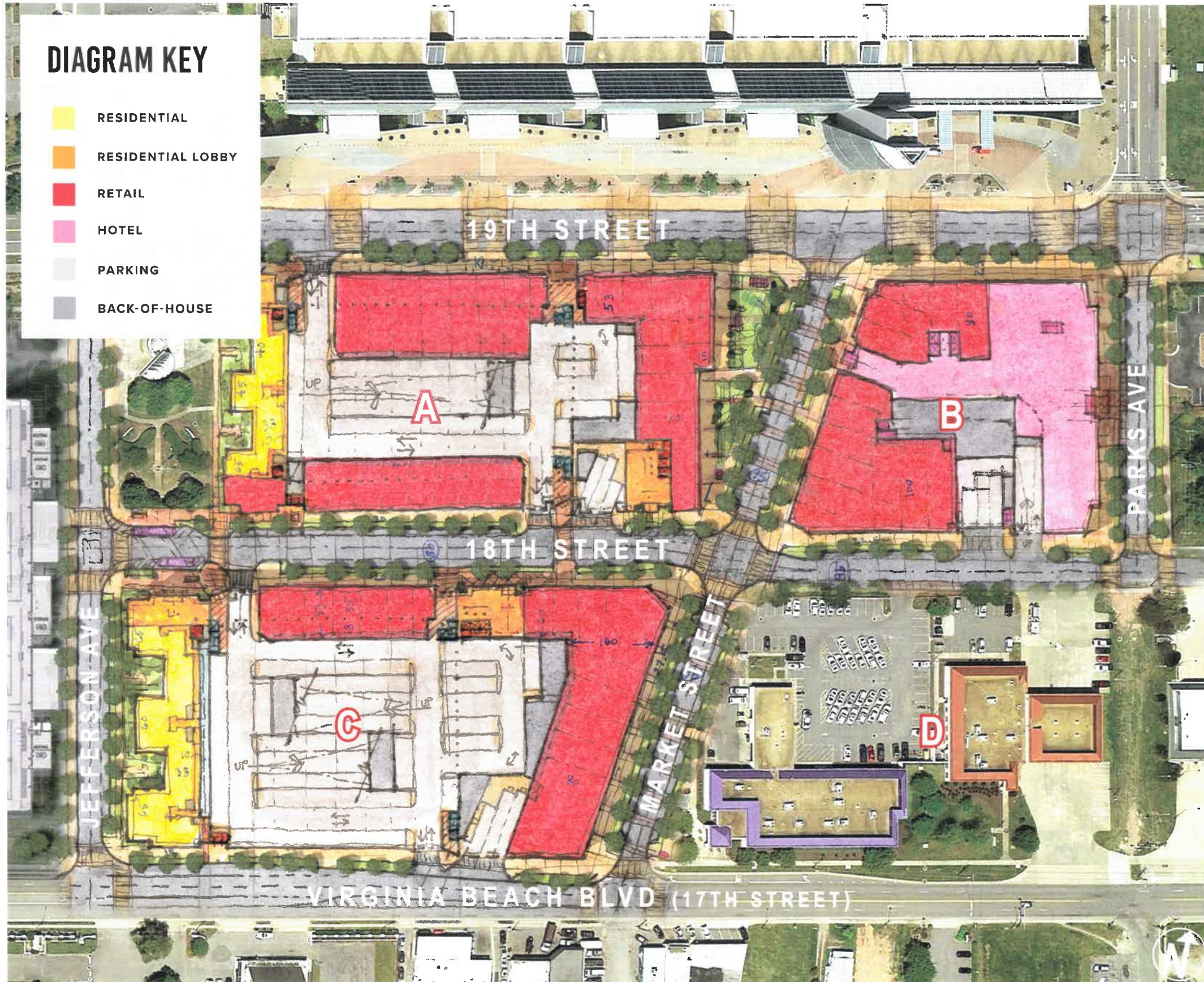


Block A	Area	Units	Keys	Parking Spaces
RETAIL	54,700 SF			
RESIDENTIAL	316,713 SF	293		
BOH	6,600 SF			
GARAGE	363,300 SF			1,141
TOTAL	741,313 SF	293		1,141

Block C	Area	Units	Keys	Parking Spaces
RETAIL	38,570 SF			
RESIDENTIAL	357,000 SF	331		
BOH	9,000 SF			
GARAGE	483,130 SF			1,366
TOTAL	887,700 SF	331		1,366

OPTION 3 TOTAL	1,629,013 SF	624		2,507
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PHASING PLANS - PHASE 2



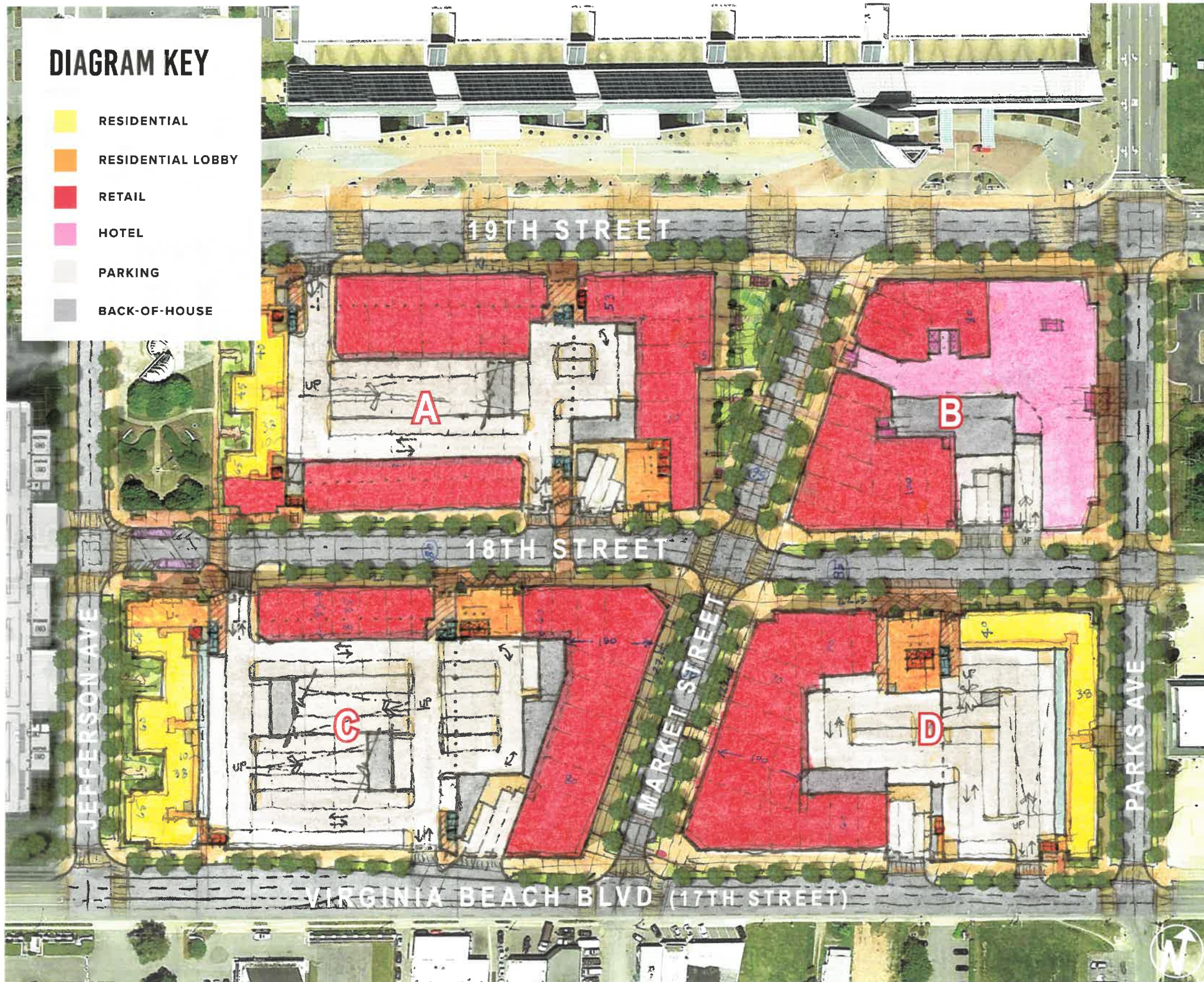
Block A	Area	Units	Keys	Parking Spaces
RETAIL	54,700 SF			
RESIDENTIAL	316,713 SF	293		
BOH	6,600 SF			
GARAGE	363,300 SF			1,141
TOTAL	741,313 SF	293		1,141

Block B	Area	Units	Keys	Parking Spaces
RETAIL	30,550 SF			
HOTEL	156,700 SF		300	
BOH	11,600 SF			
GARAGE	165,000 SF			392
TOTAL	363,850 SF		300	392

Block C	Area	Units	Keys	Parking Spaces
RETAIL	38,570 SF			
RESIDENTIAL	357,000 SF	331		
BOH	9,000 SF			
GARAGE	483,130 SF			1,366
TOTAL	887,700 SF	331		1,366

PHASE 2 TOTAL	1,992,863 SF	624	300	2,899
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PHASING PLANS - PHASE 3



Block A	Area	Units	Keys	Parking Spaces
RETAIL	54,700 SF			
RESIDENTIAL	316,713 SF	293		
BOH	6,600 SF			
GARAGE	363,300 SF			1,141
TOTAL	741,313 SF	293		1,141

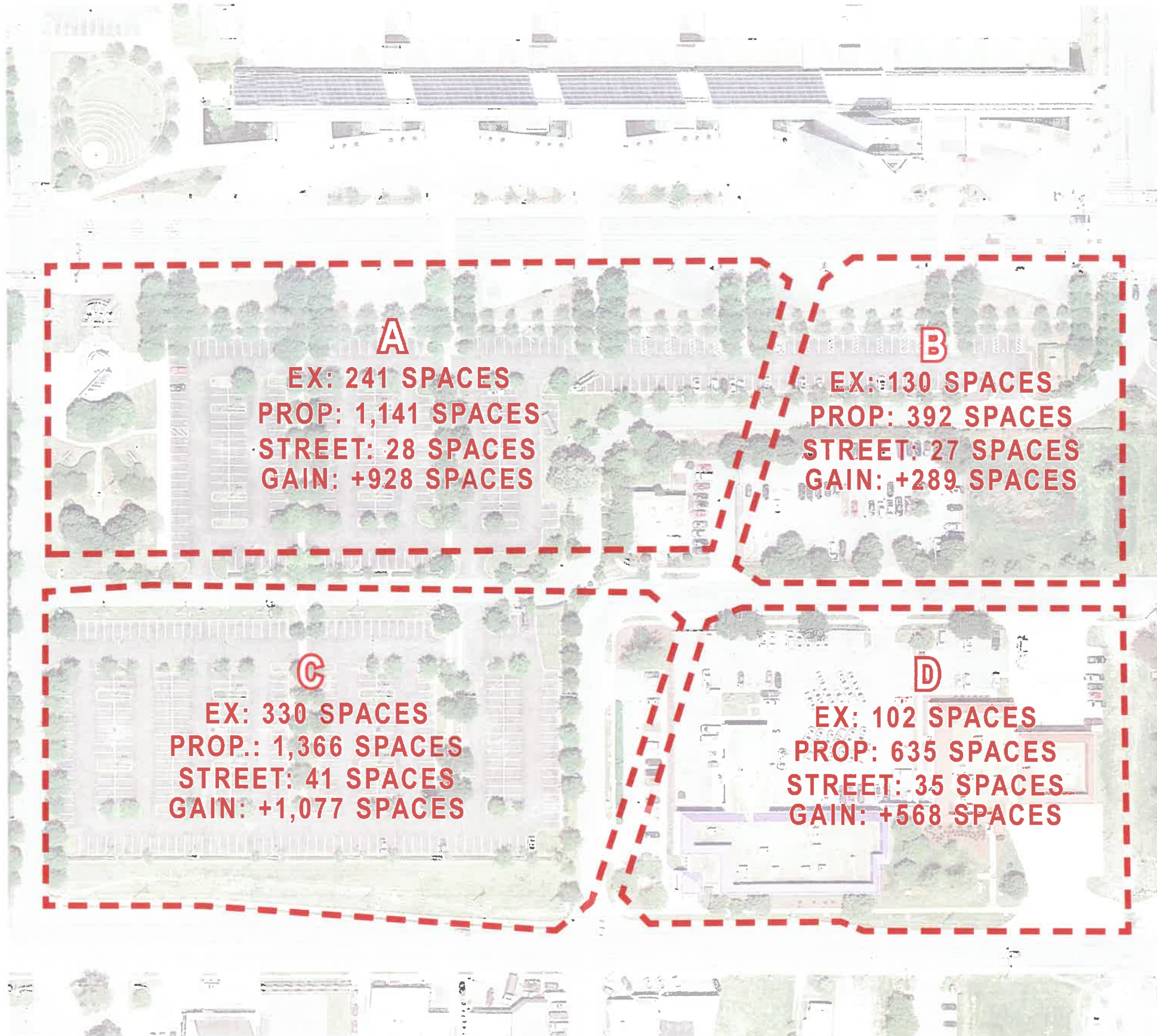
Block B	Area	Units	Keys	Parking Spaces
RETAIL	30,550 SF			
HOTEL	156,700 SF		300	
BOH	11,600 SF			
GARAGE	165,000 SF			392
TOTAL	363,850 SF		300	392

Block C	Area	Units	Keys	Parking Spaces
RETAIL	38,570 SF			
RESIDENTIAL	357,000 SF	331		
BOH	9,000 SF			
GARAGE	483,130 SF			1,366
TOTAL	887,700 SF	331		1,366

Block D	Area	Units	Keys	Parking Spaces
RETAIL	34,400 SF			
RESIDENTIAL	329,490 SF	309		
BOH	7,200 SF			
GARAGE	211,375 SF			635
TOTAL	582,465 SF	309		635

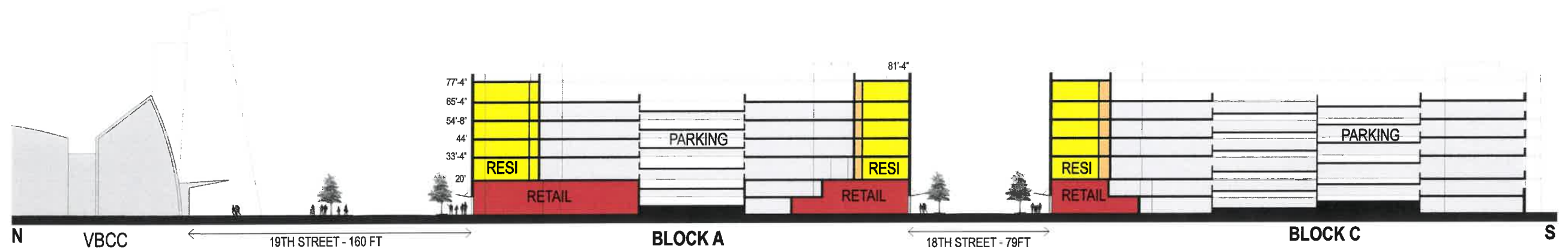
DEVELOPMENT TOTAL	Area	Units	Keys	Parking Spaces
RETAIL	158,220 SF			
RESIDENTIAL	1,003,203 SF	933		
HOTEL	156,700 SF		300	
BOH	34,400 SF			
GARAGE	1,222,805 SF			3,534
STREET PARKING				131
GRAND TOTAL	2,575,328 SF	933	300	3,665

PARKING ANALYSIS

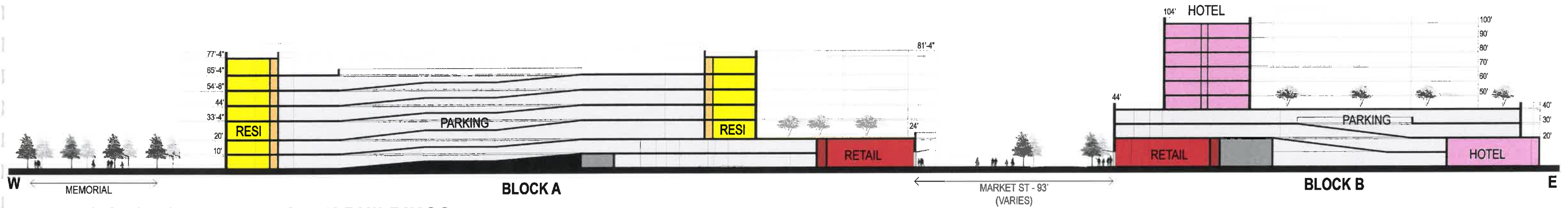


Block	Existing Parking Spaces Removed	Proposed Structured Parking	Street Parking	Total Parking Gain
A	-241	1,141	28	+928
B	-130	392	27	+289
C	-330	1,366	41	+1,077
D	-102	635	35	+568
Total	-803	3,534	131	+2,862

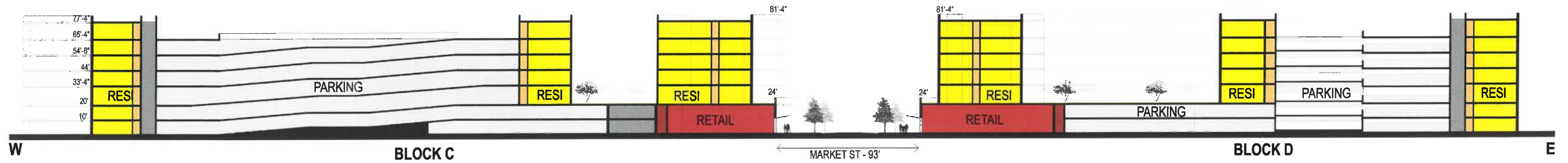
OVERALL BUILDING SECTIONS



BUILDING SECTION - PLAN WEST BUILDINGS

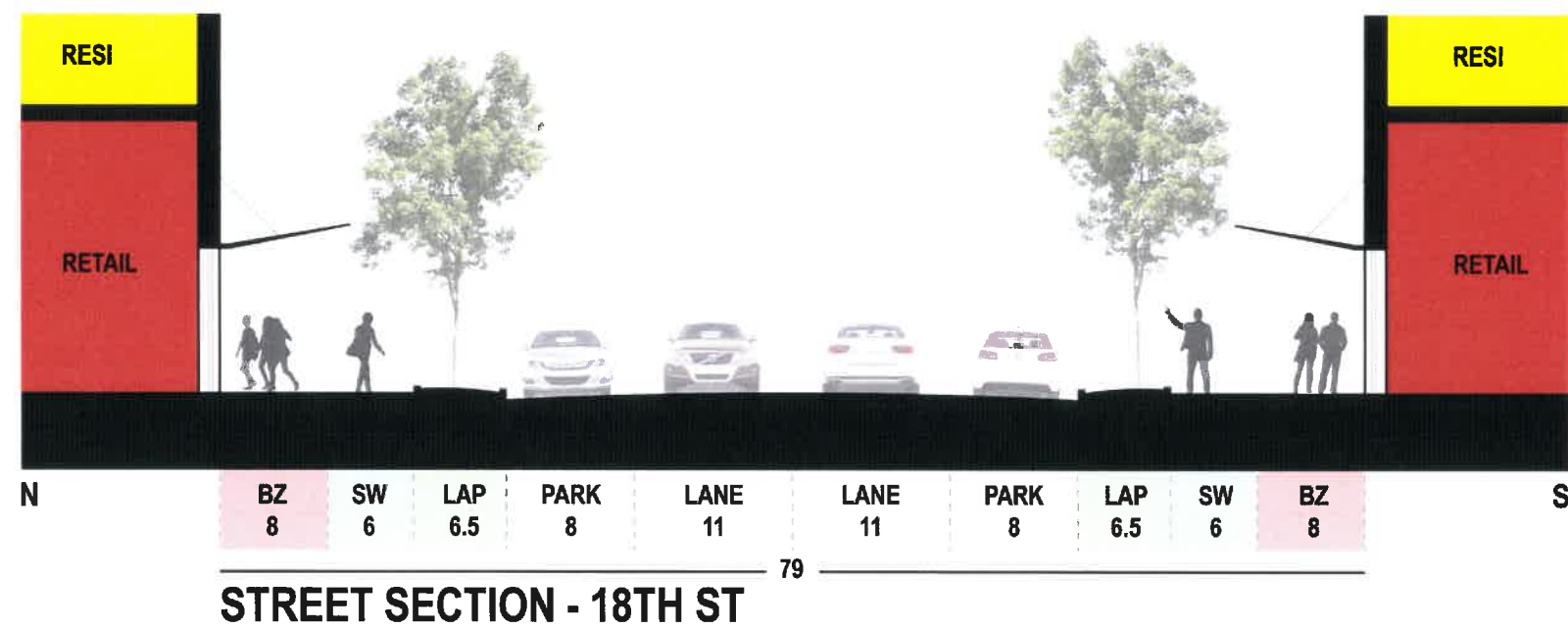
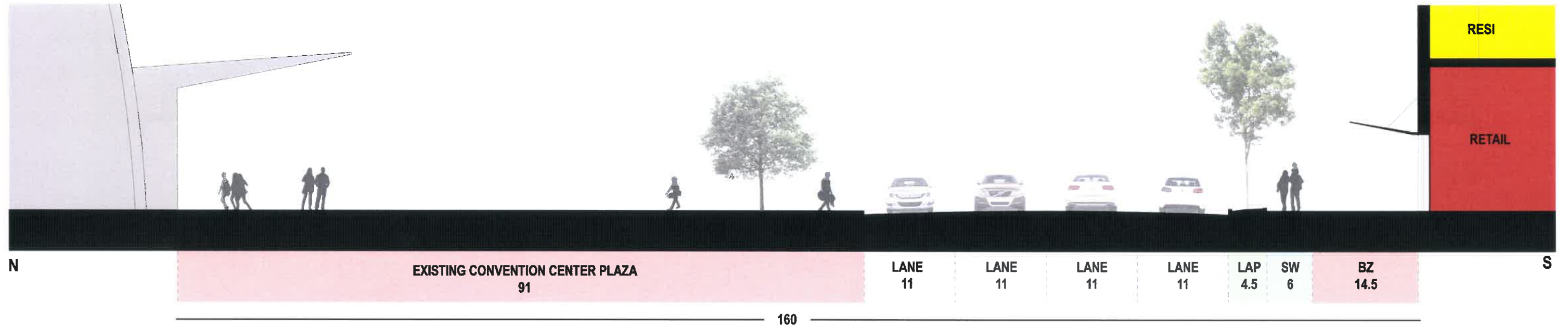


BUILDING SECTION - PLAN NORTH BUILDINGS

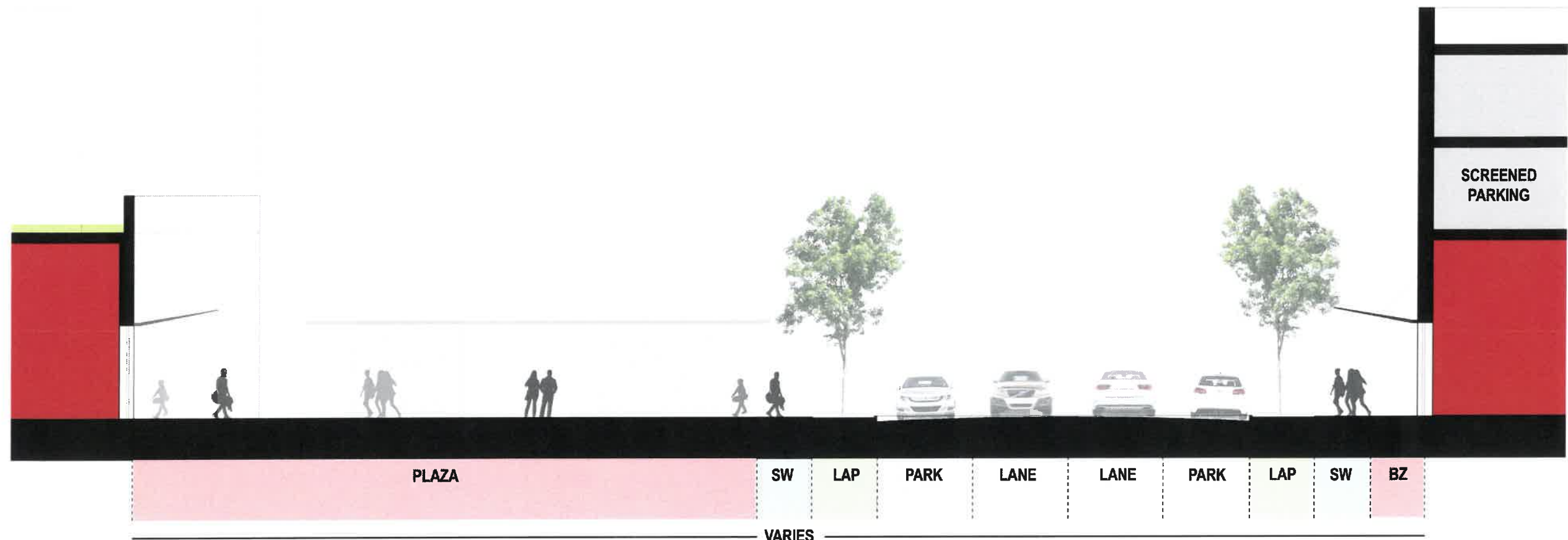


BUILDING SECTION - PLAN SOUTH BUILDINGS

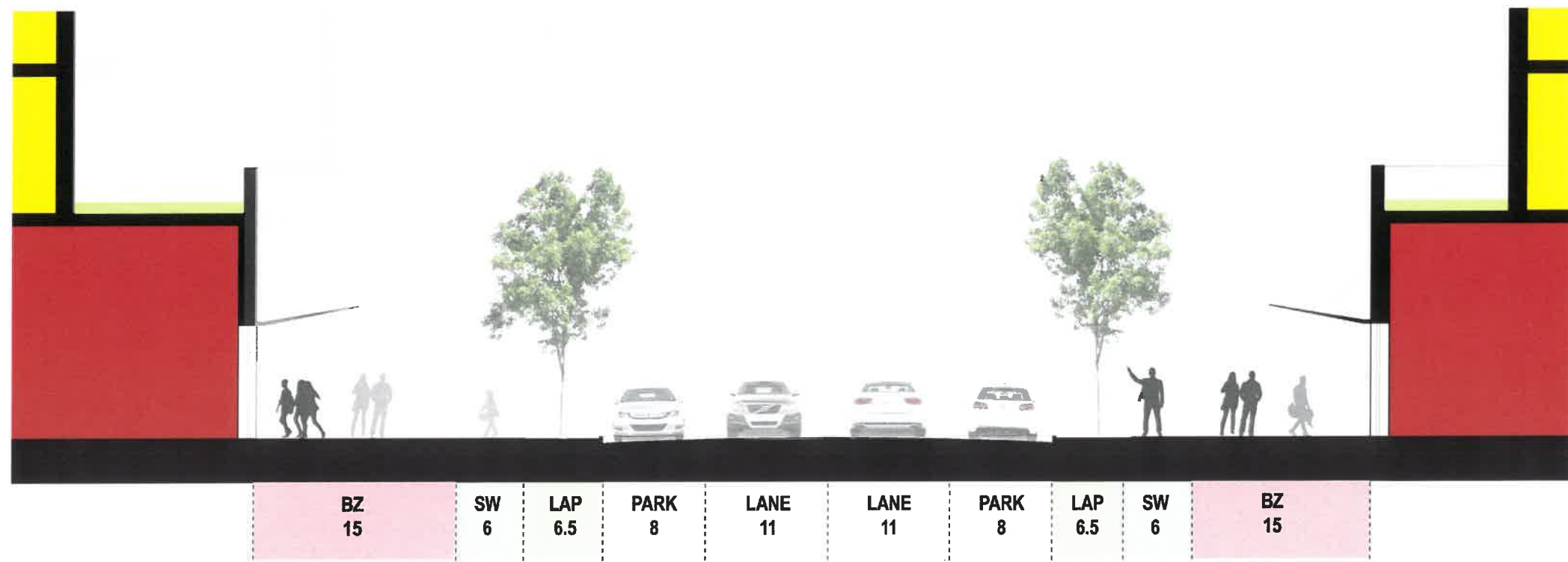
STREET SECTIONS



STREET SECTIONS



STREET SECTION - MARKET ST NORTH



STREET SECTION - MARKET ST SOUTH

93

YIELD SUMMARY

YIELD TYPE	TOTAL AREA	TOTAL UNITS	TOTAL KEYS	TOTAL PARKING
------------	------------	-------------	------------	---------------

A

RETAIL	54,700 SF			
RESIDENTIAL	316,713 SF	293		
BOH	6,600 SF			
GARAGE	363,300 SF			1,141
	741,313 SF	293		1,141

B

RETAIL	30,550 SF			
HOTEL	156,700 SF		300	
BOH	11,600 SF			
GARAGE	165,000 SF			392
	363,850 SF		300	392

C

RETAIL	38,570 SF			
RESIDENTIAL	357,000 SF	331		
BOH	9,000 SF			
GARAGE	483,130 SF			1,366
	887,700 SF	331		1,366

D

RETAIL	34,400 SF			
RESIDENTIAL	329,490 SF	309		
BOH	7,200 SF			
GARAGE	211,375 SF			635
	582,465 SF	309		635
STREET PARKING				131

YIELD TYPE	TOTAL AREA	TOTAL UNITS	TOTAL KEYS	TOTAL PARKING
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RETAIL	158,220 SF			
RESIDENTIAL	1,003,203 SF	933		
HOTEL	156,700 SF		300	
BOH	34,400 SF			
GARAGE	1,222,805 SF			3,534

STREET PARKING				131
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GRAND TOTAL	2,575,328 SF	933	300	3,665
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VIEW FROM CONVENTION CENTER LOOKING SOUTH



VIEW FROM SOUTH WEST UP MARKET STREET



VIEW OF 19TH STREET LOOKING EAST



ECONOMIC IMPACT ANALYSIS

	Units	Square Feet	Construction Jobs	Permanent Jobs	Sales Tax Rate	Annual Sales Taxes	Real Property Tax Rate	Assessed Value	Annual Property Taxes
Residential	933	1,003,203	3,612	21	0.00%	-	0.99%	\$93,300,000	\$923,670
Hotel	300	156,700	564	90	9.00%	\$1,576,800	0.99%	\$30,000,000	\$297,000
Restaurant		79,110	285	527	5.50%	1,740,420	0.99%	\$23,733,000	\$234,957
Other Retail		79,110	285	176	1.00%	237,330	0.99%	\$23,733,000	\$234,957
Totals			4,746	814		\$3,554,550			\$1,690,584

PRELIMINARY ANALYSIS SUBJECT TO CHANGE BASED ON FINAL DEVELOPMENT PROGRAM

SMALL BUSINESS COMMITMENT

Our team is committed to providing opportunities to small, woman and minority-owned companies. Over the past 35 years, we have built strong relationships with most of the SWaM firms in the Hampton Roads area and we continue to forge new relationships.

We have a proven track record of successfully meeting our SWaM participation goals on municipal and Federal projects, including the design-build of the Virginia Beach Sports Center and the Ohio Creek Watershed Project in Norfolk.

Our pre-construction team makes an early concerted effort to advertise our project opportunities, providing ample time for our SWaM partners to review and provide proposals for their respective scopes.

In the case of Virginia Beach Sports Center, members of our team contracted with several SWaM firms during the design phase to benefit from their knowledge and expertise. We partnered with the City of Virginia Beach to conduct several Project Workshops for the SWaM community, where we provided an overview of the project, hosted question and answer sessions, and provided meet and greet opportunities with the project team. These workshops were incredibly beneficial to not only the interested firms but our team as well.

In fact, we ended up building new relationships from these workshops and several of these firms completed work on the Sports Center. With our Ohio Creek Watershed Project for the City of Norfolk, the project team has conducted a number of SWaM and community meetings. The project is required to meet Section 3 requirements under the Department of HUD and our team has gone above and beyond to meet those standards. Our SWaM and Community Committee hosted project meetings and job fairs to hire local firms and community members. This process has been a major success, and we have had the great opportunity to employ several new individuals from the local neighborhood to provide them work

right in their community. This project has helped us to enhance our SWaM program, as we continue to find ways to exceed our goals. We strive to look past a required percentage and focus on finding strong partners that are SWaM enterprises.

Our team will develop a project-specific SWaM Program and Committee in collaboration with the City's Purchasing Department. The committee will have representatives from the City, the design team, and potentially the community. This program will outline efforts to conduct Pre-construction workshops and SWaM seminars and establish policies to ensure overall project goals are being met. These efforts will be made during the early design phases, to provide opportunity for potential SWaM firms to be included as part of the pre-construction efforts. As the design progresses towards bidding documents, we will host additional meetings to update prospective firms on the project and provide appropriate plans/specifications for pricing. The SWaM Committee will provide contact information to ensure interested firms can have appropriate contact with the project team. We are committed to making this a successful project for everyone involved, including the local SWaM business community.

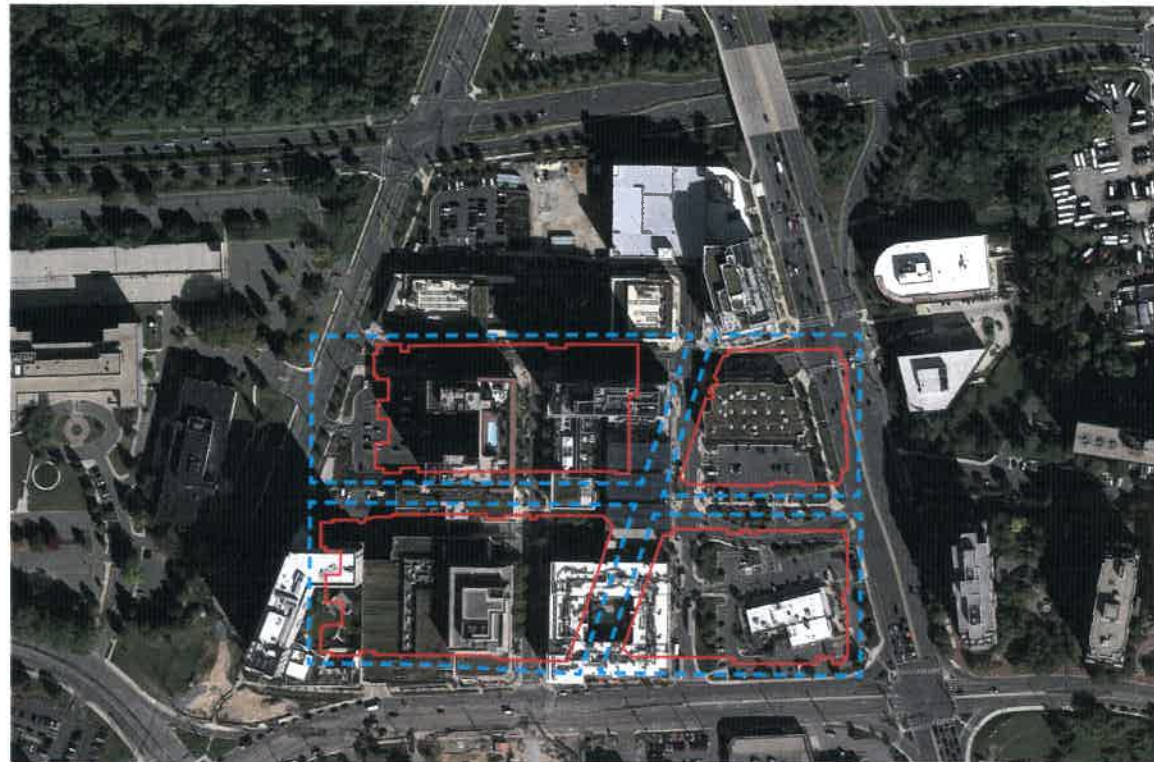


REFERENCE MATERIALS

EASTERN WHARF, SAVANNAH, GA
DESIGNED BY COOPER CARRY

SCALE COMPARISONS

Dashed lines represent scale of proposed Virginia Beach Sports + Convention Center District development



PIKE AND ROSE, NORTH BETHESDA, MD



PIKE AND ROSE, NORTH BETHESDA, MD



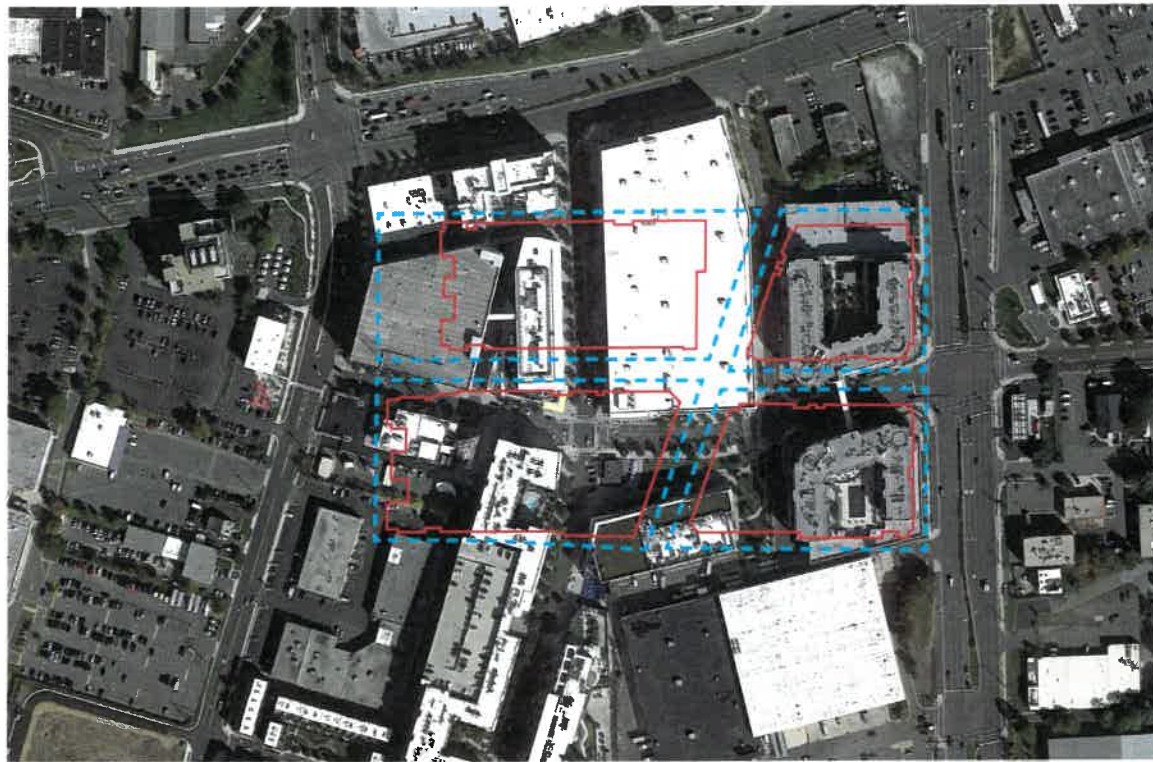
UNION MARKET, WASHINGTON, DC



UNION MARKET, WASHINGTON, DC

SCALE COMPARISONS

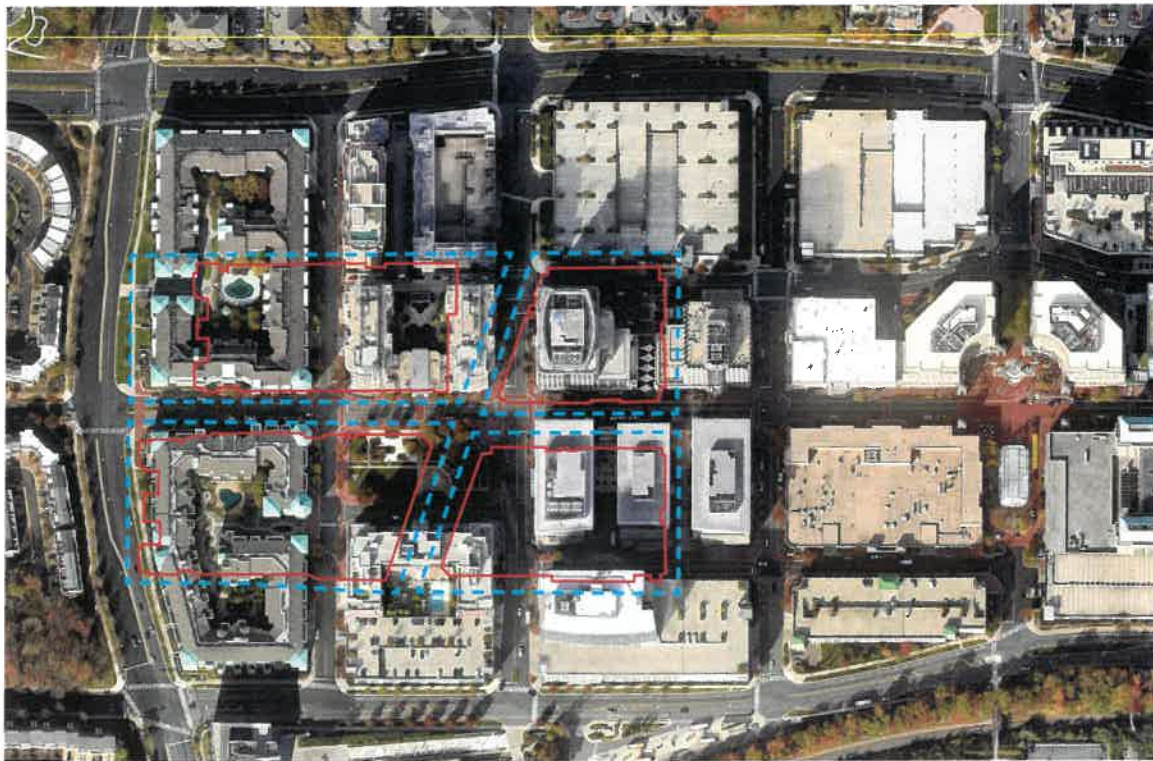
Dashed lines represent scale of proposed Virginia Beach Sports + Convention Center District development



MOSAIC DISTRICT, FAIRFAX, VA



MOSAIC DISTRICT, FAIRFAX, VA



RESTON TOWN CENTER, RESTON, VA



RESTON TOWN CENTER, RESTON, VA

PRECEDENT IMAGERY

