



FLAHERTY & COLLINS
PROPERTIES



CUNNINGHAM | QUILL ARCHITECTS

PARCEL 15 PROJECT TEAM OVERVIEW

presented to





FLAHERTY & COLLINS
PROPERTIES

AEDC



DUANE MILLER
VICE PRESIDENT,
COMMUNITY DEVELOPMENT



BRANDON BOGAN
AIA, LEED AP
VICE PRESIDENT,
DESIGN & PRECONSTRUCTION



STAN JACKSON
CEO / PRESIDENT
AEDC

CUNNINGHAM | QUILL ARCHITECTS



RALPH CUNNINGHAM, FAIA
FOUNDING PRINCIPAL



Founded 1993
525+ Employees



Corporate Headquarters – Indianapolis, IN



**Full Service, Award-Winning,
Development,
Construction &
Management Company**





Properties Managed: **97**

Units Managed: **17,837**

10 States



The Residences at St. Elizabeths East – Washington, DC



AMO[®] designated company
(Awarded by IREM[®])

Property Types

- Market Rate: **13,722**
- Affordable: **4,115**

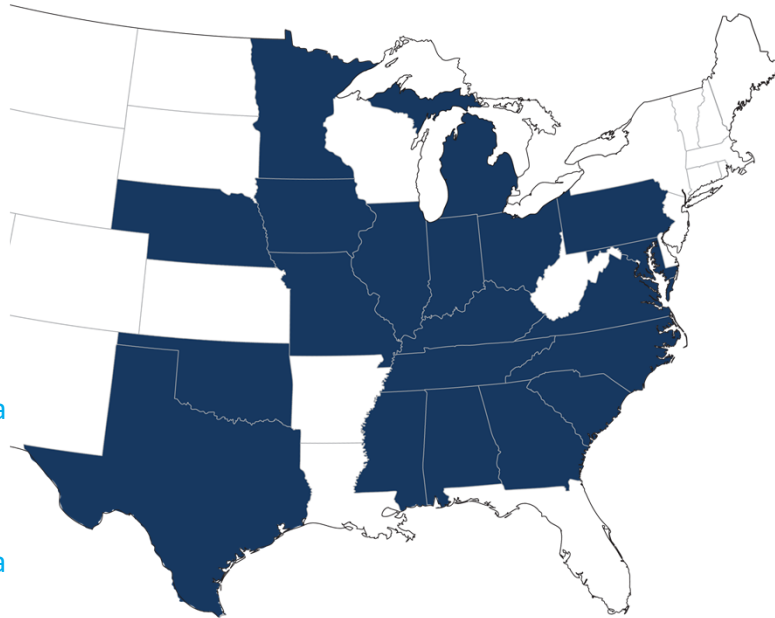


Clark's Crossing – Vincennes, IN



Since 1993, we have developed, constructed and/or managed in the following states:

- Alabama
- Georgia
- Illinois
- Indiana
- Iowa
- Kentucky
- Maryland
- Michigan
- Minnesota
- Mississippi
- Missouri
- Nebraska
- North Carolina
- Ohio
- Oklahoma
- Pennsylvania
- South Carolina
- Tennessee
- Texas
- Virginia
- Washington, D.C.



Current Portfolio:

97 Properties

17,837 Multifamily Units

256,229 sq. ft. retail across

15 sites

PPP Company History



FLAHERTY & COLLINS
PROPERTIES



Top 50
Developer

2016, 2017



Top 25
Developer

2016, 2017



The logo for the Anacostia Economic Development Corporation (AEDC) features the letters "AEDC" in a bold, white, sans-serif font centered on a dark maroon rectangular background.

AEDC



In January 2019, the Anacostia Economic Development Corporation (AEDC) will celebrate its 50th Year Anniversary. Since 1969, AEDC has implemented projects and administered programs to improve the quality-of-life circumstances of District of Columbia residents in general, and residents of East-of-the-River neighborhoods specifically.

The AEDC has been at the forefront of affordable residential development, commercial revitalization efforts, small/minority business development, job creation, and venture development to serve the residents and local businesses of the District of Columbia.

For over nineteen years AEDC has supported the scholarship efforts of graduates of Ballou and Anacostia High School.

Founded in 1996 by Lee Quill, FAIA
and Ralph Cunningham, FAIA

Over 22 years of experience

Located in historic Georgetown,
Washington, D.C.

Portfolio includes **Architecture, Urban
Design** and **Master Planning**

Our diverse portfolio is reflected in the
wide range of projects that have been
awarded since our founding.

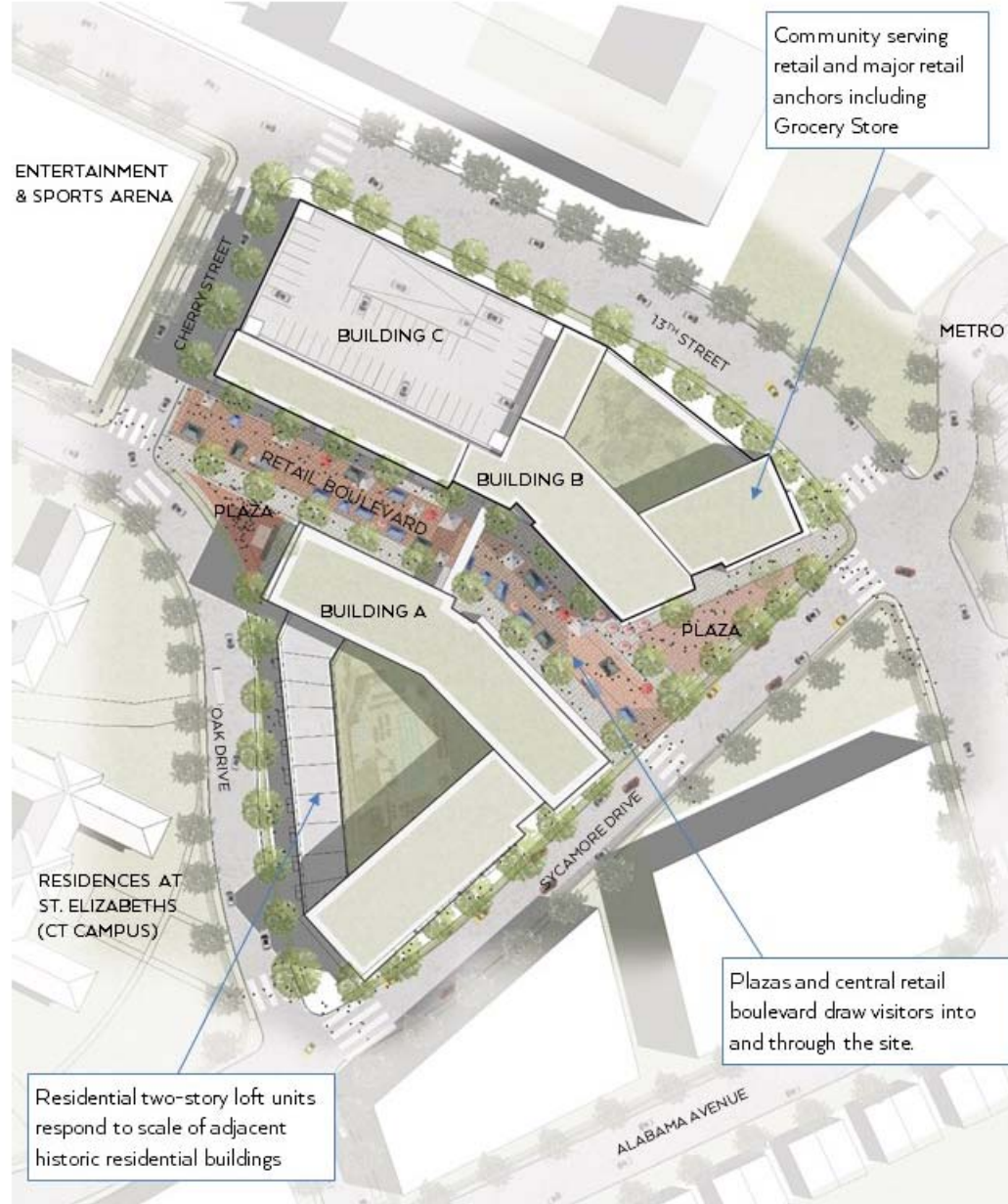
- 74 AIA awards
- 3 Congress of New Urbanism Awards
- 2 DC Mayor's Preservation Awards
- 1 American Planning Association
State of Virginia Planning Award
- 47 Other National and Local Design
Awards



Parcel 15

Project Overview

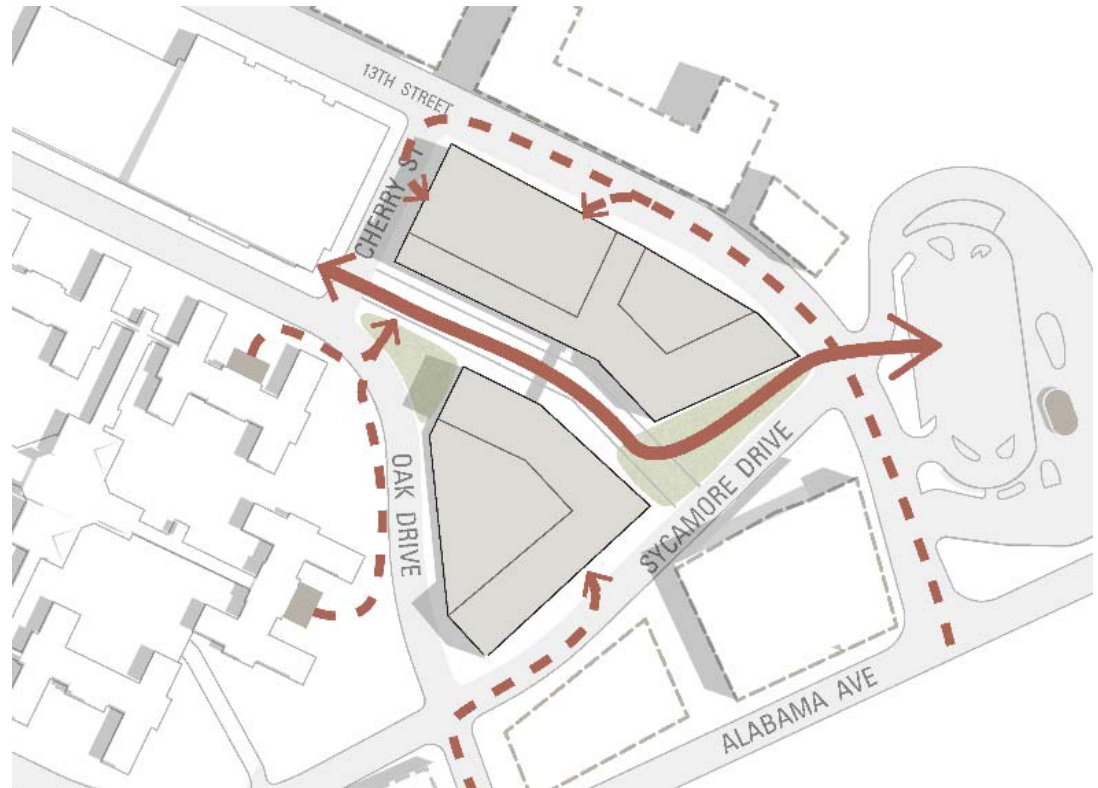
Site Plan



Site Plan

CONNECT

Integral to our scheme is a new dynamic retail and pedestrian boulevard connection from the Congress Heights metro to the Entertainment & Sports Arena. This new street creates a visual gateway from the metro to the Entertainment & Sports Arena while welcoming the Congress Heights neighborhood and adjacent Residences at St. Elizabeths East. The site is designed to create pre-game and post-game destinations while providing ample parking for residents and neighborhood visitors. Plazas at the two corners of the site will welcome and draw residents and visitors into the boulevard and through the site..

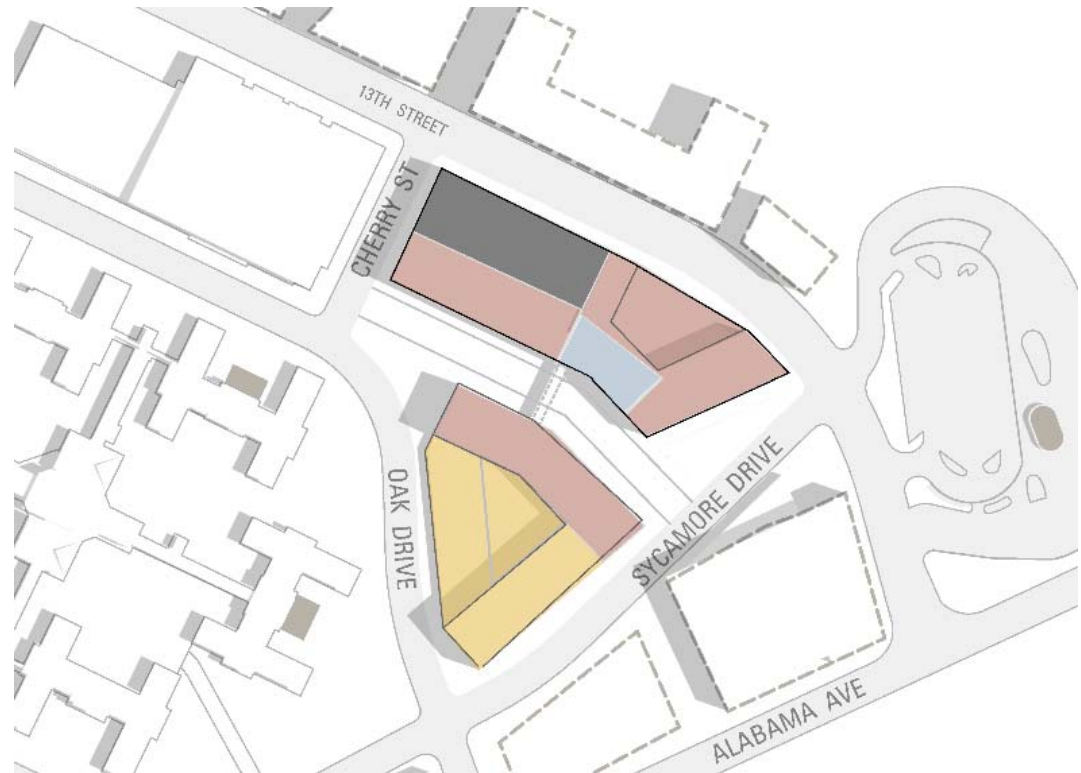


CONNECTIVITY DIAGRAM

Site Plan

ACTIVATE

Our team developed multiple strategies for creating destination within the site. Major retail anchors, such as a grocery store and restaurants, will front a new Transit Plaza and a new Entertainment & Sports Arena Plaza. The new central retail boulevard and public plazas will provide locations for a variety of uses including special events, local business fairs, themed markets and outdoor entertainment. The thoughtful mix of work spaces and residential lobbies along the retail boulevard will provide an active day-to-night pedestrian boulevard.

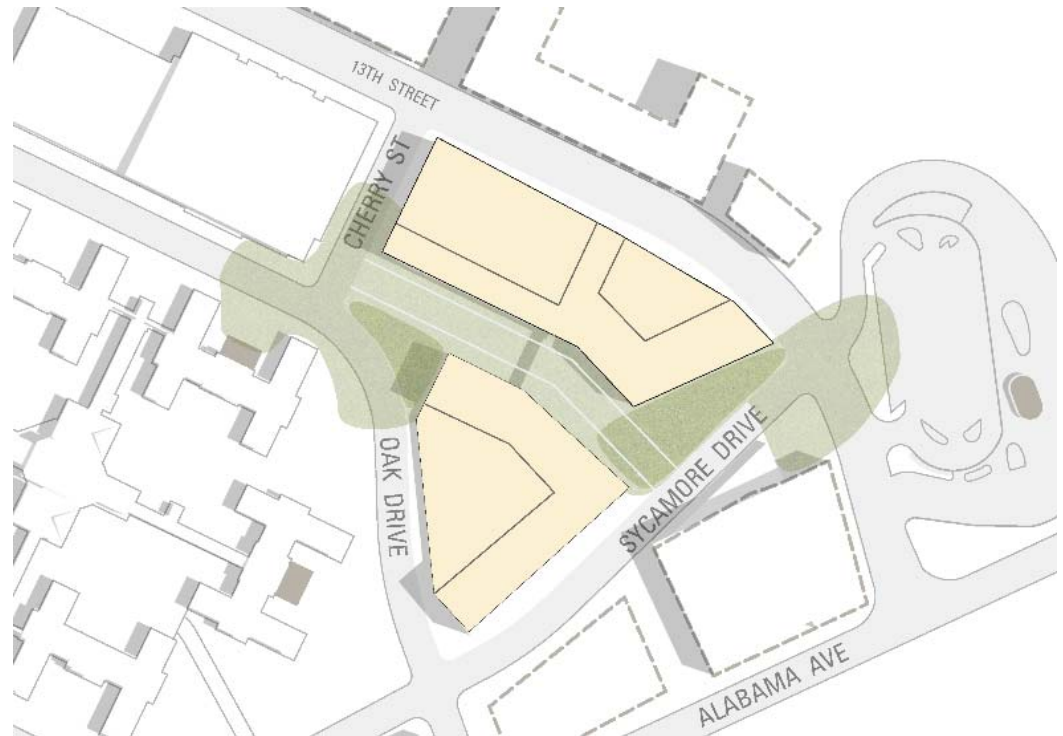


USE DIAGRAM

Site Plan

THRIVE

Inspired by the historic campus architecture and landscape design, our proposal will provide an iconic architectural solution that responds to the scale and architectural patterns found within the St. Elizabeths East campus. Our mix of amenities, public space, and walkability will create a sought-after destination to live, work, and play in Congress Heights. Most importantly, a mix of housing types will support an economically diverse and sustainable community. Parcel 15 will thrive as the Campus gateway creating a sustainable and diverse mixed-use environment for Congress Heights.



PUBLIC SPACE DIAGRAM

Vision: Connect, Activate, Thrive



VIEW LOOKING TOWARDS RETAIL BOULEVARD FROM METRO

Vision: Connect, Activate, Thrive



NEW TRANSIT PLAZA AND ANCHOR RETAIL WELCOMES VISITORS

Vision: Connect, Activate, Thrive



ACTIVATED RETAIL BOULEVARD SERVES RESIDENTS, COMMUNITY AND ESA FANS

Vision: Connect, Activate, Thrive



NEW ENTERTAINMENT & SPORTS ARENA PLAZA AT ENTRANCE OF RETAIL BOULEVARD

Market Demand

- Need for **128K** apartments by **2030**
(National Apartment Association)
- Producing both Market Rate and Affordable units is critical to managing affordability
- Proposed project:
 - **326** units
 - **98** units reserved for families making less than **30% and 50% AMI**
 - **20,000 SF** dedicated to much-needed Grocery



GROCERY AMENITY

Ex.
***360 Market
Square***

Indianapolis, IN

**292 units
28 stories
550+ parking
spaces**

**42,000 SF
Whole Foods**



GROCERY AMENITY



GROCERY AMENITY

Ex.
Axis

Indianapolis, IN

336 units
426 parking
spaces

40,000 SF
Kroger



GROCERY AMENITY

Ex.
The Coil

Broad Ripple, IN

151 units
332 parking
spaces

Fresh Thyme



GROCERY AMENITY



Anchor Grocer - Examples



EX: The Annex – Tulsa, OK

Anchor Grocer - Examples



EX: 4th & Race Concept – Cincinnati, OH

Market Demand

High-End Mixed-Use - Ward 6		
Property Name	Occupancy	Rent/SF
Dock 79 I	94.3%	\$ 3.51
First Residences	89.6%	\$ 3.22
Twelve12	94.5%	\$ 3.11

Anacostia - Ward 8		
Property Name	Occupancy	Rent/SF
Cole Gardens	93.3%	\$ 2.09
Ridgecrest Village	99.3%	\$ 1.65
Stanton Glenn	100.0%	\$ 1.29



Main Discussion Topic

BLDG	APP. SF	USE
BLDG A	22,000	GENERAL RETAIL
	225,000	RESIDENTIAL (MARKET-RATE & AFFORDABLE)
BLDG B	23,000	GENERAL RETAIL
	8,000	FLEX SPACE: OFFICE/RETAIL
	20,000	GROCERY STORE
	175,000	RESIDENTIAL (MARKET-RATE & AFFORDABLE)
BLDG C	180,000	PARKING
App. SF	653,000	
App. FAR	3.5	



Unit Mix

ADU Breakdown					
			30%	50%	Market Rate
Studio	13	550	4	9	20
1 Bedroom	45	750	12	33	118
2 Bedroom	40	1,150	10	30	90
			26	72	228

- **Total Project – 575,000 SF**
- **Residential – 365,000 SF**
 - **109,724 SF for Affordable units**
- **228 Market Rate units**
- **98 Affordable units**



Parking & Transportation

- **Focus on multi-modal transportation strategy**
- **Designed to maximize Parcel 15's proximity to Congress Heights Metro and bus stations by orienting retail, residential and office programming toward central connector**
- **Building C – above-grade parking structure to connect with grocery, retail, office users, residential and special event parking**
- **Sensitive to unsightly parking structures – lining all sides of parking structure with screening**



Project Sources

Developer Contribution	\$72,265,177
Federal LIHTC Equity – 4%	\$12,010,225
New Markets Tax Credits	\$5,246,340
OCS Grants – Retail/Office and Grocer	\$1,500,000
DC Housing Trust Fund	\$17,500,000
Opportunity Zone Funds	\$4,060,180
Permanent Financing	\$6,500,000
Seller Note	\$1,170,000
TIF	\$10,297,574
Deferred Developer Fee	\$2,320,081
Total	\$132,869,577

LAND PURCHASE PRICE

\$2,300,000.00



What You Get With



-
- 1. Reliable Project Partners**
 - 2. Subject Matter Experts
& Industry Leaders**
 - 3. National Experience**
 - 4. Certainty of Execution**
 - 5. Local Developer Participation**





Questions?

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FLAHERTY & COLLINS
PROPERTIES

