

RESPONSE TO
PRINCE WILLIAM CO
RFI 7038103
for



SPORTS
TOURISM
OPPORTUNITIES
at



To the Attention of:
Mr. Adam Manne
amanne@pwcgov.org

Submitted by:



Toll Brothers
AMERICA'S LUXURY HOME BUILDER®



Due: 19 October 2018, 3 PM

COUNTY
GOVERNMENT
CENTER PARK



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4 - Peterson Companies' **Rio** - A 760,000 SF project in the heart of Montgomery County with retail, dining and entertainment.

October 18, 2018

Prince William County
1 County Complex Ct (MC 460), Ste 205
Prince William, Virginia 22192
Attn: Mr. Adam Manne, amanne@pwcgov.org

Re: RFI 7038103 for SPORTS TOURISM OPPORTUNITIES
County Government Center Park, Prince William, Virginia

Dear Mr. Manne:

Davis Carter Scott, on behalf of the Principals of the Companies forming this team, is pleased to present a response to your RFI 7038103 for the Sports Tourism Opportunities at County Government Center Park. This letter signifies our team's interest in working with the County to redevelop the 65-acre site as described on pages 3-4 of the RFI and as such, we have structured our preliminary team with the following players:

- Master Planner / Design Architect – Davis, Carter, Scott Ltd
- Retail / Commercial Developer – Peterson Companies
- Residential (Active Adult, Age-Restricted, Over 55) Developer – Toll Brothers, Inc.
- Residential (Workforce Housing) Developer – Good Works LP
- Recreational Sports Developer – TBD



The following response will briefly highlight each team member's qualifications (profile, principal point of contact and relevant experience) and includes a "Framework" of our vision for the site. In brief, we believe strongly that public/private partnerships such as this provide outstanding opportunities to create places with long term value financially, culturally and socially. We look forward to working with you, the community and other stakeholders to develop a highly creative yet fiscally and physically viable project.

Feel free to reach out to me at 703 556 9275 with questions, comments or dates to meet so our team can elaborate on our idea for the County Government Center Park.

Sincerely,

A handwritten signature in black ink, appearing to read 'Douglas N. Carter', written over a circular stamp or seal.

Douglas N. Carter, AIA
President
Davis, Carter, Scott Ltd

Attachment:

- RFI Response due 10/19/2018, 3PM

TEAM INTRODUCTION

Upon seeing the Prince William County RFI for the redevelopment or alternative uses of the County Government Park Center, the movie “A Field of Dreams” comes to mind and it seems appropos for this is an opportunity to develop a collaborative partnership - “team” - and create a place with long term value financially, culturally and socially. Our team is preliminarily comprised of well-known players in the real estate development industry, with a view to partner with a sports group by the time the RFP is issued.



What this team brings are:

- Over 50 years experience in the local region, as well as experience in development in Prince William County.
- Proven visionaries of exciting and successful and award-winning developments.
- Extensive body of work that ranges from mixed use retail, residential and hotel.
- #1 Home Builder in the nation.
- Premiere expert in affordable workforce housing projects.

Our team's goal is to help the County build a community where “they will come” and keep on coming.

The following pages will introduce the companies and respond to the RFI in so much to indicate our committed interest in your project.



DCS|DESIGN (DAVIS, CARTER, SCOTT ^{LTD})

Role: Master Planner / Design Architect

Davis, Carter, Scott ^{Ltd}
8614 Westwood Center Dr
Ste 800
Tysons VA 22182

Point of Contact:
Thomas Dinneny

O: 703 556 9275
C: 703 629 6942
E: tdinneny@dcsdesign.com

Davis Carter Scott (DCS) is one of the largest locally-owned architectural and interior architectural firms in the D.C. Metropolitan area, and is active in all areas of land-planning, architecture, interior architecture, sustainable design, and branding. While the firm has grown and changed over our 50+ years of being in business, the core values on which it was founded – commitment to our profession, our community, our clients, and our employees – have never wavered.

Thomas J. Dinneny - Point of Contact

Thomas Dinneny has more than 35 years of experience in master planning, conceptual and schematic design, and design development for a wide variety of projects. His experience includes master planning of over 9 million SF of private and governmental projects, and the design of over 3 million SF of build-to-suit and headquarters buildings and over 4 million SF of office buildings. Showcasing distinctive design and creative planning, his innovative projects become landmarks in the community. Working closely with clients, he designs projects that meet the client's objectives and budget. Mr. Dinneny will be responsible for all design related decisions and will coordinate with the client and the entire project team to guide the design direction and selection of interior and exterior stadium finishes and materials. Mr. Dinneny is an accomplished architectural illustrator as well as an avid sports fan, this union of skill and passion is what brings visions to life.

Relevant Experience

Baseball Park at Kincora - Dulles VA



Working closely with the Kincora developers for their mixed use development near Routes 7 and 28 in Loudoun County, DCS Design prepared design concepts for a new 5,500 seat minor league baseball park.

DCS|DESIGN (DAVIS, CARTER, SCOTT LTD)

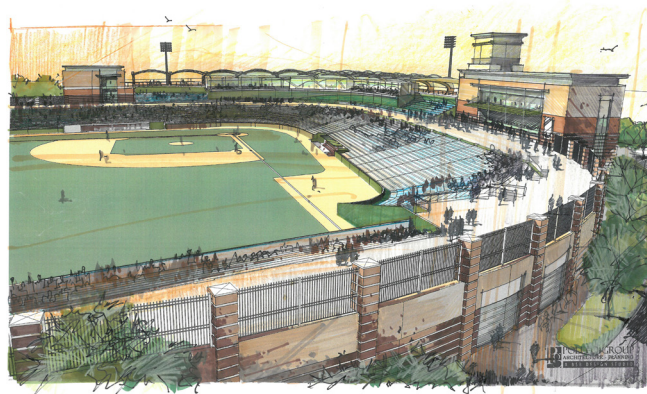
Role: Master Planner / Design Architect
(cont'd)

Relevant Experience

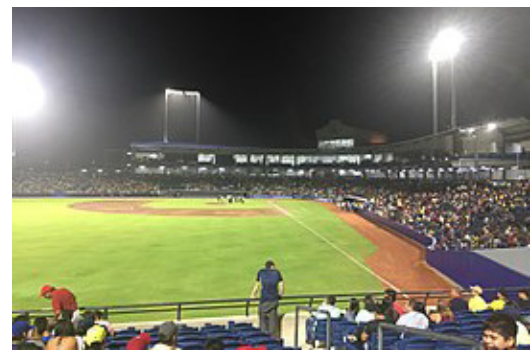
Baseball Park at Kincora - Dulles VA (cont'd)



Estadio Edgar Renteria - Barranquilla, Colombia



Recently completed in May 2018, this new baseball stadium named after 2010 World Series MVP San Francisco Giant's Edgar Renteria provides seating for between 8,650 and 12,000 spectators during sporting events. It is also a training facility for local baseball teams.



Toll Brothers

9775 Belmont Executive Plz
Ste 250
Ashburn VA 20147

Point of Contact:
S. Andrew Vinisky

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This summer **Toll Brothers** celebrated our 50th Anniversary. From our start in 1967 as a local builder in the suburbs of Philadelphia, we are now an award-winning Fortune 500 company. Toll Brothers embraces an unwavering commitment to quality of our homes and our communities. Toll Brothers is a publicly owned company with its stock listed on the New York Stock Exchange (NYSE: TOL). For four years in a row, Toll Brothers has been ranked the **#1 Home Builder Worldwide** on the *Fortune Magazine* "World's Most Admired Companies®" list. Toll Brothers also has been honored as national Builder of the Year by *BUILDER* magazine, and was twice named national **Builder of the Year** by *Professional Builder* magazine. Toll Brothers has been a developer and builder in Prince William County for many years, often recognized by our most successful Dominion Valley project.

S. Andrew Vinisky - Point of Contact

Mr. Vinisky is the Director of Urban Land for the Toll Brothers Virginia division and has been involved in residential and mixed use projects for over 31 years. His responsibilities often include overseeing the initial design through to governmental approvals for projects throughout northern Virginia. His accomplishments involve several high profile master planned projects in Prince William County, such as Port Potomac, Potomac Club, Piedmont, and the Prince William County Center across from the subject property, to name a few.

**Relevant
Experience**

Regency at Creekside Active Adult Community - Gainesville VA

55+ active adult, gated community
featuring Singles and Townhomes.

Amenities include: pickleball court
tennis court
common space
hiking/biking trails
indoor/outdoor pools
recreational facilities

Photo:
Top - Fairchild Model
Bottom - Bowan Model





GOOD WORKS LP

Role: Affordable Workforce Housing Developer

good works

102 W Washington St
Middleburg VA 20117

PO Box 1258
Middleburg VA 20118

Point of Contact:

Mr. Kim Hart

O: 540 687 5866

C: 703 850 3980

E: kim@goodworksva.com

Good Works is a Virginia-registered, Limited Partnership created to develop, build, own, and operate affordable workforce apartments in Northern Virginia. The leadership of Good Works has over 15 years of experience using Federal Low-Income Housing Tax Credits, HUD bonds, and VHDA low-interest loans together with Federal, state, and local grants to finance attractive, certified “green” apartments with rents well-below market rates. Good Works develops stand-alone projects, but also welcomes the opportunity to partner with others to provide the affordable residential component (ADUs) in larger mixed-income, mixed use projects.

G. Kimball (Kim) Hart - Point of Contact

Mr. Hart has over 25 years of experience developing, building, and operating affordable workforce housing. Between service to the non-profit Windy Hill Foundation and as General Partner of for-profit Good Works LP, Mr. Hart, with partners, has developed over 700 affordable rental units, making him the largest developer of such units in Loudoun County. Prior to developing affordable housing, Mr. Hart spent 18 years as a consultant to the electric utility industry both with his own firm and with Booz-Allen Hamilton. Mr. Hart has served on the Loudoun County Economic Development Commission and the Loudoun County Housing Advisory Board. In 2013 he won the Virginia Governor’s Housing Award for “Best Affordable Housing Energy Conservation Effort.” Mr. Hart has also been designated a Loudoun Laurel for his non-profit work in housing. Mr. Hart holds both his BA and MBA degrees from Yale.

Relevant Experience

Heronview Apartments – Sterling, VA Opening Early 2019



- 96 units
- 4-story (townhomes and flats)
- 1-, 2-, and 3-bedroom units
- 10 ADA accessible units
- 45 Universal Design units
- Certified green building
- Community Room
- Fitness Center
- Extensive walking and bike trail network
- Walking distance to Kincora Center
- VHDA Low-Income Housing Tax Credits
- 40% and 50% AMI maximum household income

GOOD WORKS LP

Role: Affordable Workforce Housing Developer
(cont'd)

Relevant Experience

Stone Springs Apartments – Dulles, VA Opening Late 2019



- 128 units
- Two 4-story buildings
- 1-, 2-, and 3-bedroom units
- 10 ADA accessible units
- Certified green buildings
- Cubhouse with Pool and Fitness Center
- Walking distance to Harris Teeter
- Walking distance to Stone Springs Hospital
- VHDA Low-Income Housing Tax Credits
- VHDA Tax-Exempt Bonds
- 60% AMI maximum household income

Washburn Place Townhomes – Marshall, VA Opened 2018



- 30 townhomes
- 2-story
- All 3-bedroom units
- 5 ADA accessible units
- 3 units reserved for veterans
- Certified green buildings
- Tot lot
- Resident Services
- Walking distance to Main St Marshall
- VHDA Low-Income Housing Tax Credits
- 40% and 60% AMI maximum household income

ShreveportRidge Apartments – Ashburn, VA Opening 2014



- 98 units
- Four 3-story (townhomes over flats)
- 1-, 2-, 3- and 4-bedroom units
- 10 ADA accessible units
- Certified green buildings
- 100% geothermal heating and cooling
- Community Room
- Tot lot
- Resident Services
- VHDA Low-Income Housing Tax Credits
- 40% and 50% AMI maximum household income

PETERSON COMPANIES

Role: Retail / Commercial Developer

Peterson Companies
12500 Fair Lakes Cir Ste 400
Fairfax VA 22033

Point of Contact:
Mr. Taylor Chess

O: 540 687 5866
C: 703 850 3980
E: kim@goodworksva.com

As one of the largest privately-owned real estate development companies in the DC region, **Peterson Companies** consistently delivers some of the area's most exciting destinations. Over the past 50 years, we have created such exceptional landmarks as National Harbor, Downtown Silver Spring, Fair Lakes, and Fairfax Corner. With a proven ability to move quickly on opportunities to reshape and enhance local communities, we create vibrant residential and business districts that benefit all who live and work in our region.

Combined with our extensive real estate portfolio of mixed-use retail, residential and office developments are several other companies and investments, such as Vizuri Health Sciences and National Geographic Encounter: Ocean Odyssey, that together, reflect our commitment to improve the lifestyles of those who share the place we call home. For more information about the Peterson Companies, please visit www.petersoncos.com.

Taylor O. Chess - Point of Contact

Taylor Chess is President, Development for Peterson Companies and serves on the Company's Investment Committee. Taylor has developed retail projects valued in excess of \$250 million. He is a visionary, known for spotting acquisition opportunities, imagining the possibilities, divesting of property, acquiring land, and building joint ventures. Most recently, he was instrumental in the sale of over 330-acres to Microsoft. Prior to Peterson Companies Taylor was Senior Vice President, Investments at Regency Centers where he established the Mid-Atlantic and Northeast offices. During his eight years he developed 11 centers valued at approximately \$660 million and assisted in the acquisition of 140 centers. Taylor serves on numerous philanthropic boards and committees including Joe Gibb's Youth For Tomorrow, Fairfax County Sports Tourism Tax Force and mentors real estate students through ULI's mentoring programs. He served as ICSC's State Director of Maryland, Washington D.C. and Virginia and has been a guest speaker for the GWU Real Estate Program.

Relevant Experience

Avonlea



A vibrant 300,000 sf mixed-use development, Avonlea will be the first premier shopping, dining, and entertainment destination for the wealthiest county in the nation. Its location along Route 50 in Washington D.C.'s affluent Northern Virginia suburbs places it perfectly in the path of the D.C. area's booming growth. Already future home

to luxury cinema Cinépolis, Avonlea will host a hand-crafted selection of premier retail, boutiques, signature dining, and contemporary office space.

PETERSON COMPANIES

Role: Retail / Commercial Developer
(cont'd)

Relevant Experience

Commonwealth Center



Commonwealth, a 1.2 million square foot mixed-use development, home to iFly and TopGolf, featuring retail, dining, office and hotel. It is strategically located in Loudoun County with close proximity to the Dulles Airport, excellent

accessibility to the most significant tech-corridor and major transportation routes, Loudoun County Parkway and Route 7.

Compass Creek



Compass Creek is a 220+ acre master planned community with direct access to the Dulles Greenway via two signalized interchanges. It is the future home to a 100,000 square foot Ice Arena

and a Walmart Supercenter which are both scheduled to open in 2019. At final completion Compass Creek will include office, retail, hotel and other supporting uses (conference center, gym/sports center and auxiliary uses).

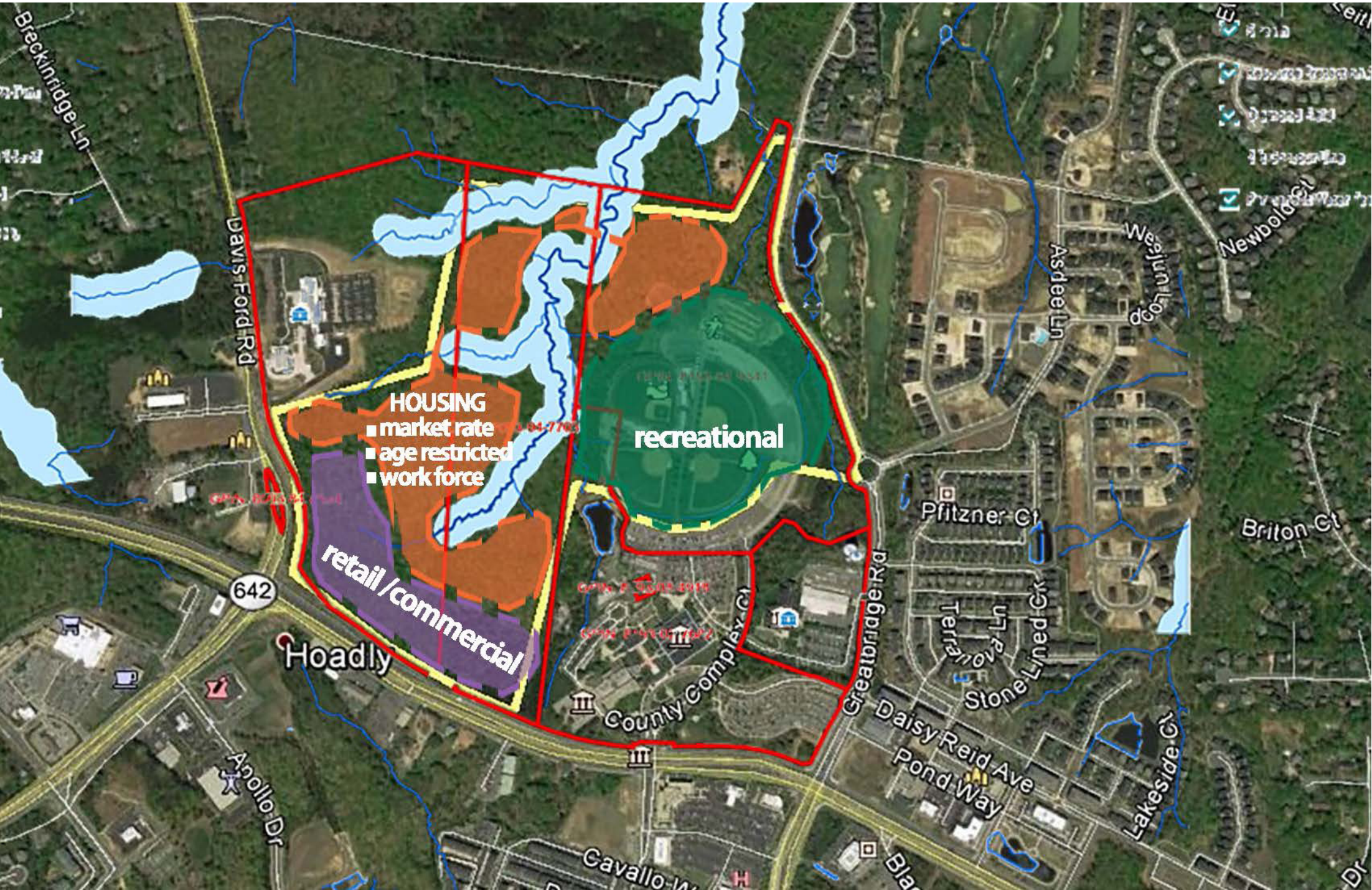
Virginia Gateway



A 1.3 million square foot mixed-use development located in the heart of Prince William County off of I-66 and Route 29. Featuring anchor tenants like Target, Lowes, Best Buy and HomeGoods. Family-favorite dining options including Rockwood

Tavern, Panera and Buffalo Wild Wings and home to an 80,000 square foot Cabela's.

PROPOSED FRAMEWORK FOR THE SITE AT
COUNTY GOVERNMENT CENTER PARK



The integration of civic functions, recreational uses, upscale retail and workforce, age-restricted and luxury, market rate housing creates an opportunity to craft a place that is unique in the Washington area.

This is an opportunity for Prince William County to create a symbolic center for the County. The proceeds of the sale of property for the private development component of the project will provide the capital for the much-needed recreational improvements.

