



## DEVELOPMENT PARTNERS

Blue Skye Development  
Co-Developer (CBE)  
**Bryan Scottie Irving**  
CEO/Managing Member  
5125 MacArthur Blvd, NW, Suite 19  
Washington, DC 20016

Donatelli Development  
Co-Developer  
**Chris Donatelli**  
President & CEO  
4416 East West Hwy, Suite 410  
Bethesda, MD 20814

## DESIGN TEAM

GTM Architects DC, LLC (CBE)



VIKA Capitol, LLC (CBE)



Parker Rodriguez, Inc.  
**ParkerRodriguez**

Steven Winter Associates, Inc.

WELLS + ASSOCIATES

Allen & Shariff Engineering, LLC

Coffman Engineers, Inc.

Phoenix Noise & Vibration

Seal Engineering

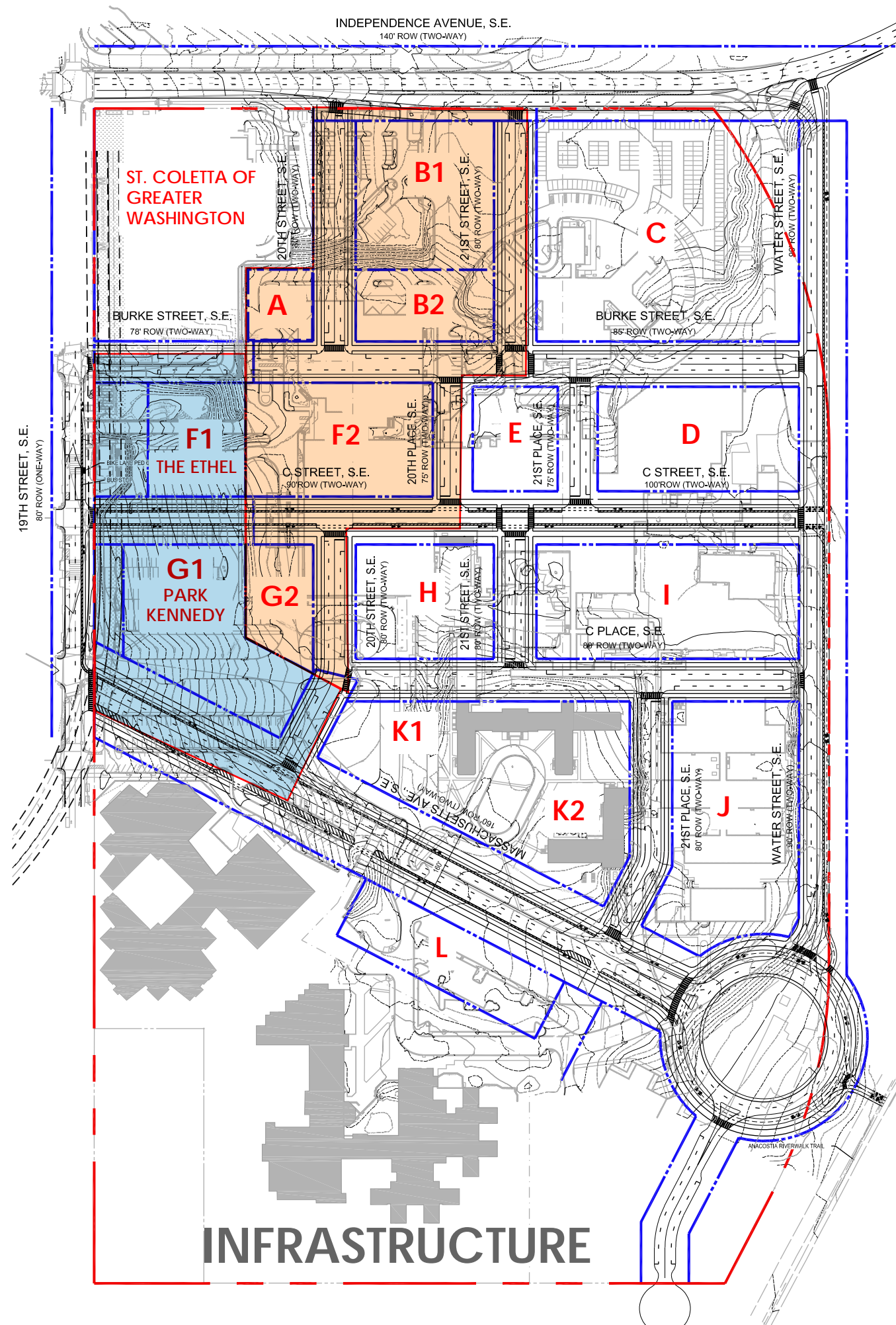


# INTRODUCTION

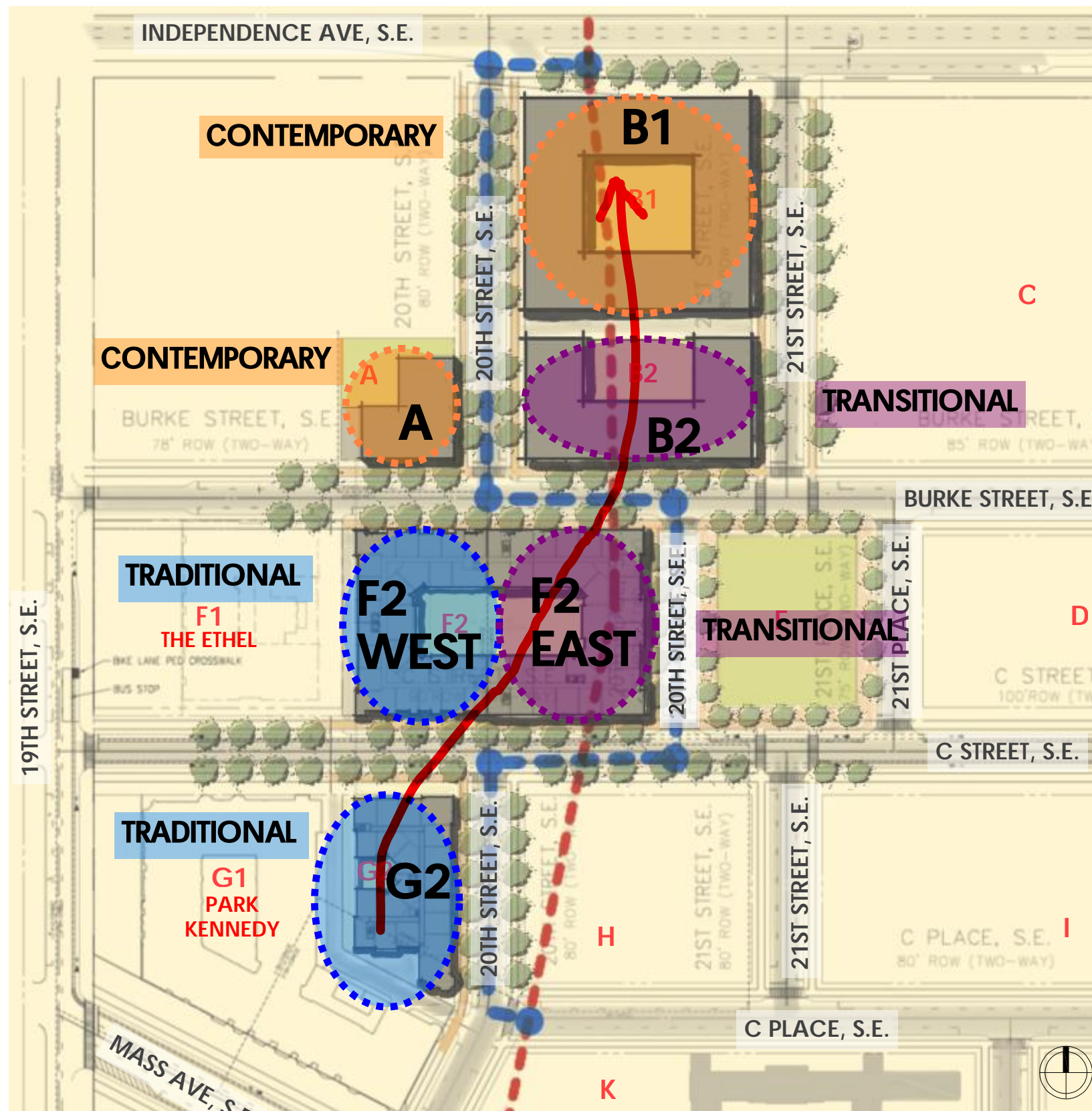


04/12/2021  
REVISED 06/25/2021  
REVISED 07/02/2021









**B1**

- 7 Stories
- Transitional Contemporary
- Layered facade



**A**

- 7 Stories
- Transitional/Contemporary
- Unique jewel box in neighborhood
- Layered facade



**B2**

- 7 Stories
- Transitional
- Warehouse look



**F2-west  
& G2**

- 4 stories
- Similar to Park Kennedy
- Traditional



**F2-east**

- 7 stories
- Transitional Style/ Mix of facade types
- Long park facade divided into individual facades



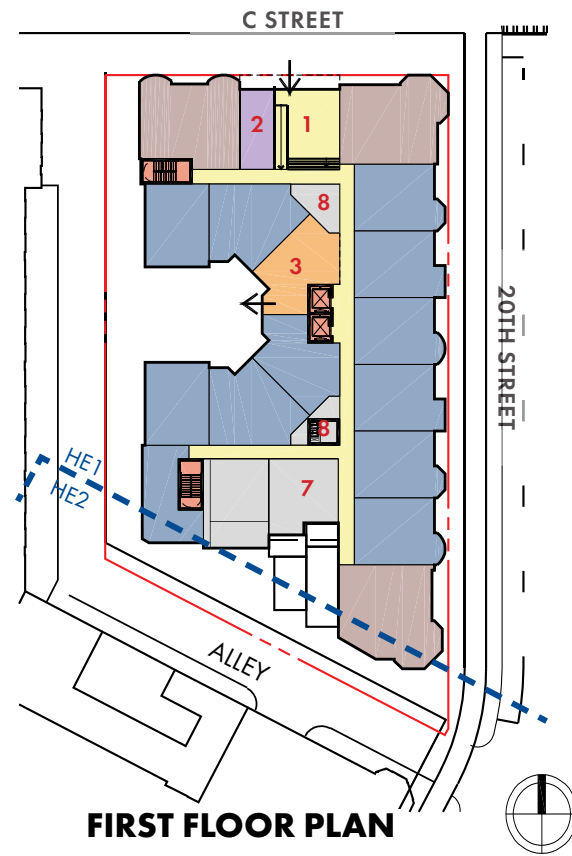
## BUILDING AND MASSING VISION











FIRST FLOOR PLAN



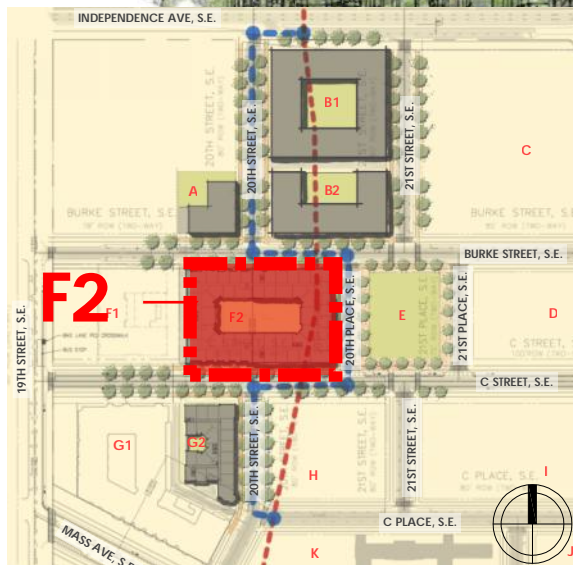
NORTH ELEVATION



EAST ELEVATION

## PARCEL G2





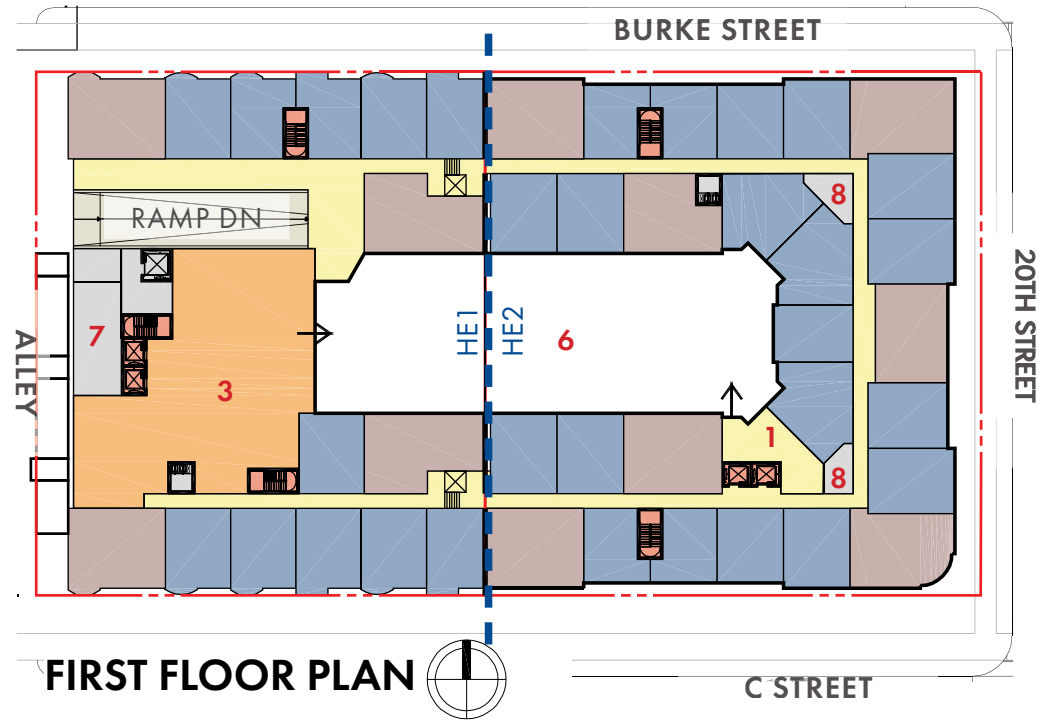
**BLUE SKYE  
DEVELOPMENT**

**PARCEL F2**

**DONATELLI**  
DEVELOPMENT

**GTM**  
ARCHITECTS  
WASHINGTON DC

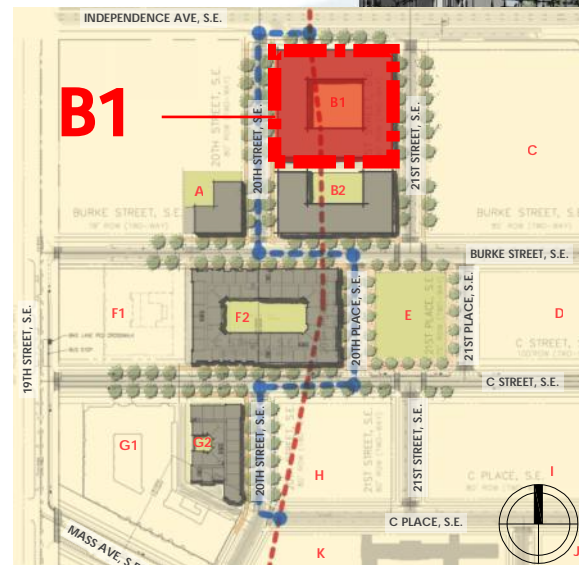












**BLUE SKYE**  
DEVELOPMENT

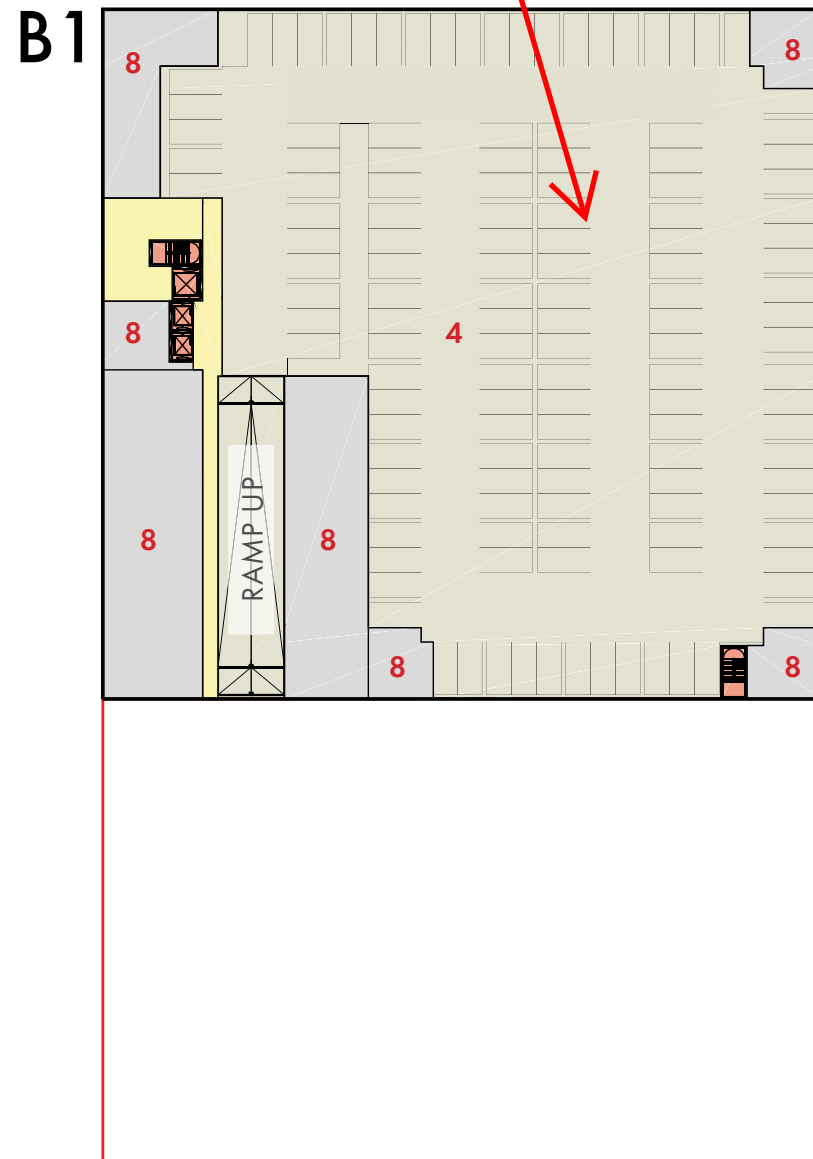
PARCEL B1

**GTM**  
ARCHITECTS  
WASHINGTON DC

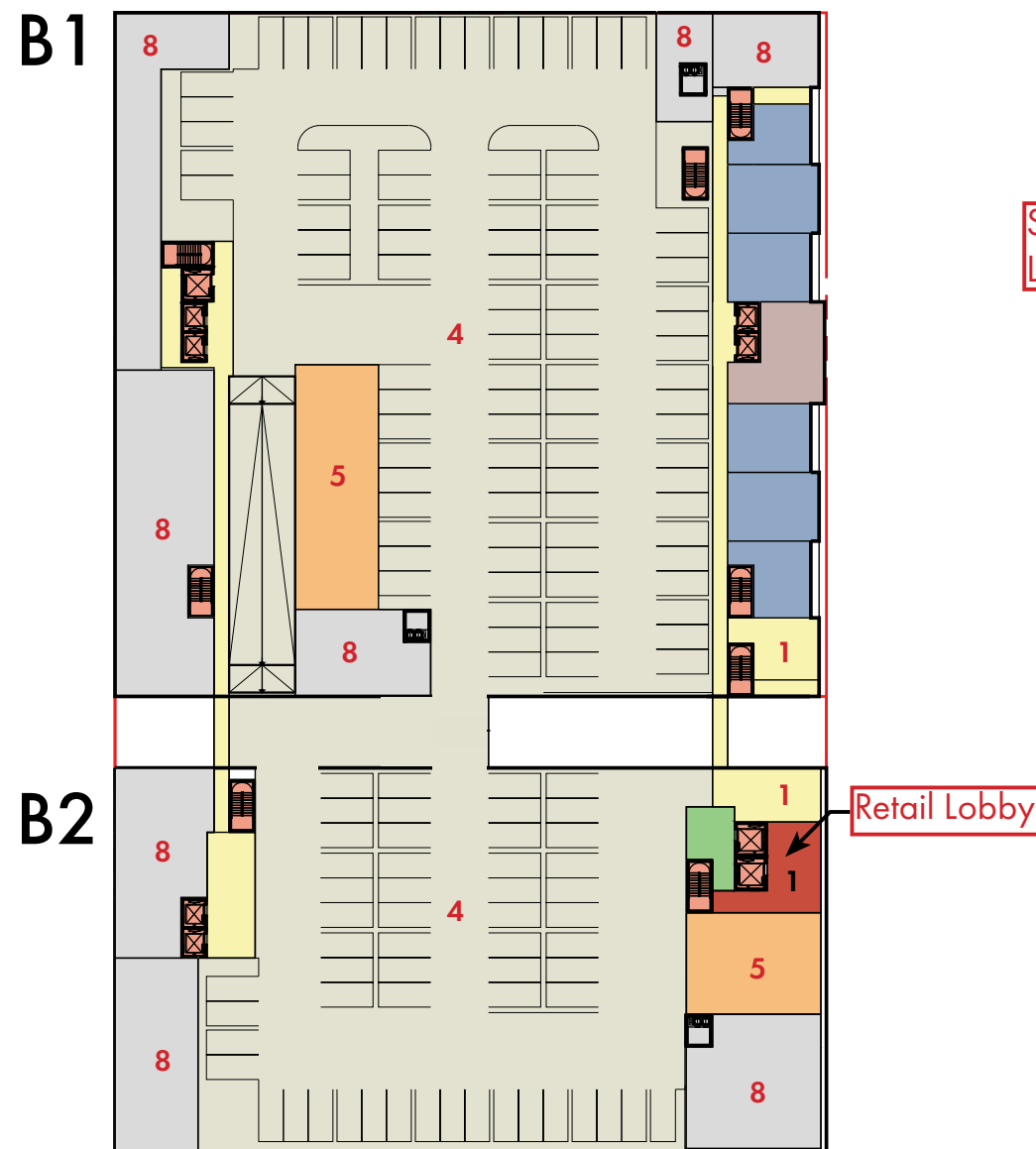
**DONATELLI**  
DEVELOPMENT



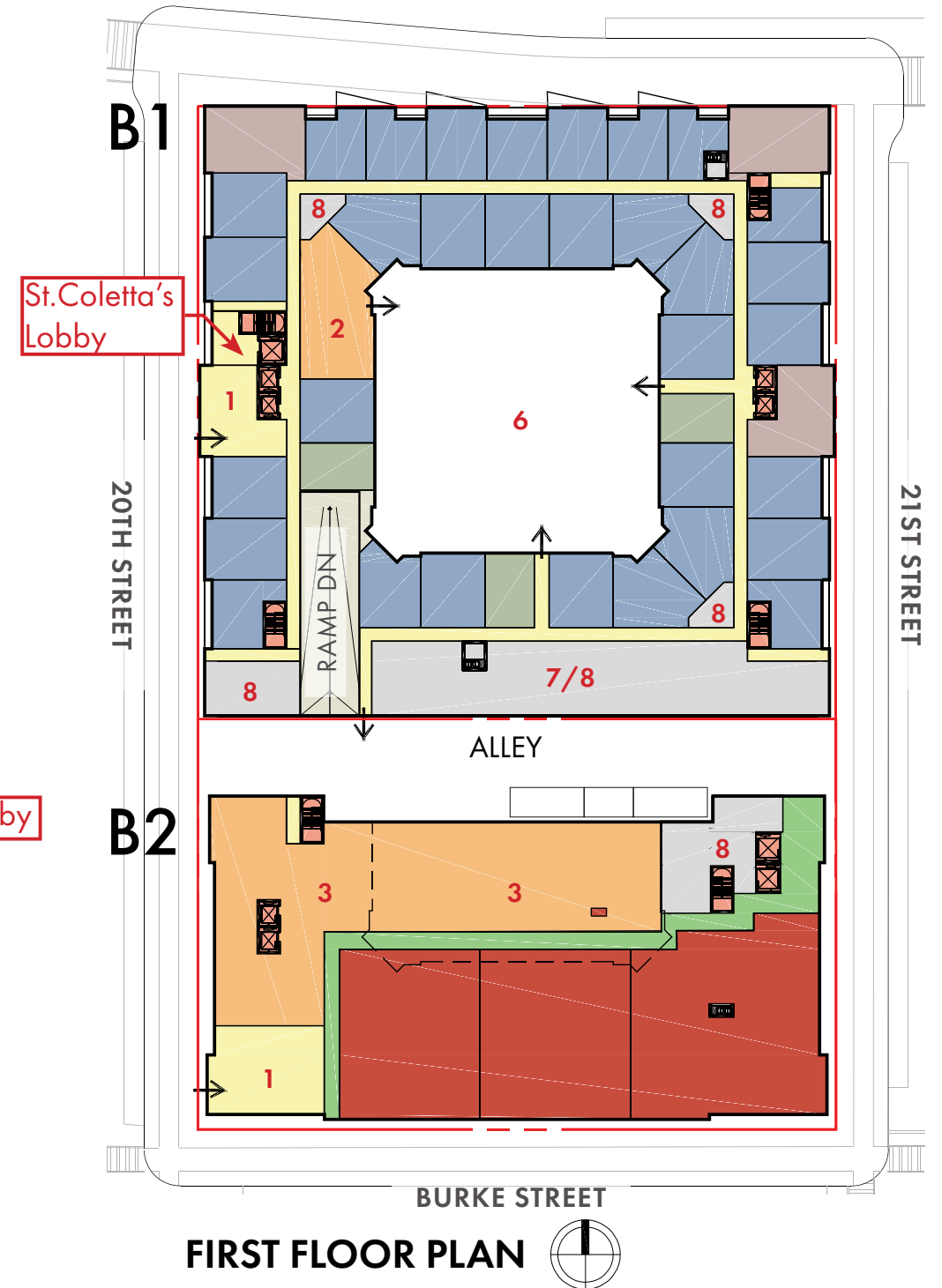
DEDICATED ST. COLETTA'S  
PARKING AREA



PARKING LEVEL 2



PARKING LEVEL 1



FIRST FLOOR PLAN





SOUTH ELEVATION



EAST ELEVATION



WEST ELEVATION





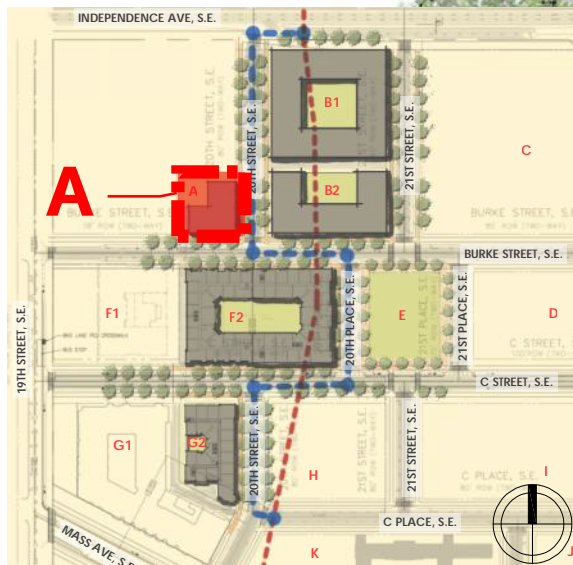
NORTH ELEVATION



WEST ELEVATION







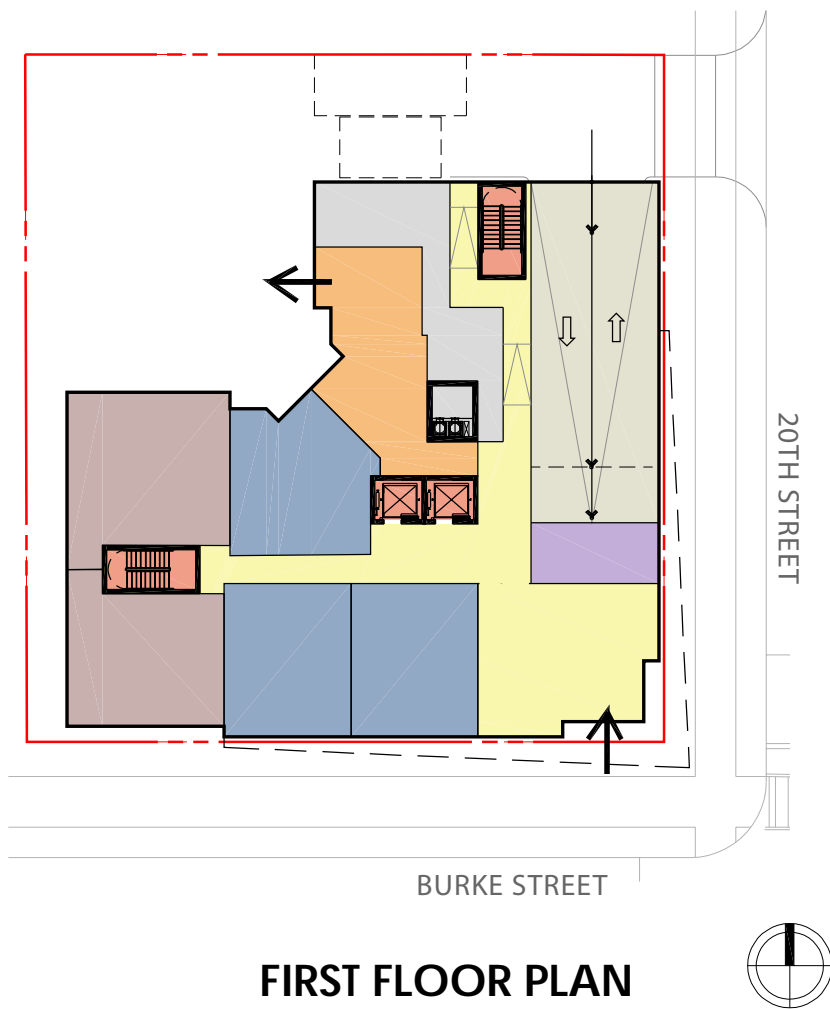
**BLUE SKYE  
DEVELOPMENT**

**PARCEL A**

**GTM  
ARCHITECTS**  
WASHINGTON DC

**DONATELLI**  
DEVELOPMENT







ST. COLETTA  
OF GREATER  
WASHINGTON

ST. COLETTA'S LOBBY TO  
PARKING

INDEPENDENCE  
AVENUE

PARCEL B1

20TH STREET

21ST STREET

ALLEY

PARCEL A

PARCEL B2

BURKE STREET

THE ETHEL

PARCEL F1

ALLEY

PARCEL F2

20TH STREET

PARCEL E

C STREET

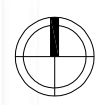
PARCEL G2

20TH STREET






PARCEL H

PARK  
KENNEDY

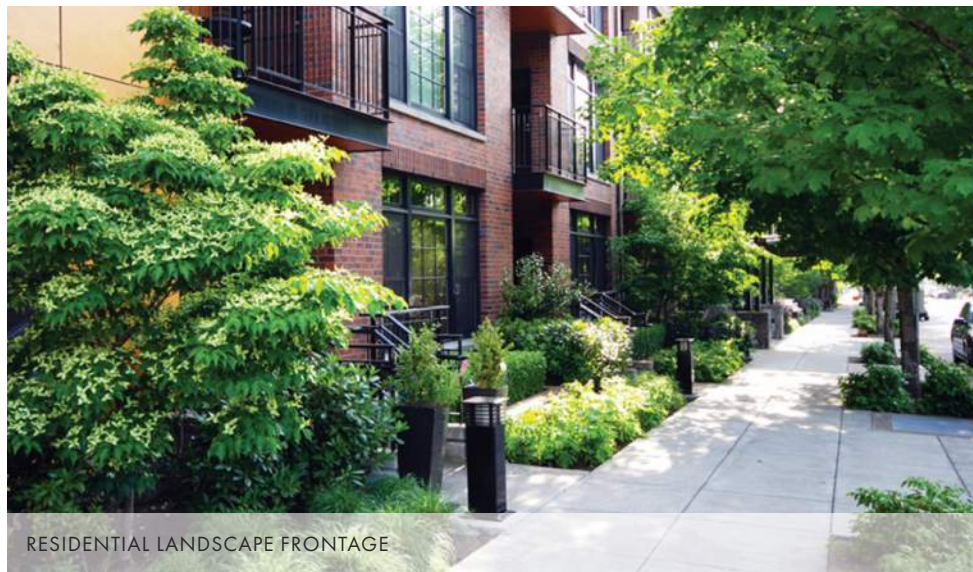
ALLEY



LEGEND

-  Pedestrian Lobby Access
-  Parking Access
-  Loading Access
-  St. Coletta's Lobby to Parking
-  Retail





RESIDENTIAL LANDSCAPE FRONTAGE



BIKE RACKS



DDOT STANDARD STREETLIGHTS AND TRASH RECEPTACLES



CAFE / TENANT ZONE



SCORED CONCRETE SIDEWALKS



TREE AMENITY PANEL W/ SBSS SOIL BENEATH PERMEABLE PAVERS TO CONTRIBUTE TO ROOTABLE SOIL AREA PER DDOT STANDARD

ST. COLETTA  
OF GREATER  
WASHINGTON

THE ETHEL  
(UNDER CONSTRUCTION BY  
BLUE SKYE DEVELOPMENT &  
DONATELLI DEVELOPMENT)

PARK KENNEDY  
(COMPLETED BY BLUE SKYE  
DEVELOPMENT & DONATELLI  
DEVELOPMENT IN 2021)

INDEPENDENCE  
AVENUE

20TH STREET

21ST STREET

PARCEL B1

PARCEL A

PARCEL B2

BURKE STREET

20TH STREET

PARCEL E

PARCEL F2

C STREET

PARCEL G2

20TH STREET

PARCEL H







# Park Kennedy - Parcel G1

*Stadium-Armory Metro*

1901 C Street SE, Washington DC

262 units (31 affordable) || 11,500 sf. retail

**Apartment Features:** Beautifully appointed studio, one and two bedroom residences, and one bedroom with dens. Homes include sleek modern farmhouse kitchens with stainless steel appliances, gas range, white shaker-style cabinets, and white quartz countertops with subway tile backsplash, luxury vinyl plank flooring, keyless entry, LED lighting, and full-sized washer/dryer. Balconies, terraces, warehouse windows, walk-in closets, and Capitol views are available.

**Building Amenities:** Whimsical interior design with custom furnishings, curated artwork, and sophisticated finishes, focusing on grand atrium with community bar, event catering kitchen, seating alcoves, and courtyard featuring outdoor bar, fountains, and bocce court. Fitness center, cardio room, yoga studio, game room, resident lounge, study, and coworking library, plus rooftop deck with bar, grills, dog run and pet spa. Access-controlled building with 24/7 front desk and concierge services, garage with EV charging stations and bike room with fix-it station. Designed to LEED Silver certification.



- Mixed-use development including 262 apartment units (31 affordable), 11,500 square-feet of retail space, and underground parking.
- Parcel G within Hill East campus plan.
- Public private partnership, with development rights awarded from the District following a competitive bid process.
- LIHTC financing, with a DCHFA HUD risk-share permanent loan.
- Opportunity Zone equity, with conventional construction financing.
- \$95 million development.
- Construction began 2019 and completed 2021. Currently in lease-up.
- Project certified LEED Silver.
- Designed by GTM Architects with McCullough Construction as general contractor.



**McCullough**  
Construction, L.L.C.



## DEVELOPER & TEAM EXPERIENCE





# Hill East Parcel F1

*Stadium-Armory Metro*

1900 C Street SE, Washington DC

100 PSH units || 12,500 sf. retail

**Apartment Features:** Spacious one bedroom and one bath homes that are part of the District's Permanent Supportive Housing (PSH) program. Apartments feature sleek gourmet kitchens, high ceilings, full-sized washer/dryers, and spacious closets. Balconies, terraces, warehouse windows, and Capitol views are available. Administration areas for use by the District DHS and contract provider.

**Building Amenities:** Landscaped outdoor courtyard, multi-purpose lounges on each floor for classes or resident movies, computer lab, a large food pantry and associated large teaching kitchen with classroom and multiple cooking stations for hands-on resident instruction, a shop for clothing displays where residents may go shopping, a hair and makeup boutique for hands-on resident instruction, large bike room, and underground garage parking.



- Mixed-use development including 100 Permanent Supportive Housing (PSH) units, 12,500 square-feet of retail, and underground parking.
- Parcel F within Hill East campus plan.
- Public private partnership, with development rights awarded from the District following a competitive bid process.
- LIHTC financing, with a DCHFA HUD risk-share permanent loan.
- Construction began 4th quarter 2020.
- Project certified LEED Silver.
- Designed by GTM Architects with McCullough Construction as general contractor.



## DEVELOPER & TEAM EXPERIENCE







## Park 7

*Minnesota Avenue Metro*

4020 Minnesota Avenue NE, Washington DC

377 units (361 affordable) || 20,000 sf. retail

**Apartment Features:** Open layouts, with a choice of studio, one, two or three bedrooms, and one or two baths. Homes include gourmet kitchens with granite countertops and brushed steel appliances, Berber carpeting, high ceilings, 6-foot windows, and full-sized washer/dryer. Walk-in closets and full and French balconies available.

**Building Amenities:** Community room with full kitchen and dual LED screens. Business Center and resident lounge with wireless Internet. Fully-equipped fitness center. Two lush, active courtyards with outdoor grills. Controlled access building with front desk and concierge.



Retail:



- Mixed-use development in partnership with Blue Skye Development, including 377 apartment units (361 affordable), 20,000 square-feet of retail space, and onsite parking.
- Public private partnership, with development rights awarded from the District following a competitive bid process.
- LIHTC financing, with a Freddie Mac permanent loan.
- \$65 million development.
- Tax credit community, with 92% of the units priced at 60% AMI.
- Construction began 2012 and completed 2014, with McCullough Construction as GC.



WBJ 2014 Best Real Estate Deals



NAHB 2014 Best Creative Financing Finalist



## DEVELOPER & TEAM EXPERIENCE







## FIRM OVERVIEW

Blue Skye Development has been involved in developing many diverse projects. Blue Skye has been responsible for developing, financing, and overseeing many of these projects while also entering into relationships with other developers that permitted the development of important projects across the city. We have been a part of developing over 750 units across the city with the majority being affordable and work force housing. We also have developed over 50,000 SF of retail space in Washington, DC.



**Hill East Parcel F1** – This is our newest project; 100 units of permanent supportive housing (PSA) and 12,500sf of retail adjacent to Stadium-Armory Metro. All units will be one bedroom with den. Developed in concert with Donatelli Development, ground was broken in 2020 and delivery is scheduled for 2022.



**Park Kennedy** – 262-unit apartment building recently completed adjacent to the Stadium-Armory Metro in the heart of Hill East, and developed in partnership with Donatelli Development. The project is market rate and affordable with 11,500sf of retail. Construction began July 2018. The project has high quality finished throughout the studios, one and two bedroom units. The project used many district residents and exceeded the CBE requirement.



**Park 7** – 376 all affordable units and 20,000sf of retail completed spring 2014. Property was a vacant lot owned by DC government and purchased by Donatelli Development/Blue Skye Development to construct a 6-story mixed-use building. Currently 98% occupied, units range from studio to three-bedroom apartments with such features as upgraded cabinets, granite countertops, and brushed steel appliances. Amenities provided were two courtyards, secure parking lot, fitness center, business center, lounge area, and community room with a full-service kitchenette.

The project participated in the First Source Program with 55% of total new hires as DC residents, and achieved 40% CBE/ LSDBE participation. The project assisted in the current revitalization efforts occurring in Ward 7 as well as providing new opportunities for local residents and business owners.

**Hayes Street Apartments** – 26-unit apartment building in Northeast that is 100% affordable at 60% AMI. The project exceeded its goal of CBE and LSDBE participation by subcontracting over 80% of the work to certified firms. Several DC residents were hired to work on this project during its completion.

**Tewkesbury Condominiums** – 26-unit building renovation that utilized the participation of over 70% of CBE/LSDBE designated business in construction and design. Several DC residents were hired to work on this project during its completion.

**Arena Condominiums** – 28 condominiums priced as affordable with luxury finished to meet market expectations. Scope of work included a complete gut of masonry structure, new wiring and metering to all units, Pepco power increase for units and common areas, and new HVAC, windows and doors.

**Marley Ridge Condominiums** – Rehabbed buildings designed to provide affordable condominium units. Over 90% of the subcontractors used were based in Washington, DC. The units were built with premium finishes and affordably priced.



## DEVELOPER & TEAM EXPERIENCE







Donatelli Development

Washington, DC Portfolio || Transit-Oriented Projects



**Hill East – Parcel F1 || 2022**  
*Stadium-Armory Metro*  
100 permanent supportive housing units  
12,500 sq. ft. of retail



**Park Kennedy – Parcel G1 || 2021**  
*Stadium-Armory Metro*  
262 apartment units (31 affordable)  
11,500 sq. ft. of retail



**3825 Georgia || 2017**  
*Georgia Ave-Petworth Metro*  
32 apartment units (8 affordable)



**Park 7 || 2014**  
*Minnesota Ave Metro*  
377 apartment units (361 affordable)  
20,000 sq. ft. of retail



**Highland Park - Phase I & II || 2009 & 2013**  
*Columbia Heights Metro*  
373 apartment units (75 affordable)  
20,000 sq. ft. of retail



WBJ 2014 Best  
Real Estate  
Deals



NAHB 2009  
Best Mid-Rise  
Apartment



**Griffin || 2011**  
*Georgia Ave-Petworth Metro*  
49 apartment units



**Park Place || 2009**  
*Georgia Ave-Petworth Metro*  
161 residential units (31 affordable)  
17,000 sq. ft. of retail



**Kenyon Square || 2007**  
*Columbia Heights Metro*  
153 condominium units (36 affordable)  
21,000 sq. ft. of retail



**The Ellington || 2004**  
*U Street Metro*  
190 apartment units  
17,000 sq. ft. of retail



NAHB 2010  
Best Mid-Rise  
Apartment



NAHB 2008  
Best Mid-Rise  
Condominium



NAHB 2005  
Best Mid-Rise  
Apartment



DEVELOPER & TEAM EXPERIENCE





Affordable Housing Units		Building A	Building B1	Building B2	Building F2	Building G2	Total
		For Sale	Rental	Rental	Rental	Rental	
Affordable housing requirements under AWI Act and under §10-801.	(Required)	22 Units	136 Units	47 Units	88 Units	27 Units	319 Units
1/3 Deeply Affordable (0 to 30%)	(Proposed)	13 Units	76 Units	26 Units	49 Units	15 Units	179 Units
(30% to 50%)	(Proposed)	0 Units	76 Units	26 Units	49 Units	15 Units	166 Units
(30% to 60%)	(Proposed)	12 Units	0 Units	0 Units	0 Units	0 Units	12 Units
1/3 Middle Income (80%)	(Proposed)	25 Units	152 Units	52 Units	96 Units	30 Units	355 Units
Affordable Units <b>TOTAL</b>	(Proposed)	50 Units	304 Units	104 Units	194 Units	60 Units	712 Units
1/3 Market (no income restrictions)	(Proposed)	24 Units	151 Units	52 Units	98 Units	31 Units	356 Units
Residential Unit Count & Type <b>TOTAL</b>	(Proposed)	74 Units	455 Units	156 Units	292 Units	91 Units	1068 Units



AFFORDABLE HOUSING &  
COMPLIANCE WITH VARIOUS DISTRICT LAWS





## EQUITABLE DEVELOPMENT & CBE PARTICIPATION



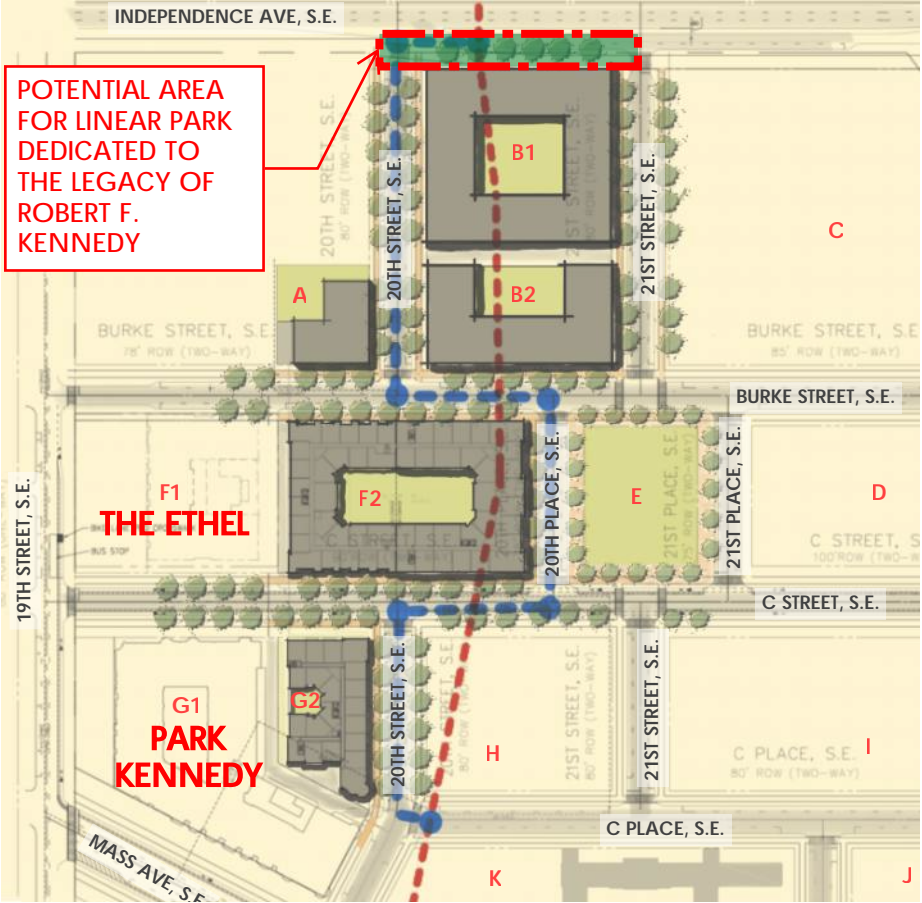
# ECONOMIC & PUBLIC BENEFITS ANALYSIS

- I. New real property taxes generated on an annual basis;
  - a. The project will generate approximately \$3 million dollars in annual real estate taxes
- II. New construction period taxes generated based on construction schedule;
  - a. Approximately \$5-10 million
- III. New sales taxes and income taxes generated;
  - a. The project will generate approximately \$1.5 million annually in sales taxes
  - b. The project will generate \$71 million dollars annually in income taxes (\$52 million federally and \$19 million in the District of Columbia)
- IV. Estimate of new construction jobs created (including District of Columbia residents);
  - a. 400 new jobs. 200+ will be D.C. residents
- V. Estimate of new full-time and part-time jobs created (including District of Columbia residents);
  - a. 250 full and part time jobs created. A minimum of 125 jobs will be for D.C. residents
- VI. Description of opportunities for CBE's, including but not limited to CBE development participation by percentage of ownership, CBE contracting by dollar amount and CBE retail opportunities;
  - a. The project will be co-owned by Blue Skye and Donatelli, 50-50. The respondent will meet the CBE contracting requirements of 35%. The respondent has exceeded this requirement with the G1/Park Kennedy project.
- VII. Opportunity for food access; and
  - a. We anticipate attracting restaurants and other eateries. We also anticipate attracting small local grocers.
- VIII. Any multiplier affects
  - a. We anticipate a 3.5x economic multiplier per resident and full time employee living and working in the Hill East neighborhood.

# ROBERT F. KENNEDY (RFK) IDEALS IMPLEMENTATION

As part of the proposal, we would like to include a linear park along Independence Avenue where the service lane is noted as potentially being eliminated. With the additional space between the building and curb, we would like to create an interactive, engaging streetscape dedicated to Robert F. Kennedy's life and legacy. His achievements would be recognized with design features and plaques and be designed into the pedestrian experience, while also creating something more visible to engage cars passing by.

Members of our team recently met with Kathleen Kennedy Townsend for over 2 hours at her home in Glover Park to discuss this project. Kathleen, the eldest of the 11 children of Robert and Ethel Kennedy, was very excited about the project and pledged her support of the Kennedy Legacy project at Hill East. She has shared her excitement of the project with her mother and her siblings.





THANK YOU!