INTRODUCTION

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 Rodriquez, Inc.
Steven Winter Associates, Inc.
WELLS + ASSOCIATES
Allen & Shariff Engineering, LLC
Coffman Engineers, Inc.
Phoenix Noise & Vibration
Seal Engineering
BUILDING AND MASSING VISION

- **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

**Map Details**:
- **B1**
  - 7 Stories
  - Transitional Contemporary
  - Layered facade

- **A**
  - 7 Stories
  - Transitional/Contemporary
  - Unique jewel box in neighborhood
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- **B2**
  - 7 Stories
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- **F2-west & G2**
  - 4 Stories
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FIRST FLOOR PLAN

NORTH ELEVATION

EAST ELEVATION

PARCEL G2
PARC EL B1
RESIDENTIAL LANDSCAPE FRONTAGE

DDOT STANDARD STREETLIGHTS AND TRASH RECEPTACLES

CAFE / TENANT ZONE

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

SCORED CONCRETE SIDEWALKS

BIKE RACKS

LANDSCAPE DESIGN

(COMPLETED BY BLUE SKYE DEVELOPMENT & DONATELLI DEVELOPMENT IN 2021)
DEVELOPER & TEAM EXPERIENCE

For
• 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.
Hill East Parcel F1

*Stadium-Armory Metro*

1900 C Street SE, Washington DC

100 PSH units || 12,500 sf. retail

- 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.


- Project certified LEED Silver.

- Designed by GTM Architects with McCullough Construction as general contractor.

**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.
Park 7

Minneapolis Avenue Metro
4020 Minneapolis Avenue NE, Washington DC
377 units (361 affordable) || 20,000 sf. 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.

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:

- Dunkin' Donuts
- Popeyes Louisiana Kitchen
- Sala Thai
- Blue Skye Development
- Donatelli Development

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.

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

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.
<table>
<thead>
<tr>
<th>Project</th>
<th>Year</th>
<th>Metro</th>
<th>Details</th>
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</thead>
<tbody>
<tr>
<td>Hill East – Parcel F1</td>
<td>2022</td>
<td>Stadium-Armory Metro</td>
<td>100 permanent supportive housing units, 12,500 sq. ft. of retail</td>
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<tr>
<td>Park Kennedy – Parcel G1</td>
<td>2021</td>
<td>Stadium-Armory Metro</td>
<td>262 apartment units (31 affordable), 11,500 sq. ft. of retail</td>
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<tr>
<td>3825 Georgia</td>
<td>2017</td>
<td>Georgia Ave-Petworth Metro</td>
<td>32 apartment units (8 affordable)</td>
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<tr>
<td>Park 7</td>
<td>2014</td>
<td>Minnesota Ave Metro</td>
<td>377 apartment units (361 affordable), 20,000 sq. ft. of retail</td>
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<td>Highland Park - Phase I &amp; II</td>
<td>2009 &amp; 2013</td>
<td>Columbia Heights Metro</td>
<td>373 apartment units (75 affordable), 20,000 sq. ft. of retail</td>
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<td>Griffin</td>
<td>2011</td>
<td>Georgia Ave-Petworth Metro</td>
<td>49 apartment units</td>
</tr>
<tr>
<td>Park Place</td>
<td>2009</td>
<td>Georgia Ave-Petworth Metro</td>
<td>161 residential units (31 affordable), 17,000 sq. ft. of retail</td>
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<td>Kenyon Square</td>
<td>2007</td>
<td>Columbia Heights Metro</td>
<td>153 condominium units (36 affordable), 21,000 sq. ft. of retail</td>
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<tr>
<td>The Ellington</td>
<td>2004</td>
<td>U Street Metro</td>
<td>190 apartment units, 17,000 sq. ft. of retail</td>
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NAHB 2009 Best Mid-Rise Apartment

NAHB 2005 Best Mid-Rise Apartment

NAHB 2008 Best Mid-Rise Condominium

NAHB 2010 Best Mid-Rise Apartment

WBJ 2014 Best Real Estate Deals

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

BLUE SKYE
DEVELOPMENT

ECONOMIC & COMMUNITY BENEFITS

DONATELLEI
DEVELOPMENT

ROBERT F. KENNEDY (RFK) IDEALS IMPLEMENTATION

POTENTIAL AREA FOR LINEAR PARK DEDICATED TO THE LEGACY OF ROBERT F. KENNEDY

THE ETHEL PARK

MASS AVE, S.E.
INDEPENDENCE AVE, S.E.
C STREET, S.E.
C PLACE, S.E.
BURKE STREET, S.E.
20TH STREET, S.E.
20TH PLACE, S.E.
20TH STREET, S.E.
21ST STREET, S.E.
19TH STREET, S.E.

G1
G2
F2
A
B1
B2
C
D
E
F1
G1
H
I
J
K

PO TEN TIAL AREA FOR LIN EAR PARK DEDICATED TO THE LEGACY OF ROBERT F. KENNEDY
THANK YOU!