



NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

NAIOP Northern Virginia Repositioning Buildings and Assets



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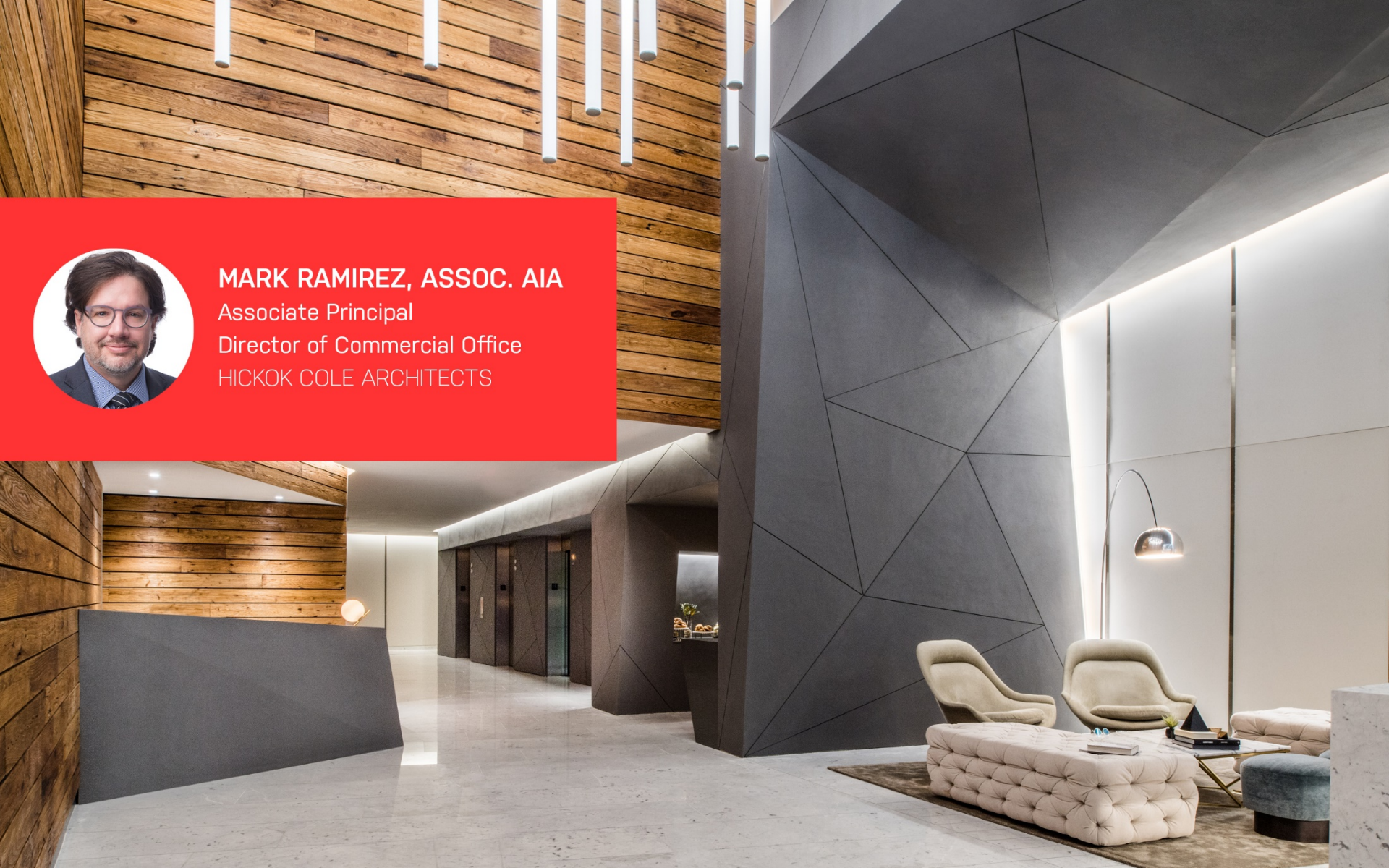
NORTHERN VIRGINIA CHAPTER

Mark Ramirez
Hickok Cole Architects



MARK RAMIREZ, ASSOC. AIA

Associate Principal
Director of Commercial Office
HICKOK COLE ARCHITECTS





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SUNSHINE SENIOR LIVING



WRIET







Everything you want
...and more on-site"

SILVERLINE CENTER 703.821.2966 CBRE WASHINGTON

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On-Site Amenities

Golf Simulator

Outdoor Seating Areas







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Jerry Kilkenney
Brandywine Realty Trust



Jerry Kilkenny
Leasing Director
Brandywine Realty Trust



Brandywine Realty Trust (NYSE: BDN) is one of the largest, publicly traded, full-service, integrated real estate companies in the United States, with a core focus in the Philadelphia, PA, Washington, D.C., and Austin, TX markets. Organized as a real estate investment trust (REIT), we own, develop, lease and manage an urban, town center and transit-oriented portfolio. Our purpose is to shape, connect and inspire the world around us through our expertise, the relationships we foster, the communities in which we live and work, and the history we build together. Our deep commitment to our communities was recognized by NAIOP when we were presented with the Developer of the Year Award—the highest honor in the commercial real estate industry.





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Jon Penndorf, FAIA

Perkins+Will

Jon Penndorf, FAIA
LEED AP BD+C, RELi AP



Jon.Penndorf@perkinswill.com
www.perkinswill.com



MISSION /

We believe that design has
the power to positively
transform
people and the planet.

PERKINS+WILL AT A GLANCE /

FOUNDED IN

1935

TOTAL STAFF

2200+

DISCIPLINES

5

Architecture
Interior Design
Branded
Environments
Planning + Strategies
Urban Design

STUDIOS

26

Arhus	Dubai	Ottawa
Atlanta	Durham	San Francisco
Austin	Hamilton	São Paulo
Boston	Houston	Seattle
Charlotte	London	Shanghai
Chicago	Los Angeles	Toronto
Copenhagen	Miami	Vancouver
Dallas	Minneapolis	Washington, DC
Denver	New York	

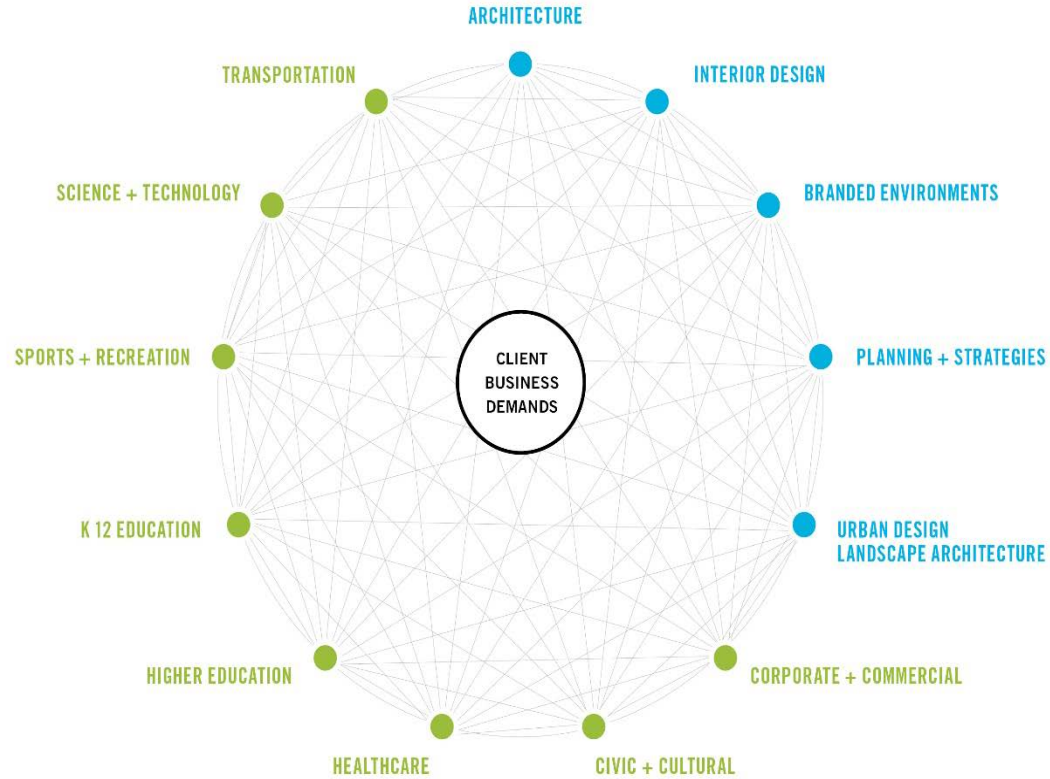
PRACTICE AREAS

8

- Corporate + Commercial
- Healthcare
- Science + Technology
- Higher Education
- K-12 Education
- Transportation
- Civic + Cultural
- Sports + Recreation



MULTI-DISCIPLINARY AND DIVERSIFIED /



PARTNERSHIPS /



A government-backed rating system for healthier workplaces

Perkins+Will is the first company to pursue Fitwel certification for all of its North American offices.



Helping cities around the world become more resilient

Working for the Rockefeller Foundation, Perkins+Will will facilitate the resilience planning for Toronto, Ontario and Louisville, Kentucky.



A web-based tool for building teams to collaboratively assess and choose healthy products and materials

Perkins+Will, a founding partner of Portico, along with Google and HBN, is the first architecture and design firm in the world to offer the tool to its clients.



2121 COOPERATIVE WAY
Herndon, Virginia



2121 COOPERATIVE WAY
Herndon, Virginia



2121 COOPERATIVE WAY
Herndon, Virginia



2121 COOPERATIVE WAY
Herndon, Virginia



2121 COOPERATIVE WAY
Herndon, Virginia



2121 & 2201 COOPERATIVE WAY
Herndon, Virginia





11 Def. News Corps

SOURCE OF A BASEBALL SCANDAL
Biogenesis of Inc.'s reported link to MLB players

SAT. STATE DEPT. SAYS ► OFFICIALS SAY THEY HAVE WIDENED SPELL CHECK

2201 COOPERATIVE WAY
Herndon, Virginia



2201 COOPERATIVE WAY
Herndon, Virginia



2201 COOPERATIVE WAY
Herndon, Virginia





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Carmen Strauchon

Forest City



CARMEN STRAUCHON

Development Manager
Forest City Realty Trust



About Forest City Realty Trust



- NYSE-listed real estate company that owns, develops, manages and acquires commercial and residential real estate
- Founded in 1920 and headquartered in Cleveland, Ohio
- Real estate assets are primarily located in our core markets of New York City/Brooklyn, Washington DC, Boston, Dallas, Denver, Los Angeles and San Francisco

The Need for Redevelopment



- 32 Year old, suburban regional shopping mall with an inward-focus
- Steady decline in sales and occupancy
- Major renovation required to attract new retailers – street connectivity, visibility, accessibility from garage
- Create an amenity that improves property values, attracts new residents / employers and contributes to the overall vitality of the community

Redevelopment Overview



- 850,000 square foot redevelopment including
 - 350,000 square feet of shopping, dining, service and entertainment
 - 22 story, 406 unit residential tower
 - Renovation of the Ballston Office Tower
- Public Improvements
 - Community amenities plaza and enhanced streetscape including 20' wide sidewalks
 - New pedestrian bridge spanning Wilson Blvd
 - Renovation of the 3,000 space Ballston Garage

Before & After



2018 Repositioning Buildings and Assets

Food Court Before



Quarter Market After



Economic Impact & Partnership



- \$350M project investment
- \$54M Public Private Partnership with Arlington County for significant infrastructure improvements
- \$8M in incremental sales, meals and real estate taxes annually
- \$125M in net value to Arlington County over 30 years
- Major catalyst for growth in Ballston

FALL 2018

2018 Repositioning Buildings and Assets



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Steve Smith

Cooper Carry



STEVE SMITH, AIA
Principal, Cooper Carry

58 years

The Center for Connective Architecture



COOPER CARRY



Studios

- Corporate
- Government
- Higher Education
- Hospitality
- Hospitality Interiors, Restaurants & Clubs
- K-12 Education
- Mixed-Use
- Office
- Residential
- Retail
- Science + Technology
- Transit + TOC

Design Services

- Architecture
- Environmental Graphic Design
- Interior Design
- Landscape Architecture
- Planning
- Sustainable Design



Locations

- Atlanta
- New York
- Washington

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BALLSTON
QUARTER

CookLove

QUARTER
MARKET

ChopHouse

ChopHouse



THE MIL

FORTINA

eka





QUARTER
CHOPHOUSE

Yahualica





ERS. KITCHEN

THE PHARMACY KITCHEN

METRO SOCIAL

METRO SOCIAL



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Adam Peters

Perseus - TDC



Executive Vice President - Development / Construction

Adam M. Peters is the Executive Vice President of Development and Construction and is responsible for all aspects of Perseus-TDC's commercial and residential real estate development projects and team leadership. Previously, Mr. Peters was a Vice President of Development for Vornado / Charles E. Smith and The JBG Companies.

Mr. Peters holds a MBA from the Kenan-Flagler Business School at the University of North Carolina and a BS in Engineering from Cornell University



2018 Repositioning Buildings and Assets

200 Stovall – Office to Residential Conversion



BEFORE



AFTER



FOOD CORNER

REFINERY

TIMES COFFEE

FOOD CORNER

BRIGHTS



FOOD CORNER

FOOD CORNER

REFINERY

REFINERY



FINGERS & SNAPS

THE WORKS + MORE

RURAL OUTFITTERS

MOORE



REFINERY

TIMES COFFEE

BAKERY TIMES

SPEED LAUNDRY

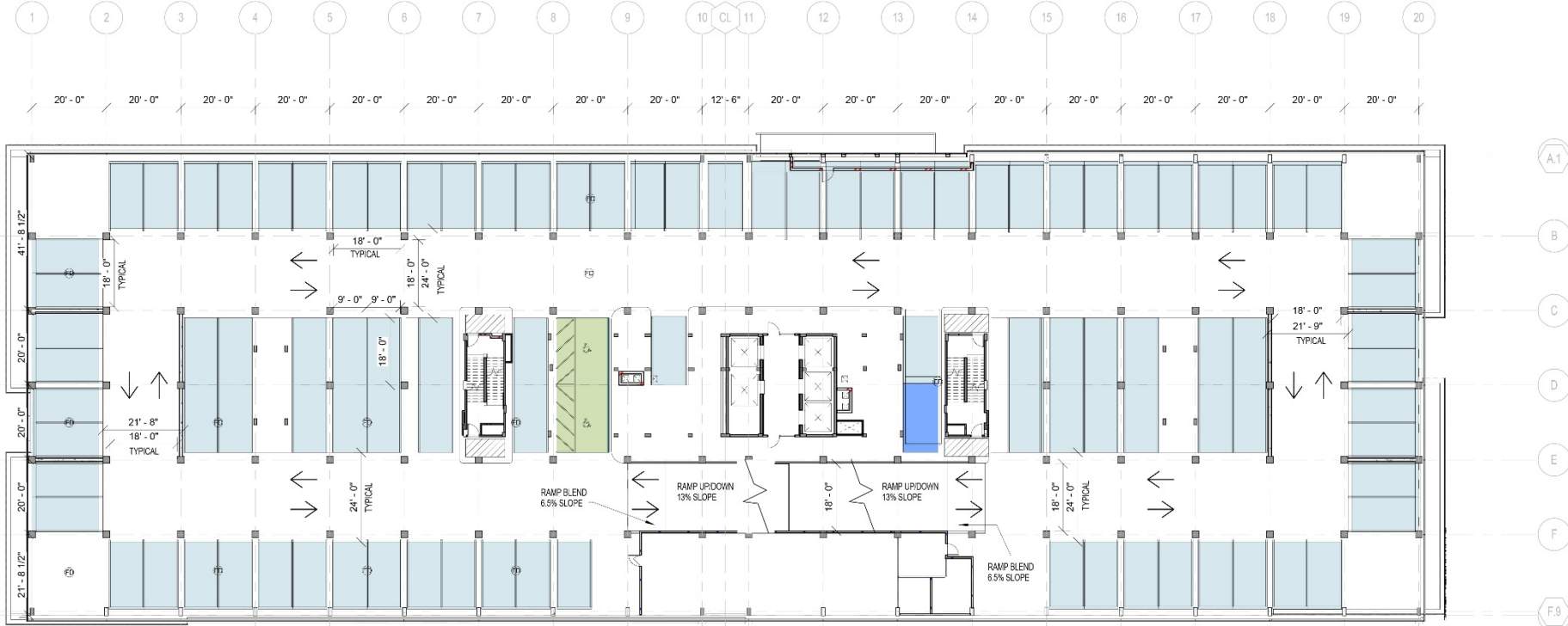
RESTORED GLORY

HAPPY TIMES DAYCARE

OUTLET



LEVEL 1 PLAN



PARKING PLAN

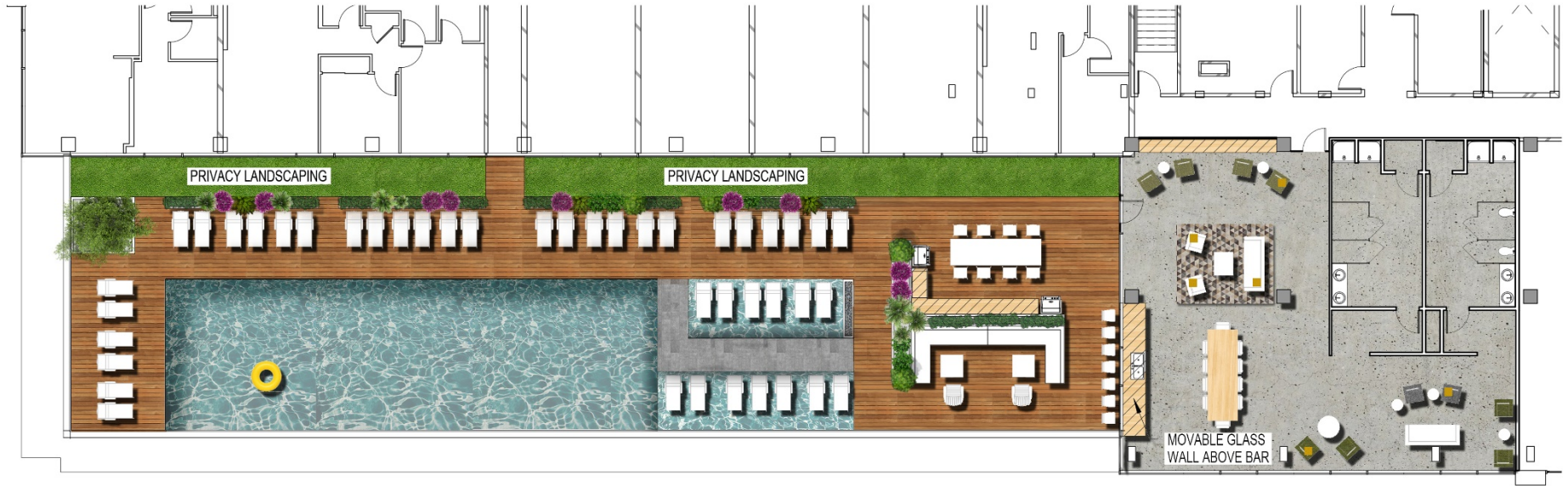


TYPICAL RESIDENTIAL PLAN A



TYPICAL RESIDENTIAL PLAN B

POOL AND LOUNGE



2 BEDROOM CORNER





