

Arlandria Developers' Forum

Monday, May 17, 2010

7:00 – 9:00 PM

Sponsored by the City of Alexandria's Department of Planning & Zoning and
the Alexandria Economic Development Partnership (AEDP)

Stephen J. Moore- MODERATOR

President & CEO

Washington, DC Economic Partnership

Steve Moore serves as the President and CEO for the Washington, DC Economic Partnership, a non-profit organization that works to promote business and retail opportunities in the District.

The Economic Partnership tracks the \$41.3 billion development dynamic that is shaping the District. As the first point of contact for development and business opportunities in the District of Columbia, the Economic Partnership facilitates economic development through business attraction and business retention programs and activities.

Prior to his current position, Steve Moore was the Deputy Executive Director for the Downtown DC Business Improvement District. He was responsible for all aspects of the marketing, event planning and retail merchandising of the 140-block area of Downtown DC extending roughly from the White House to the Capitol.

His knowledge of economic development was fostered while working for the Rouse Company of Columbia Maryland for 15 years. There, Steve directed the strategic planning, marketing and communications for many of that company's urban projects including, the renowned Faneuil Hall Marketplace in Boston, the Tabor Center in Denver, South Street Seaport in New York City, Pioneer Place in Portland, the Westlake Center in Seattle and the Arizona Center in Phoenix.

Prior to joining the Downtown BID, Steve was the Senior Vice President of Marketing and Communications for Horizon Group the largest outlet center developer in the United States (40 projects in 22 states).

Steve is a member of the International Downtown Association, the International Council of Shopping Centers, The Urban Land Institute and The DC Building Industry Association. Steve is the Vice President of the National Cherry Blossom Festival, and is a Board Member of the Downtown Public Space Management and Planning Corporation.

Daniel Abramson
President & CEO
Abramson Properties

Danny Abramson is President and Chief Executive Officer of Abramson Properties, a real estate development firm in Alexandria that specializes in developing residential projects on urban sites and in historic neighborhoods. He has extensive affordable housing experience including serving on the Board of Directors of AHC Inc. from 1982 to 1988. He also serves as a Trustee of the Inova Alexandria Hospital Foundation, has served on the Virginia State Council of Higher Education, and was recently appointed by Governor Kaine to the University of Virginia Board of Visitors and the Virginia Foreclosure Prevention Task Force. Danny is the Alexandria Housing Development Corporation (AHDC) Board President, serves on the Development Committee, and is one of the five incorporating board members.

Stewart Bartley
President & CEO
Y-12 Investments, LLC

R. Stewart Bartley is the owner of Y-12 Investments, a real estate investment company located in Alexandria, Virginia. A former principal of the JBG Companies, Mr. Bartley has over 20 years of experience in the real estate investment and development business, and is using his extensive industry experience and contacts to pursue small to medium sized, urban-infill, multi-family development opportunities that are often overlooked by larger firms. His most recent project, Del Ray Central, is a 141-unit apartment project that has just begun leasing in the popular Del Ray neighborhood of Alexandria. At JBG, his primary responsibility was the growth of the firm's multi-family residential business, which over the past several years has become one of the largest in the metro area. Under Mr. Bartley's leadership, JBG expanded its already highly successful office development business to include many urban infill residential and mixed-use projects. Representative projects include:

- ***The Continental Condominium, Arlington, Virginia:***
This 411-unit high rise building located atop the Ballston metro station was originally conceived and financed as an apartment building in joint venture with an affiliate of Prudential Insurance Company. During construction, the team perceived a rapidly growing demand for condominiums, and as the project's first elevated slab was being poured, the business plan was switched to a for sale product. The Continental received a Delta award for the fastest sales pace in 2003 and was a tremendous financial success for the venture.
- ***The Radius Condominium, Washington, DC:***
Like the Continental, this 170-unit building near Logan Circle was begun as an apartment joint venture with Equity Residential in 2002. Continued strong demand for condominiums compelled the team to switch to a for sale status in 2004, achieving a sell-out averaging over \$500 per square foot.
- ***Sovereign Park, Washington, DC:***
Another joint venture with Equity Residential, this 144-unit high rise was an especially challenging design exercise due to its mid block location on an irregularly shaped lot on Massachusetts Avenue. Completed in 2004, JBG sold its interest in the venture to EQR, who continues to operate it as part of its urban rental portfolio.

- ***The Atlas Condominium, Washington, DC:***
Built atop a 30 year old existing parking garage and portions of a fully occupied medical office building that was purchased from the former Columbia Hospital for Women, this 141-unit building was another successful rental to condominium switch in joint venture with EQR.
- ***2400 M Street, Washington, DC:***
This 358-unit apartment building with 7,500 square feet of ground level retail occupies one-fourth of a city block at the intersection of 24th and M Streets, NW. Developed in joint venture with EQR, JBG sold its interest to EQR upon completion in April 2006.
- ***The Royalton Condominium, Alexandria, Virginia:***
The 116-unit condominium building on Duke Street sits above a Whole Foods market and three level underground parking garage. Despite delivering into a cooling condominium market, the excellent location and Whole Foods amenity enabled this project to meet its pro-forma sales projections.

Mr. Bartley was educated at the University of Tennessee and the Wharton School of Business. Prior to joining JBG, Mr. Barley developed a successful in-house multifamily housing investment business for a high net worth individual after beginning his post graduate career managing commercial real estate investments for a number of high net worth families at K.S. Sweet Associates, and its legacy firm Stonebridge Associates. He and his wife, Christina, have lived in Alexandria since 1989, where their two children, Erik and Emma, are currently enrolled at T.C. Williams High School.

Jair K. Lynch
President & CEO
Jair Lynch Development Partners

As President & CEO of JAIR LYNCH Development Partners, Mr. Lynch is the principal-in-charge, assuming primary responsibility for firm management and project coordination. His commitment to developing a quality product and delivering superior service has produced distinctive urban mixed-use projects for a distinguished list of public, private and non-profit clients in addition to institutional investors.

Mr. Lynch has more than fifteen years experience in public and private real estate development and construction, including projects in both California and Washington, DC. He founded JAIR LYNCH in 1998 and has since managed more than 1.2 million square feet of development valued at \$270 million. Another 825,000 square feet of development valued at more than \$285 million is planned or under construction in the District of Columbia. These include urban infill residential, commercial, retail and institutional projects involving new construction, tenant-in-place renovation, historic preservation and mixed-use development programs. Under his leadership, JAIR LYNCH managed the development of the first LEED Gold and Silver certified public buildings in the District of Columbia and delivered the smallest LEED Gold for Neighborhood Development project in the country.

Mr. Lynch frequently speaks around the country about his vision for urban regeneration, which calls for a combination of social responsibility, sound economic policies and opportunistic investment strategies

in the pursuit of creating truly sustainable, extraordinary neighborhoods. In all of his work, Mr. Lynch is committed to empowering people, developing place, and creating prosperity.

Mr. Lynch was a two-time member of the United States Olympic Team. In 1996, as captain of the US Olympic gymnastics team, he won a silver medal on the parallel bars. He was also a twelve-time All American at Stanford University and captain of Stanford's two-time NCAA National Championship gymnastics team in 1992 and 1993. He is a member of the Stanford University Hall of Fame and the US Gymnastics Hall of Fame.

Cameron Pratt
President
Foulger-Pratt

Cameron Pratt has worked in commercial real estate finance and development for many years. He joined the Foulger-Pratt Companies in 2004 and since that time has overseen the development of Belward Office Park, the Holy Cross Physicians Specialists Building, and the Loudoun Medical Office Building. Mr. Pratt is responsible for Foulger-Pratt's medical office portfolio and pursuing additional development opportunities. Prior to joining Foulger-Pratt, he worked in commercial real estate development in California and in real estate investment banking and private equity in New York.

Mr. Pratt holds a Bachelor of Science degree in civil engineering from Brigham Young University and a Masters in Business Administration from Harvard Business School. He is a member of the D.C. Metro Chapter of the Cystic Fibrosis Foundation.