

SKYLAND TOWN CENTER

WASHINGTON, DC · 800,000-SQUARE-FOOT URBAN REDEVELOPMENT

SKYLAND DEVELOPMENT TEAM



The Rappaport Companies

William C. Smith & Co.
COMMITMENT AND INTEGRITY



THE RAPPAPORT COMPANIES

The Rappaport Companies (TRC) is a full-service retail real estate company providing shopping center development, leasing, property management, marketing and construction management services. Founded in 1984, TRC has a portfolio that includes approximately 13 million square feet, 2 million of which is planned development within the next two years. TRC's portfolio includes 45 shopping centers and ground floor retail in some 100 mixed-use properties, both residential and office. President and Chief Executive Officer

Gary D. Rappaport is the Principal Partner for more than 4 million square feet of the shopping centers the firm manages and leases.

TRC has a reputation for developing shopping centers with an extreme level of detail and a high level of quality. Working in cooperation with local government authorities and communities, TRC develops properties that fit within the theme of the local neighborhood and provide a safe and enjoyable shopping environment.

WILLIAM C. SMITH & CO.

William C. Smith & Co. has owned, managed and developed housing in the District of Columbia for four decades. The company has 12,000 housing units in its management portfolio; 4,000 of those units are located east of the Anacostia River. Through its development division, the firm has specialized in urban redevelopment projects that incorporate the acquisition and repositioning of multi-family communities as well as ground-up new construction of for-sale units. WCS Development completed the development, construction and sale of the largest for-sale town home community in Washington, the Townhomes at Oxon Creek, which received the Urban Land Institute Award of Excellence. Current developments include a \$60 million

project underway on the site of the former Camp Simms comprised of 75 single family detached homes (\$400,000 - \$650,000) and a retail component that includes a Giant supermarket.

William C. Smith & Co. is strongly vested in East Washington, and community partnership is the core component of every development project. As one example, the company created a non-profit organization which fundraised and developed the \$27 million Town Hall Education Arts and Recreation Campus (THE ARC) in Ward 8, which provides cultural arts, recreation, education and health care services to the community.

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HARRISON MALONE DEVELOPMENT LLC

Harrison, Malone Development LLC is a Washington-Baltimore based urban residential and retail/commercial development firm whose principals Dean S. Harrison and Merrick T. Malone combine over 30 years of public and private sector development experience in complex mixed-use development in downtown and urban neighborhoods. Harrison has extensive financial and project management experience in public/private developments, which include Hope VI projects Wheeler Creek in Southeast Washington and East Capitol Dwellings in Northeast Washington. As former Deputy Mayor for Economic

Development for the District of Columbia, Malone was instrumental and actively involved in the creation of private/public partnerships for developments ranging from the MCI Arena to the Good Hope Marketplace and the Nehemiah residential and retail center development in Columbia Heights.

The Harrison Malone team also brings expertise in site assemblage and land use, regulatory and permitting issue resolution, as well as a comprehensive understanding of the condemnation process, which will be vital to the successful development of Skyland Town Center.

MARSHALL HEIGHTS COMMUNITY DEVELOPMENT ORGANIZATION, INC.

Ward 7's oldest Community Development Organization, Marshall Heights Community Development Organization (MHCDO) is active in developing retail property and attracting new businesses to Ward 7.

Through its subsidiary East River Park Inc., MHCDO purchased and redeveloped Ward 7's key shopping center, The East River Park Shopping Center. In addition, the organization helped attract and fund the first Chesapeake Bagel Bakery franchise east of the river. Through its

relationship with a SBA lender, MHCDO was instrumental in enabling a franchise owner to open a Denny's, the newest sit-down restaurant in Ward 7. To attract more retail to the area, MHCDO also produced a CD-Rom called "Ward 7, Open for Business" that highlights the market strength of the Ward and its development opportunities. MHCDO continues its commitment to supporting the development of quality retail in Ward 7 through involvement with Skyland Town Center.

THE WASHINGTON EAST FOUNDATION

Founded by neighbors from Hillcrest and Penn Branch, the Washington East Foundation (WEF) is an innovative alliance of Ward 7 and Ward 8 residents working together to promote a sense of community between the Wards and to improve the quality of life. As a 501c3 not-for-profit organization, WEF operates a limited number of projects, serves as a fiduciary agent for charitable groups and engages in grant-making to benefit East Washington civic activities. WEF projects center around three strategic program areas: community economic development, environmental education and science, technology, engineering and mathematics education in preK to postsecondary education institutions.

Past projects have included: real estate classes, a people-

mapping project, boat tours of the Anacostia River and a multi-year partnership with UDC supporting teachers and parents in environmental education in ten Ward 7 and 8 school communities.

WEF is a partner in the Skyland Town Center development and is engaged in all dimensions of the transformative effort led by The Rappaport Companies. WEF's signature project is the Washington, DC Science Technology Engineering and Mathematics Partnership (WDCSTEM). It involves the assemblage of a broad range of scientists, educators, parents, policy makers and community leaders working together to create pathways for the next generation of scholars.