



September 30, 2013

Sam Beydoun
Office of Transportation Public-Private Partnerships
600 E. Main Street
Suite 2120
Richmond, VA 23219

RE: Request for Information – Air Rights Development at Rosslyn and East Falls Church

Dear Sam:

Akridge and Jefferson Apartment Group (JAG) in conjunction with Davis, Carter, Scott (Architect), Vika (Civil Engineer), Gorove/Slade (Traffic Engineer), Clark/Shirley (General Contractor), and McGuire Woods (Land Use Counsel) have reviewed and considered the potential for Air Rights developments at both the Rosslyn and East Falls Church locations as identified in the Request for Information dated July 3, 2013. Due to various reasons explained within the content of this RFI response, Akridge has determined that the feasibility of a successful air rights development is more probable in Rosslyn than in East Falls Church. However, the probability of a successful land development adjacent to the East Falls Church metro station is high.

As you are aware, Akridge has unique real time experience with air right developments. Eight years ago, Akridge purchased the rights to 14 acres of air rights above the Amtrak rail yard at Washington Union Station. We have spent these years working with the many stakeholders involved to develop a program and plan for a successful integrated development. Akridge has studied many alternative means and methods of construction of a platform over an operating rail yard. With this specialized knowledge, we believe we are uniquely qualified to provide you with valuable feedback as you consider the potential opportunity for air rights developments.

Pursuant to the RFI, please find enclosed:

1. Point of Contact
2. Firm Background
3. Case Studies
4. Request for Information Response

In preparation for responding to this RFI, Akridge, JAG, and our consultants have studied a number of the critical elements that will contribute to insuring a successful Air Rights development. Akridge requests a one-on-one proprietary meeting with OTP3, VDOT, VDRPT, and WMATA to review our findings. We look forward to further discussions with you regarding this potential opportunity.

Sincerely,



Sarah Knutson
VP, Development