

ULI WASHINGTON
**REAL ESTATE TRENDS
AWARDS**

2018 FINALISTS



**Urban Land
Institute**

Washington

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LCOR

MAYHOOD

Awards Criteria

INNOVATION

Incorporation of unique methods or approaches in development of projects, policies, and initiatives.

DEVELOPMENT APPROACH

Overall challenges overcome in the assembly of project elements, project partners, and the approach to the development process.

LAND USE ECONOMICS

Approach to the determination of feasible land uses and project phasing strategy in the context of prevailing urban economics.

PROJECT FINANCE

Approach to project finance in the context of the capital marketplace.

ACCESS AND MOBILITY

Incorporation of transit-friendly measures, which advance multi-modal mobility and foster walkability.

SUSTAINABILITY

Incorporation of development strategies, which advance human health, environmental sustainability, and natural resource efficiency.

COMMUNITY AND CULTURE

Incorporation of arts, culture and local community benefits into the programming of the project.

DESIGN EXCELLENCE

Overall approach and execution of the urban, architectural, and landscape design of the project.

CRE Trends Influencing Award Submissions

The applicants for the Washington ULI 2018 Trends Awards illustrate some of the most significant trends affecting real estate, particularly as they manifest in the Washington region.

Two of the major trends are: the changing nature of work, and the continued growth of the sharing economy. Workers do not stay in the same job for long, and many work in the “gig” economy where they are able to work from anywhere as long as they have access to their computers and an internet connection.

In the award submissions this year, traditional office project submissions were limited. The mixed use category had the largest number of applications, illustrating that single purpose buildings are a less significant portion of the new projects being brought to market. Instead, the lines between office, housing and hospitality are blurring. Lobbies, roof decks and other common areas are meant to be actively shared by residents; amenities include shared use of items from wine glasses and lobster pots, to vacuum cleaners and golf clubs. Other trends include units for unrelated groups and co-living arrangements, less parking, and more biking.

Office occupancy per employee continues to fall, with more efficient office layouts and a portion of the workforce telecommuting or remote teleworking daily, combined with a growing share of the total workforce becoming self-employed. We saw examples among our applicants both last year and this, of shared workspaces, work-enabling amenities in multi-family and mixed use projects, and among new configurations of shared living arrangements. Adaptive re-use, which has been around but infrequent for decades, is becoming more and more common, including conversions of office to residential which is a very recent trend in our region. Suburban developments designed to create an urban environment, with many of the same shared amenities as projects in the core urban areas.

In the Apollo mixed use project, for example, the lobby is activated with a coffee shop and a comfortable space where people can work in an energized setting that promotes collaboration with others. The development includes a co-working space and a large grocery store that allows residents and others to participate in the life of the project. In the Ten at Clarendon project, the lobby space has significant areas for residents to work that were designed in the tradition of hotel lobbies where people can gather. The project also includes live/work units that meet the needs of small entrepreneurs.

The sharing economy has impacted the project submissions. According to research, 72 percent of the US population has used some type of shared or on-demand service including ride-hailing apps, home-sharing services, delivery of products and groceries, working in shared office space, renting clothing or hiring someone online for errands/tasks. Some of the most common types of Sharing Economy solutions have potential real estate implications, including peer-to-peer lending, crowdfunding, crowdsourcing, short-term stays (Airbnb, VRBO), and peer-to-peer lending. These and other services are expected to grow in the future because they can deliver goods, and services, at a lower cost, and both users and providers have new opportunities to profitably participate. In the applications, this trend is evident in such unique offerings as a “lending space” in Ten at Clarendon that stocks a variety of items that tenants may want to use but may not own such as vacuum cleaners or crockpots or dinner plates and utensils for a large group. The trend is also evident at Oslo Atlas where the units include five bedrooms with a bath for each, and the tenants move in individually and then share the common space.



EXCELLENCE IN AFFORDABLE HOUSING

CHANNEL SQUARE APARTMENTS

Channel Square Apartments is a 231 unit mixed-income apartment building located in Southwest, Washington, DC. The 3.95 acre property has a 10-story apartment building with 2 rows of 4-story townhomes flanking either side of a parking lot and below grade garages. In cooperation with the tenant association, Somerset Development Company, New Community Partners, and NHT-Enterprise completed a \$16.6 million renovation which preserves the mixed-income nature of the property—approximately 1/3 of the units have a preference for very low income households at or below 50% AMI; approximately 1/3 are targeted to workforce households with incomes below 80% AMI; and the remaining 1/3 “market rate” units are now voluntarily subject to rent control. The acquisition was financed, in part, by DC’s Department of Housing and Community Development (DHCD) through a \$7.4 million Housing Production Trust Fund soft loan. The balance of the financing came from a Citi Community Capital balance sheet loan and equity from the general partners and an investment fund managed by Jonathan Rose Companies.



- DEVELOPER**
Channel Square Partners, LLC
- OWNER**
Channel Square Housing, LLC
- ARCHITECT/DESIGNER**
Wienczek & Associates
- LANDSCAPE ARCHITECT**
Love & Carrot
- GENERAL CONTRACTOR**
Bozzuto Construction
- LEGAL COUNSEL**
Klein Hornig LLP
- FINANCIAL PARTNERS**
DC Department of Housing and Community Development, Jonathan Rose Companies, Rose Green Cities Fund, Citi Community Capital, Freddie Mac, JPMorgan Chase & Co.

EXCELLENCE IN HOUSING

OSLOatlas

OSLOatlas is part of Ditto Residential’s most revolutionary concept to-date; it showcases both the company’s design and development trajectory. Completed in February 2017, Ditto built the eight-unit apartment building on a 6,238 square foot lot in a prime location in the Atlas District of Washington, DC. Dittos’s approach at OSLO was to create a unique alternative to multi-person living. In a city where housing is scarce and rent is increasing, we want to create an affordable and accessible housing options.

At this location there are all five-bedroom units, an atypical bedroom count in new construction rental. Assuming each unit will be shared by five individuals, we equipped each bedroom with its own bathroom. Residents are offered both the privacy that accompanies a one-bedroom apartment and the community afforded by living with roommates. There has been immediate interest in the building, along with an increasing interest in this new shared housing model, especially as there is an increased nation-wide interest in “co-living”.



- DEVELOPER**
Ditto Residential
- OWNER**
1219 Florida Ave NE LLC
- ARCHITECT/DESIGNER**
Square 134 Architects
- CIVIL ENGINEER**
CAS Engineering
- LANDSCAPE ARCHITECT**
Loch Collective
- GENERAL CONTRACTOR**
Ditto Residential
- FINANCIAL PARTNER**
Private investors and Capitol Bank



EXCELLENCE IN HOUSING DEVELOPMENT

TEN AT CLARENDON

Ten at Clarendon is a 143-unit, LEED® Gold-designed, luxury apartment community in the heart of Clarendon offering one-, two-, three-, four-bedroom, and live/work units, as well as dedicated retail and office space. The Ten's range of unique lifestyle services and amenities are designed to simplify residents' everyday lives and meet the needs of those who live on-the-go. Eight live/work units on the community's ground floor cater to entrepreneurs and small business owners.

The Ten offers forward-thinking technology to help residents live with ease, innovative services and amenities like an in-lobby market, lending library, and herb/produce garden that bring daily needs under one roof, and lifestyle programming such as local business partnerships to connect residents to one another and their neighborhood. The Ten at Clarendon's community-oriented common areas and activated streetscape encourage connections and facilitate social opportunities.



DEVELOPER
CRC Companies LLC

ARCHITECT/DESIGNER
Bonstra | Haresign Architects

CIVIL ENGINEER
Bowman Consulting

LANDSCAPE ARCHITECT
Landscape Architecture Bureau

GENERAL CONTRACTOR
CBG Building Company LLC

LEGAL COUNSEL
CRC Companies, LLC

FINANCIAL PARTNER
SunTrust



EXCELLENCE IN INSTITUTIONAL DEVELOPMENT

CAR BARN TRAINING CENTER

Located at the corner of 26th Street NE and Benning Road NE, the new Car Barn Training Center (CBTC) is a prime example of excellence in institutional development. The 30,015 SF facility houses the District Department of Transportation (DDOT) operations and maintenance facility for the city's first streetcar line, and establishes a center for workforce training where students and residents can learn the technical skills for new transit jobs.

The urban and architectural design was driven by the goal of sensitively integrating a contemporary civic structure into its historic context—an educational campus built for African American students during segregation. The facility has been sited to complete the southern edge of the multi-facility campus and its architectural and urban design achieves compatibility with its historic context through a contemporary application of compatible orientation, massing, and materials. Designed to target LEED Gold®, CBTC incorporates sustainable site and building strategies including grass tracks, permeable pavements, stormwater collection, native plantings green screens, sunshading, and daylighting. Through its workforce training program and through its sustainable, transparent, and compatible design, CBTC engages the community and elevates the role of a transportation maintenance facility in the public realm while embodying the DC streetcar system's goals of promoting equity and development.



OWNER
District Department of Transportation

ARCHITECT
ZGF

CIVIL ENGINEER
JMT/Wiles Mensch

LANDSCAPE ARCHITECT
ZGF

GENERAL CONTRACTOR
MCDean/Lane Construction/McCullough Construction

MEP ENGINEER
Setty & Associates International, PLLC

STRUCTURAL ENGINEER
A+F Engineers, Inc.

INDUSTRIAL ENGINEER
LTK Engineering Services



EXCELLENCE IN INSTITUTIONAL DEVELOPMENT

MARYMOUNT BALLSTON CENTER

Marymount’s new home for their business school and graduate programs will be an “Academic Office Building” that offers lease-able space for various companies, resulting in a vertical mixed-use development, and giving the live-work-play model an additional element: learn. The integrated building enables the University and business entities to have an ongoing dialogue, thereby enhancing the quality of Marymount’s programs: learning in a business environment.

The concept was for a 9-story academic office building paired with a 15-story residential building to include market rate and affordable housing, as well as graduate student housing. The public spaces between the buildings were designed to create comfortable, inviting outdoor spaces for anyone to share.

It is the degree to which the entire development addresses the needs of the Ballston Community that will, in many ways, determine its success. That is why it offers the plaza as well as a range of retail spaces, a Library, Art Gallery, and a ground-level, public-use auditorium. For Marymount, the idea was not simply to embed itself in the community. The idea was also to invite the community in to experience the building and enjoy the public spaces around it, and in doing so come to fully appreciate the University’s motto of “common ground”.



- DEVELOPER**
Shooshan Company
- OWNER**
Marymount University
- ARCHITECT/DESIGNER**
Gensler
- CIVIL ENGINEER**
Bowman Consulting
- LANDSCAPE ARCHITECT**
Studio 39
- GENERAL CONTRACTOR**
Clark Construction and HITT Contracting
- LEGAL COUNSEL**
The Land Lawyers

EXCELLENCE IN MIXED USE DEVELOPMENT

MOSAIC

With the influx of technology and increasing demands for time, Mosaic is built and designed for the next generation—a uniquely urban place within the boundaries of a suburban community. Intelligent urban design underscores the creation of the 2 million square foot project with continuous thought to consumer needs.

EDENS has transformed underutilized, industrial land into a premier mixed-use development, focused on connecting families, friends and the wider community. The 32-acre property hosts 2 million square feet of retail, restaurant, office, residential and hotel space, creating a collection of places where all aspects of community life are integrated. With two public parks, totaling 1.5 acres, Virginia’s largest outdoor film screen and 300+ events annually, Mosaic’s design is rooted in creating experiences.

Sustainability was a key element in designing Mosaic. Piloting the country’s LEED Neighborhood Development Program, Mosaic achieved LEED Silver certification and continues to encourage retailers to adopt sustainable business practices.

Stewards of crafting well-designed space, EDENS has created a unique gathering place for the community to connect, experience and call home for years to come.



- DEVELOPER**
EDENS
- ARCHITECT/DESIGNER**
EDENS, Mulvaney G2, SK&I, Nelson Partners, House Robertson Associates
- CIVIL ENGINEER**
Vika, Dewberry
- LANDSCAPE ARCHITECT**
Mahan Rykal, Dyal Partners
- GENERAL CONTRACTOR**
LFJennings, Finrock, HITT Contracting, SW Rogers
- LEGAL COUNSEL**
McNair Law, O’Hara Law, Hunton & Williams, LLP
- OTHER**
MillCreek Residential Trust, Avalon Bay, EYA, Lodgeworks



EXCELLENCE IN MIXED USE DEVELOPMENT

APOLLO

Located in the epicenter of H Street, The Apollo is the heart of one of the most dynamic neighborhoods in our Nation's Capital. Built on the site of the Historic Apollo Theater, the design effortlessly combines past and present to fill an entire city block in Northeast, DC. Residential, retail, and office uses have activated this important block along the burgeoning H Street corridor that previously lacked vibrancy and life.

The Apollo connects multiple lots facing four streets around the block. To accommodate the massing and footprint, the lots are grouped and alley configurations were modified. The building massing on H Street is defined in sections to create visual interest in the urban scape and avoid a long, monotonous wall along the street.

The inclusion of Whole Foods Market, WeWork, and the public luxury hotel-style lobby—complete with a locally owned coffee shop—demonstrates the best in mixed-use design. The design draws on H Street's residential and retail row houses which offer a distinct cadence and scale. The retail facades are broken down into several smaller components and the more open stretches of façade provide flexibility, allowing retail to react and evolve over time.



- DEVELOPER**
Insight Property Group, LLC
- ARCHITECT/DESIGNER**
SK+I Architecture
- CIVIL ENGINEER**
Wiles Mensch
- LANDSCAPE ARCHITECT**
LAB
- GENERAL CONTRACTOR**
John Moriarty & Associates
- LEGAL COUNSEL**
Holland and Knight
- FINANCIAL PARTNER**
JP Morgan



EXCELLENCE IN ADAPTIVE REUSE

LIBERTY AT LORTON

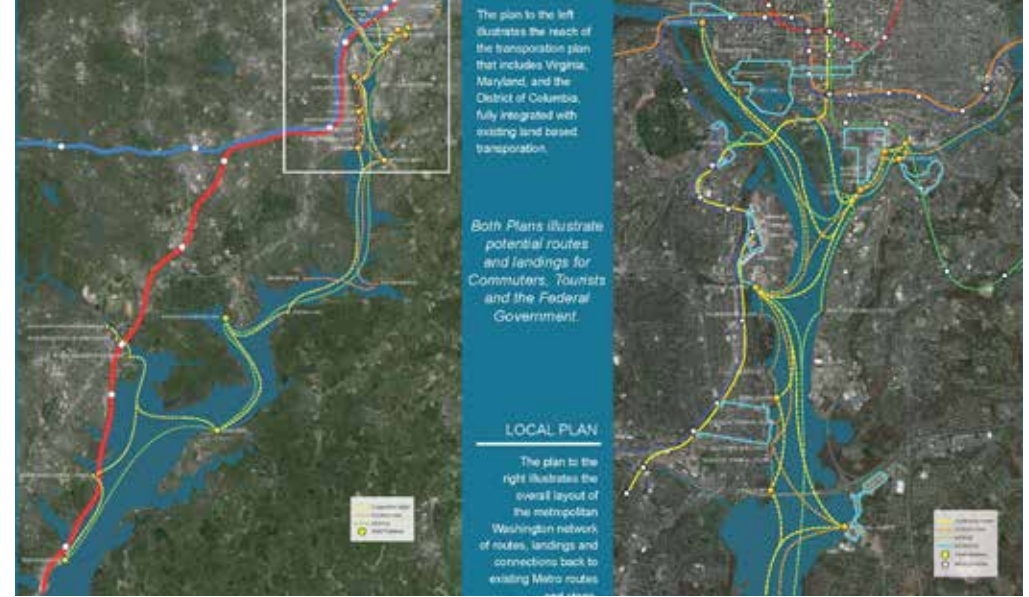
Liberty is the transformation of the historic Lorton Reformatory into a vibrant urban village. The unique, 80-acre community incorporates the historic campus into a modern development that includes loft-style apartments, distinguished single-family and townhomes, well-curated retail and restaurants, and collaborative office spaces. Deeply rooted in history but looking toward the future, this creative community hub will inspire residents and visitors to gather together to live, work and play. The Lorton Reformatory is on the National Register of Historic Places, making this an exciting adaptive reuse of a historic property. This application is specifically for the residential project component in the minimum security section of the prison.

Throughout the development process, The Alexander Company set a precedent for the appropriate and responsible methods of rehabilitating historic buildings, with Elm Street Development following suit in ensuring the required density of complementary new construction to make the adaptive reuse redevelopment financially feasible was obtained.

Liberty has had a far-reaching impact. Fairfax County Government had a goal of preserving the historic complex in addition to placing it back into service; the adaptive reuse project accomplished the County's goals in addition to increasing the County's tax base.



- DEVELOPER**
The Alexander Company & Elm Street Development
- ARCHITECT/DESIGNER**
Lessard Design, Bignell Watkins Hasse
- CIVIL ENGINEER**
Walter L. Phillips
- LANDSCAPE ARCHITECT**
Studio 39
- GENERAL CONTRACTOR**
Southway Builders
- LEGAL COUNSEL**
Klein Horning
- FINANCIAL PARTNERS**
VHDA, Nationwide, Sterling Bank



EXCELLENCE IN ADAPTIVE REUSE

MUSEUM OF THE BIBLE

Museum of the Bible is a new eight-level, 430,000-square-foot museum is housed in an adapted historic 1922 refrigerated warehouse building in Southwest Washington, DC. Built originally as the Terminal Refrigerating & Warehousing Company building, the building underwent a major renovation and expansion in the 1980's to create the Washington Design Center with a new attached office building. Museum of the Bible purchased air rights over the Washington Office Center as well as the Washington Design Center to become their new museum.

A 1980's addition to the Washington Design Center has been replaced with a new infill addition. The interior of the historic structure was substantially gutted to create the necessary floor-to-floor heights for exhibit space, however the building's envelope was carefully restored. A new addition was added to accommodate administration space and mechanical systems for the museum. A dynamic curved glass addition on top of the historic warehouse structure is now home to the museum's World Stage Theater, ballroom, restaurant, and an open-air Biblical Garden.

When Museum of the Bible opened on November 17, 2017, its strategic location at the cultural axis along 4th Street created a connection from the National Building Museum to the National Mall and further to Southwest Washington, invigorating the urban revival of a fascinating, historic and rapidly transforming part of the city.



- DEVELOPER**
Museum of the Bible
- ARCHITECT/DESIGNER**
SmithgroupJJR
- CIVIL ENGINEER**
RK&K
- LANDSCAPE ARCHITECT**
Michael Vergason
Landscape Architects
- GENERAL CONTRACTOR**
Clark Construction
- LEGAL COUNSEL**
Goulston & Storrs
- PROGRAM MANAGEMENT**
HMH Capital Group;
Precision Consulting, Inc.

IMPACT AWARD

POTOMAC RIVER TRANSPORTATION PLAN

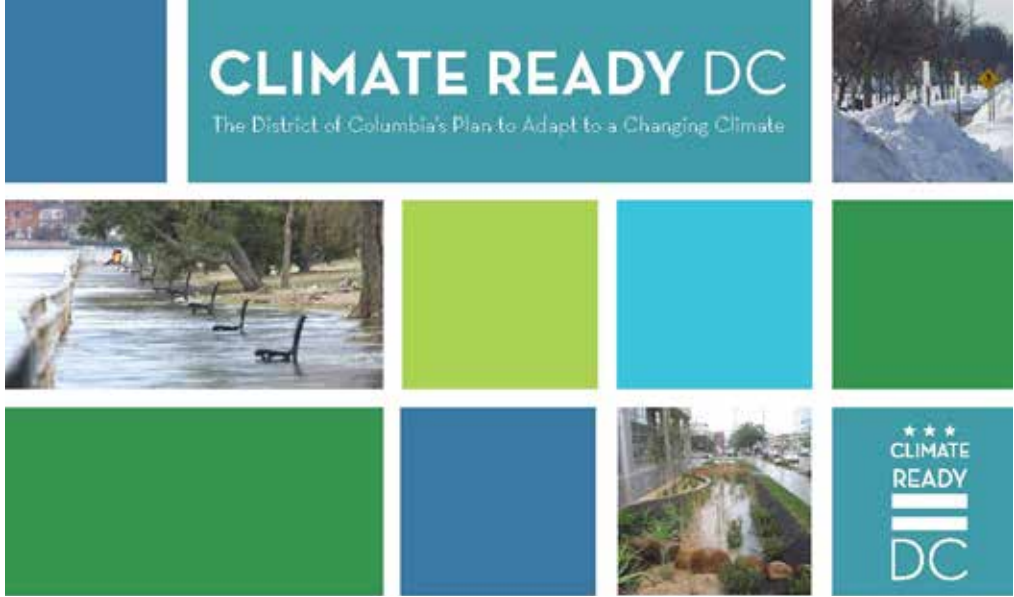
Water transportation is the most economical, energy efficient and environmentally friendly transportation that exists for major cities today. The Potomac River Transportation Framework Plan is a comprehensive master plan outlining a water based transportation network on the Potomac and Anacostia Rivers for commuters, tourists and the federal government (defense and civilian evacuations) in metropolitan Washington, DC, Maryland and Virginia. The vast river network that was the original lifeblood of the Washington, DC region remains underutilized.

This plan outlines an enormous opportunity to expand the transportation network at a fraction of the cost (both in dollars and environmentally) of other transportation modes. The plan includes intermodal connections to the existing land based public transportation system. The great potential of this plan is to provide accessibility to commuters, tourists and the federal government to travel throughout the tri-state region utilizing water transportation and how the connections back to the existing public and private transportation networks is critical to its success.

The purpose of the plan is to raise public awareness of the enormous opportunity that exists to expand public transportation at a low cost both in financial and environmental terms. The other hope is that this plan will motivate the states of Virginia, Maryland, District of Columbia and the Federal Government to work together implement a water transportation network.



- ARCHITECT/DESIGNER**
Winstanley Architects
& Planners



IMPACT AWARD

CLIMATE READY DC PLAN

The District of Columbia has seen stark examples of the risks posed by climate change—record-breaking heatwaves, flooding, and rising sea levels. In 2012, the District narrowly escaped the devastation of Hurricane Sandy. Recognizing the potential impacts of climate change, Sustainable DC, the comprehensive plan adopted in 2013, called for the District to increase its resilience to future climate change through physical adaptation and human preparedness.

The second phase of Sustainable DC is the Climate Ready DC Plan, this multi-phase project led by DOEE, will develop and continue to update a citywide climate adaptation and preparedness plan for the District. The plan, written with three time horizons in mind: 2030 (now), 2050, and 2080, allowed the team to create actions for the immediate, mid- and long-term implementation and planning. These time horizons will also keep the document relevant as planning moves forward and the climate dangers become immediate. The plan and the actions were written to make it easier for the city to plan for and fund; alongside each action, the plan identifies agencies responsible for leading the implementation of those actions.



- DEVELOPER**
District of Columbia
Department of Energy
and Environment
- ARCHITECT/DESIGNER**
Perkins + Will
- CIVIL ENGINEER**
Kleinfelder Engineering
- AREA RESEARCH**
Atmos Research
and Consulting

Awards Jury

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BOB PECK

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Firmwide Practice Area, Gensler

HILARY GOLDFARB

Regional Development Officer,
Rockefeller Group

JIM ABDO

President/CEO, Abdo Development, LLC

DIANA HORVAT

Managing Director, HYL Architecture

BILL BONSTRA

Founder and Managing Partner,
Bonstra Haresign Architects

NINA JANOPAUL

CEO, Arlington Partnership
for Affordable Housing

JOE CARROL

Senior Vice President, Lowe Enterprises

MICHAEL STEVENS

President, Capitol Riverfront BID

DAVID FLANAGAN

President and Principal,
Elm Street Development

HARRIET TREGONING

Former Director, DC Office of Planning



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