

ULI TOD PRODUCT COUNCIL EVENT



AVEC

on H-Street



RAPPAPORT



THE LUSTINE FAMILY

DEVELOPMENT PARTNERS



Henry Fonvielle, *President*
RAPPAPORT

As the President of Rappaport, Henry Fonvielle oversees the leasing strategy for third-party landlord and tenant representation services as well as shopping centers within the company's extensive portfolio. Dedicated to reinvigorating, designing and constructing top-tier mixed-use developments and shopping centers within the D.C. market, Henry utilizes over 30 years of experience in the retail industry to create well-organized and exceptional projects from conception to completion. With comprehensive knowledge in a wide array of retail types, including urban, mixed-use, neighborhood, lifestyle, and power centers, Henry is recognized as a trusted retail advisor and an expert in the commercial real estate industry.

Henry has served as Chair of the ICSC Mid-Atlantic Conference and Deal-Making Committee and various subcommittees. He is a member of the Commercial and Retail Development Council for the Urban Land Institute (ULI) and holds the CCIM (Certified Commercial Investment Member) designation. He is currently on the Board of Trustees for the Tall Ship Providence Foundation, Atlas Theatre, and the Federal City Council. Henry is an Emeritus member of the Foundation Board at Children's National Medical Center and served as Vice Chair of the Board for the Washington Tennis and Education Foundation.



Matt Ritz, *Senior Vice President*
WC SMITH

J. Matthew Ritz is a senior vice president at WC Smith. He has been with WC Smith for 18 years, working in building maintenance, construction, property management, and development. Since joining the firm's development group in 2002, Matt has been responsible for several significant development projects totaling more than \$500 million in total development costs, more than 1,110 units and almost 250,000 square feet of retail.

Matt is the senior project executive for two of the WC Smith's largest and most complicated development endeavors, Avec (901 H Street NE) and the Skyland Town Center, in Ward 7. Both projects are joint ventures in partnership with The Rappaport Companies, and both have complicated financing structures and government support. Matt led the teams through entitlement, design, permitting, and pricing. Avec anticipates occupancy in October 2019, with 419 residential units. The topping out of the first phase of Skyland occurred in July 2019; this phase will offer 263 residential units when it opens in 2020. The two projects will feature a variety of retail operations, and a combined total development cost of \$390 million.



1968



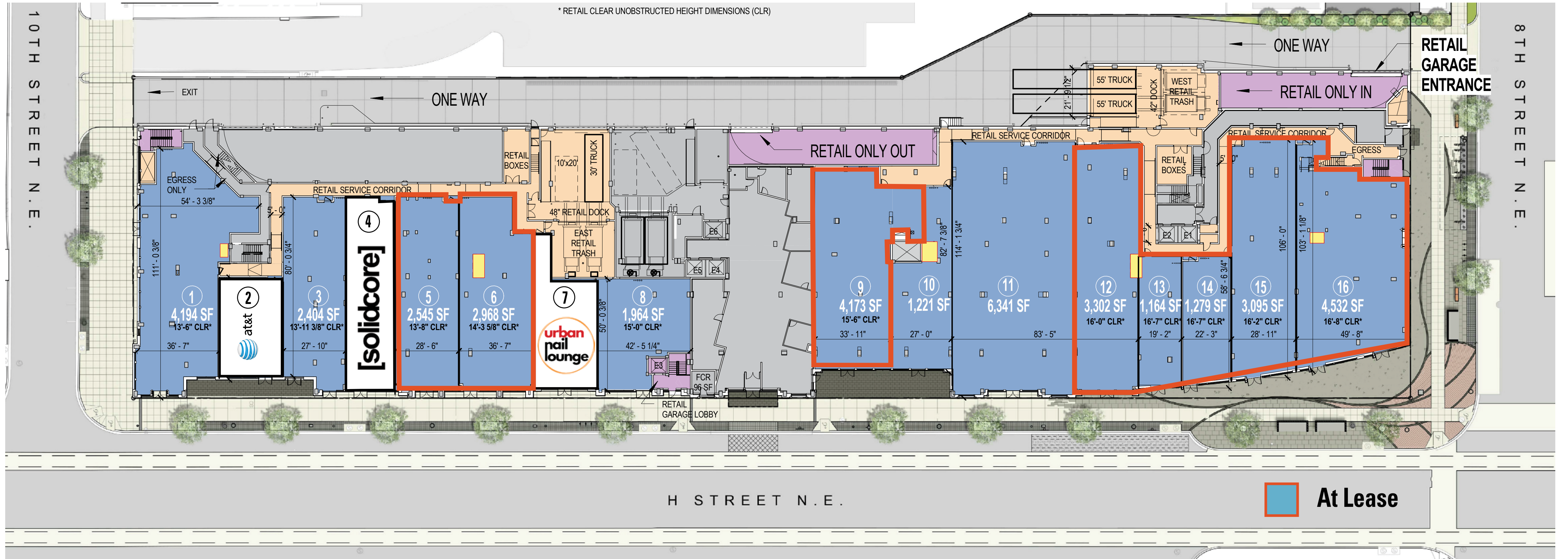
1986

2016

2020



RETAIL SITE PLAN



420

RESIDENTIAL UNITS

44,000

SF STREET FRONT RETAIL

378

PARKING SPACES
126 DEDICATED TO RETAIL





Streetcar Stop

2 bus Stops

DC Bikeshare

PNC Bank

T-Mobile

Chupacabra Latin Kitchen & Taqueria

DTLR

HIPS

Cricket Wireless Authorized Retailer

Avec on H Street

718 10th St NE Parking

Calvary Baptist

H St NE

H St NE

H St NE

H St NE

8th St NE

9th St NE

10th St NE

10th St NE

10th St NE

- | **Single lobby centered on building**
- | **Traffic signal and crosswalk improvements**
- | **Dedicated drop off space for residents to avoid interference with Streetcar**



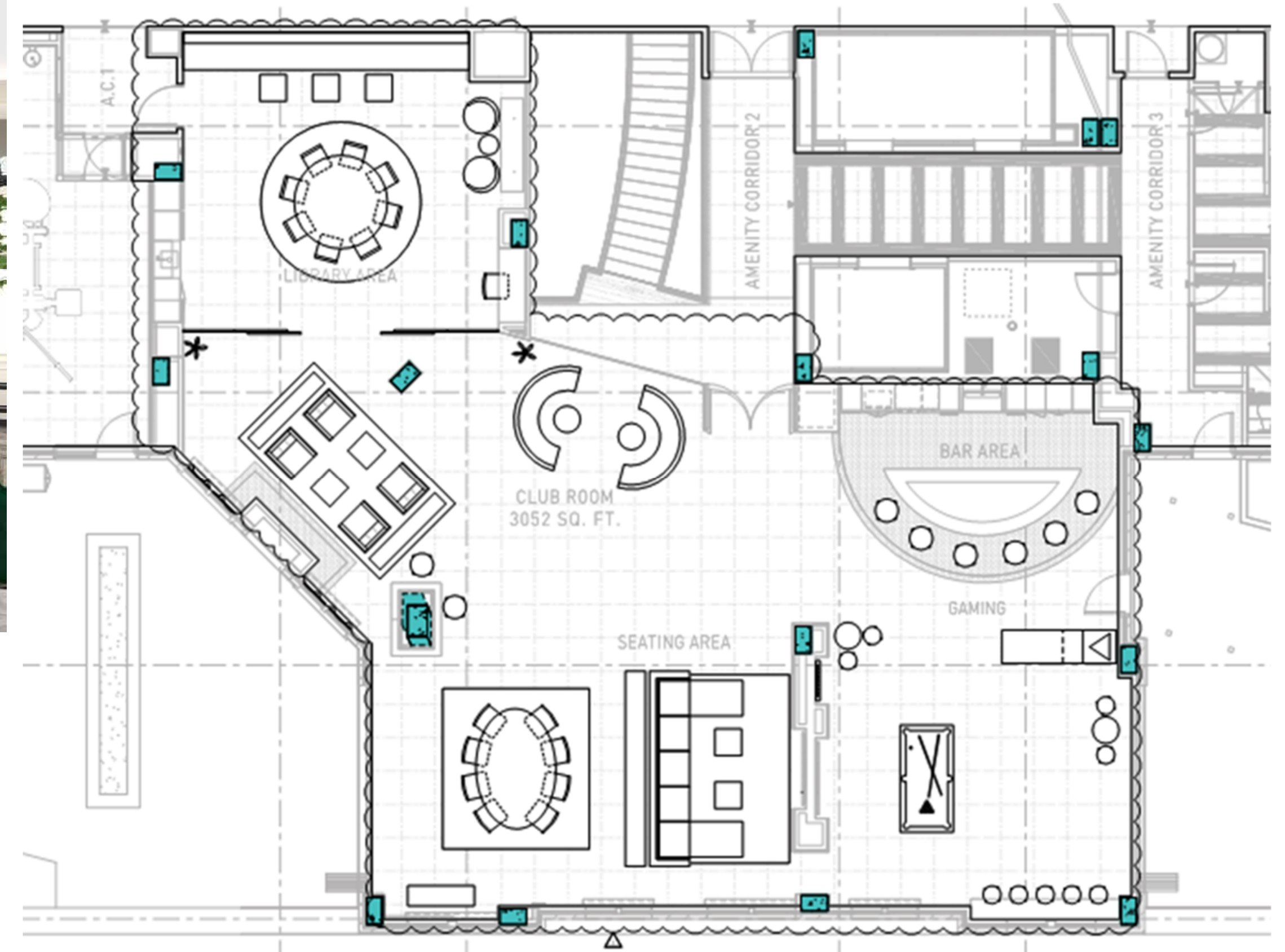
- | **Building setbacks creating unique opportunity for private outdoor space for residents**
- | **50% of units include private terraces or balconies**





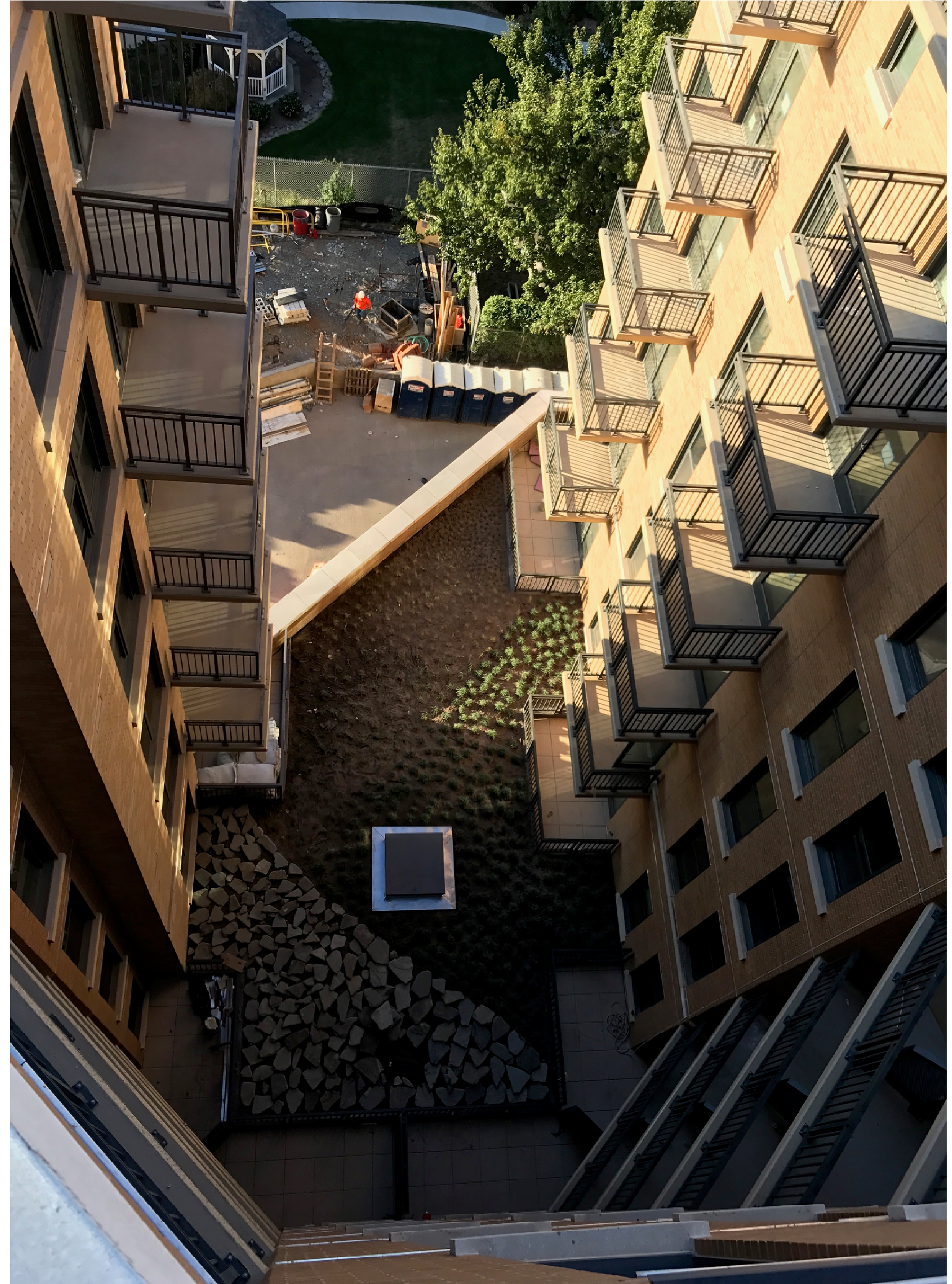
Certain Mechanical Systems allow for highest and best use of the rooftop





| Indoor/Outdoor concept allows for additional usable area

- **Passive courtyards providing light and air**
- **Additional balcony opportunities**





- | **32 Inclusionary Zoning units**
- | **Set aside in perpetuity for 80% AMI**
- | **Example: 1BR unit**
\$1,500/month
- | **Finishes are exact same as market units**

RAPPAPORT
CULTIVATING PLACES

Henry Fonvielle, President
hfonvielle@rappaportco.com

 **WCSmith**

Matt Ritz, Senior Vice President
mritz@wcsmith.com