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Society of American Military Engineers
12th Annual Small Business & Government Conference

April 25, 2019
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Over the last two decades, we have undergone a transformation. We’ve flipped the script: once a Washington, D.C. suburb, NOVA is now a thriving destination in its own right.

The Case for Northern Virginia

North America’s top producer of tech talent

America’s only metro leading public and private sector innovation

A global and inclusive region on a human scale

A stable and competitive partner with a legacy of exceptional governance

Key Messages and Themes

• Talent
• Connectivity
• Livability
• Diversity and Inclusion
• Excellent Business Climate
THREE CONNECTED URBAN DISTRICTS ACROSS TWO JURISDICTIONS

3 connected urban districts

24,000 housing units affordable at average Amazon income within two miles

+17,000,000 square feet of office space

Walk to Reagan National Airport, Metrorail, Virginia Railway Express, and bus rapid transit routes

15 minutes to everywhere — housing, talent, and government

Arlington is #1 for Millennials and Alexandria is #4 - Niche (2017)

A+ for commitment to inclusivity and equality - Human Rights Campaign’s Municipal Equality Index

Arlington: #1 best city to live without a car

Alexandria: #1 city for entrepreneurs - Entrepreneur Magazine (2017)

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AMAZON SELECTS NOVA’S NATIONAL LANDING FOR A HQ2 SITE

Amazon selects NOVA for HQ2 site after 14-month search

- $2.5 billion investment by Amazon in Arlington County
- At least 25,000 new HQ jobs within 12 years

New Virginia Tech Innovation Campus to locate in Alexandria

- $1 billion investment by VT
- 2 million square foot mixed-use campus

New State investments in transportation, affordable housing, higher education and K-12 education for National Landing and NOVA
IN ARLINGTON, AMAZON WILL:

- Lease approximately 500,000 square feet of existing office space at 241 18th Street S, 1800 S Bell Street and 1770 Crystal Drive.

- Develop Pen Place and Met 6, 7, 8 land in JBG SMITH’s Future Development Pipeline with Estimated Potential Development Density of up to 4.1 million square feet. JBG SMITH has the right to time the expected closings of the land parcel sales to facilitate 1031 exchange opportunities.

- Engage JBG SMITH as its development partner, property manager and retail leasing agent.

- Commence predevelopment and planning of the first office building in 2018, with construction expected to begin in 2019.
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NATIONAL LANDING INFRASTRUCTURE PROJECTS

Route 1 improvements

Crystal City Metro second entrance

Army-Navy Drive Complete Streets

CC2DCA Pedestrian Bridge

VRE Station improvements

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SELECTED POTOMAC YARD IN NATIONAL LANDING

- In Alexandria, the Virginia Tech Innovation Campus will deliver leading programs in computer science and software engineering for graduate and doctoral level students

- Will locate in National Landing
  - $1 billion investment by Virginia Tech, over two phases
  - Phase 1 = 1 million square feet mixed-use campus with academic, residential, commercial space for entrepreneurs and companies, and neighborhood serving retail; delivery in 2022
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### ARLINGTON COUNTY

<table>
<thead>
<tr>
<th>Category</th>
<th>Office (SF)</th>
<th>Retail (SF)</th>
<th>Residential Units</th>
<th>Hotel Rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Approved</td>
<td>7,167,653</td>
<td>787,461</td>
<td>6,643</td>
<td>848</td>
</tr>
<tr>
<td>Under Construction</td>
<td>191,300</td>
<td>375,911</td>
<td>4,693</td>
<td>-</td>
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<tr>
<td>Under Review</td>
<td>-</td>
<td>134,208</td>
<td>3,839</td>
<td>934</td>
</tr>
<tr>
<td>TOTAL</td>
<td>7,358,953</td>
<td>1,297,580</td>
<td>15,175</td>
<td>1,782</td>
</tr>
</tbody>
</table>
CRYSTAL CITY

1900 Crystal Drive – 790 apartments, 36,100 SF retail

Crystal Houses – 798 apartments

Land Bay C West – 342 apartments

Central District Retail Ph I – 74,000 SF retail, Alamo Theater and grocery store

Central District Retail Ph II – 16,000 SF retail

The Sur – 360 apartments

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PENTAGON CITY

River House – Possible additional apartments on existing surface lots

Brookfield Properties – Potential redevelopment, TSA moving to Springfield

Pentagon Centre – Redevelopment of existing power center, 440 apartments and 10,739 SF retail under construction.
Future phases – 705,700 SF office, 326,041 SF retail, 253 residential units.
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Rosslyn Plaza – 1,810,173 SF office, 45,000 SF retail, 550 residential units, 200 hotel rooms

Holiday Inn redevelopment – 490 residential units, 327 hotel rooms, 13,465 SF retail

Key Bridge Marriott redevelopment – 451 residential units, 447 hotel rooms

Rosslyn Gateway – 490,056 SF office, 273 residential units, 148 hotel rooms
 BALLSTON

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Ballston Exchange – Redevelopment of NSF building

4040 N Fairfax – 330 apartments, 8,400 SF retail

4040 Wilson – 191,300 SF office, 33,400 SF retail, 244 residential units

The Waycroft – 483 apartments, 68,185 SF retail

Harris Teeter redevelopment – 685 residential units, 84,643 SF retail

Ballston Quarter
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BALLSTON QUARTER

- An open-air, urban environment coupled with a remodeled interior concourse that are completely new and engaging

- Activated streetscape to engage the community including street-entry stores and restaurants, some with sidewalk, terrace or rooftop dining options

- A unique and vibrant mix of stores, restaurants, entertainment venues—365,000 SF in addition to Macy’s

- Origin – 406-unit luxury apartment building with ground-floor retail
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City of ALEXANDRIA
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Public investment in infrastructure leads to continued private investment

Region’s first Bus Rapid Transit

Metro Station - coming soon

Delivered

100,000 SF Office headquarters, fully pre-leased delivering Fall 2018

Under Construction

108,000 SF Office headquarters- includes 40,000 SF for lease to other tenants
7.5M SF of new development
930,000 SF Retail
1,930,000 SF office
1,100,000 SF residential
170,000 hotel
3,395,000 SF additional office or residential

Under Plan Review

Master development partner to align delivery with Metro opening

Extensive private investment to continue and national attention from corporate users

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Old Town North: attracting investment by residential and retail developers through the City’s first Arts & Cultural District

Edens’ 530 First Street- full City block redevelopment

Infill redevelopment projects

Repurposing old buildings and adding density to surface parking lots

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- Renovated & repositioned hotel
- Approved, single-tenant office
- Anchor retail & residential
- National Science Foundation HQ
- Rehab of obsolete office buildings
- Luxury apartments and condominiums
- Residential & Hotel mix
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24-acre consolidation of retail & warehouse

3.1M SF of new development
300,000 SF Retail
2,400 residential units
150 room hotel

Eisenhower West

Mixed-use development with Senior Living

Approved

Delivered
PAST & PRESENT
A prominent Alexandria feature since its opening more than 50 years ago

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1962-1963</td>
<td>Construction begins on the 91-acre site.</td>
</tr>
<tr>
<td>1965</td>
<td>Landmark Center opens as an open-air shopping center, the first in the region to feature three department stores.</td>
</tr>
<tr>
<td>1989</td>
<td>Renovation and re-opening as an enclosed Landmark Mall.</td>
</tr>
<tr>
<td>2006</td>
<td>General Growth Partners (then-owner) gets approval to convert back to an open-air town center.</td>
</tr>
<tr>
<td>2009</td>
<td>City adopts the Landmark Non-Dem Corridor Plan with a vision for Landmark as a mixed-use urban village.</td>
</tr>
<tr>
<td>2013</td>
<td>Howard Hughes Corporation (new owner) gets approval to redevelop central portion of the mall, the only portion they owned at the time.</td>
</tr>
<tr>
<td>2015</td>
<td>City approves amendment to 2013 approval.</td>
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<tr>
<td>2016</td>
<td>Howard Hughes acquires Macy’s.</td>
</tr>
<tr>
<td>2018</td>
<td>Howard Hughes indicates readiness to redevelop the entire site, maintaining the vision of the 2000 Plan with some refinements.</td>
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