Life Enhancement

Fitness
Fitness

- Yoga
Life Enhancement

Fitness
• Yoga
• Wharf Club
Life Enhancement

Fitness
• Yoga
• Wharf Club
• Kayak
Life Enhancement

Fitness

• Yoga
• Wharf Club
• Kayak
• Golf
Life Enhancement

Fitness

• Yoga
• Wharf Club
• Kayak
• Golf
• Bike
Life Enhancement

Fitness
- Yoga
- Wharf Club
- Kayak
- Golf
- Bike
- Tennis
Life Enhancement

Fitness

• Yoga
• Wharf Club
• Kayak
• Golf
• Bike
• Tennis
• Swimming
Life Enhancement

Fitness

- Yoga
- Wharf Club
- Kayak
- Golf
- Bike
- Tennis
- Swimming
- Ice Skating
Life Enhancement

Fitness
- Yoga
- Wharf Club
- Kayak
- Golf
- Bike
- Tennis
- Swimming
- Ice Skating
- Row DC
Life Enhancement

Fitness
- Yoga
- Wharf Club
- Kayak
- Golf
- Bike
- Tennis
- Swimming
- Ice Skating
- Row DC
- Convenience Gyms
Life Enhancement

Nature
Life Enhancement

Nature
  • Potomac River
Life Enhancement

Nature

• Potomac River
• Trees
Life Enhancement

Nature
- Potomac River
- Trees
- Parks
Life Enhancement

Nature
- Potomac River
- Trees
- Parks
- Terraces
Life Enhancement

Nature

- Potomac River
- Trees
- Parks
- Terraces
- Gardens
Life Enhancement

Nature

- Potomac River
- Trees
- Parks
- Terraces
- Gardens
- Recreation
Project Consultants

• Urban Planners
• Civil Engineering Consultant
• Architecture/Urban Design
• Landscaping Architects
• Zoning Specialists
• Structural Engineering
• Public Environments
• Constructability, Cost Estimating & Construction Feasibility
• Sustainability
• Marine Engineering Consultant
• Geotechnical Advisor
• Retail & Specialty Advisors
• 3-D Renderings and Visualization
• Life Safety, Code & Fire Protection – ADA
• Theater Consultant
• Traffic Consultant
• MEP Engineering
• Electric & Dry Utilities Consultant
• Lighting Consultants
• Safety & Security Consultant
• Affordable Housing Specialists
• Cogen & Solar Consultants

• Pool Consultant
• Parking Consultant
• Parking Operations Management
• Fountain Consultant
• Graphics, Signage and Way Finding
• Acoustical Consultant, Theater
• Food Service Consultant, Theater
• Waterproofing Consultant
• Vertical Transportation Consultant
• Various Legal Consultants
• Design/Build for Fixed Piers
• Design/Build for Floating Docks
• Security System Designer
• Telecom System Designer
• Permit Expediting
• Third Party Permit Review
• Lobbyist
• Hotel Operational Consultant
• Public Finance Consultant
• Arborist/Tree Preservation Consultant
Legal Services

• Zoning
• Land Planning
• Bond Finance
• Insurance/Liability
• Transactions
• Retail Leases
• Construction Contracts
• Office Leases
• Hotel Transactions
• Theatre Lease
• Reciprocal Easement Agreements
• Subdivision, ANT Lots

• Condominium Public Offering Statements
• Equity and Finance Agreements
• Guarantees
• Labor Relations
• Air Rights
• Property Management Agreements
• Marina Agreements
• Land Disposition Agreement
• Federal Legislation
• District of Columbia Legislation
Regulatory Hurdles

- Washington Gas
- District of Columbia Council
- Capital Yacht Club
- Fish Market Tenants
- Arena Stage
- Harbor Square
- Tiber Island
- ANC
- Office of Planning
- Fine Arts Commission
- SWANNA
- OAG
- Boat Owners Association
- Zoning Commission
- Pepco
- OCFQ
- U.S. Army Corps of Engineers
- Federal Aviation Administration
- U.S. Department of Homeland Security
- U.S. Department of Energy
- U.S. Department of the Treasury
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- U.S. Senator
## Capitalization

### Wharf Phase 1 Capital Stack

$ shown in thousands

<table>
<thead>
<tr>
<th></th>
<th>Parcels 1-4</th>
<th>Fish Market</th>
<th>Pier 4</th>
<th>Intercontinental</th>
<th>Parcel 5</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Debt</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$761,345</td>
</tr>
<tr>
<td><strong>Lender</strong></td>
<td>Wells Fargo Syndication</td>
<td>EB-5</td>
<td>Eagle Bank</td>
<td>EB-5</td>
<td>SunTrust</td>
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<tr>
<td><strong>Loan Commitment</strong></td>
<td>$524,545</td>
<td>$15,000</td>
<td>$21,000</td>
<td>$88,000</td>
<td>$112,800</td>
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<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
<td></td>
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<td>$497,400</td>
</tr>
<tr>
<td><strong>Cash Equity</strong></td>
<td>$379,000</td>
<td>$8,500</td>
<td>$2,900</td>
<td>$37,000</td>
<td>$70,000</td>
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<tr>
<td><strong>Wharf JV Interest</strong></td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>53%</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td><strong>PSP (Canadian Pension Investment Manager)</strong></td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td></td>
</tr>
<tr>
<td><strong>Madison Marquette Investors</strong></td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td><strong>PN Hoffman Investors</strong></td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td><strong>Tax Increment Financing</strong></td>
<td></td>
<td></td>
<td></td>
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<td>$126,000</td>
</tr>
<tr>
<td><strong>Contribution</strong></td>
<td>$113,000</td>
<td>$13,000</td>
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</tr>
<tr>
<td><strong>Total</strong></td>
<td>$1,016,545</td>
<td>$36,500</td>
<td>$23,900</td>
<td>$125,000</td>
<td>$182,800</td>
<td>$1,384,745</td>
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</tbody>
</table>
Market Response

- Condominiums + 80% Presold
- Office Space + 80% Preleased
- Retail + 85% Preleased
- Apartments + 5,000 Leads
- The Anthem + Booking Now
- Hotels + Booking Now