

**NEWARK
DEVELOPMENT
TRUST, LLC**

**PUBLIC-PRIVATE PARTNERSHIP
MIXED-USE DOWNTOWN PARKING GARAGE
OR
OPTIONAL PARKING
ENHANCEMENT CONSIDERATIONS
(NOT SPECIFIC TO LOT #1)
QUALIFICATIONS AND EXPERIENCE (RFI 16-01)**

OCTOBER 11, 2016



**T E V E B A U G H
A S S O C I A T E S**

WOHLSEN
CONSTRUCTION



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400 Market Street
PO Box 1900
Wilmington, DE 19899
302.655.7795



October 11, 2016

City of Newark – Purchasing Office
Attn: Andrew S. Haines, Deputy City Manager
City of Newark Municipal Building
220 South Main Street
Newark, Delaware 19711

Subject: Public-Private Partnership Mixed-Use Downtown Parking Garage or Optional Parking Enhancement Considerations (Not Specific to Lot#1) (RFI 16-01)

Dear Andrew:

We are pleased to present our qualifications and proposed team in response to RFI 16-01. The Newark Development Trust, LLC has a unique and valuable history of Newark parking in general and lot #1 in particular. Beginning in 2010 our team has provided technical parking evaluations, land use feasibility studies, construction improvement estimates, and various presentations to Newark City Council, The University of Delaware, Newark Citizen Committees, Main Street Land Owners. The consistent goal of our effort has been to create a development parcel of highest and best land use at the city core that provides a dramatic economic development opportunity.

From our six year perspective of Main Street and as a result of community discussions, we believe we can assist Newark in the investigation and solution of this multi-faceted strategic challenge. Our professional team is expanded to include Jed Hatfield, president of Colonial Parking and past chairman of The National Parking Association. Mr. Hatfield adds direct experience of a variety of comparable case study main street solutions implemented at other cities and growing communities across the country. We have included an article by Jed in the Appendix entitled "The P3 Trend in Public-Private Partnerships" (See page 64 of RFI).

Combined with the demonstrated reputation and design/construction expertise of our team we are uniquely qualified to join the Newark Community in determining appropriate, affordable, and quality solutions as follows:

1. **OUR TEAM** of Delaware based partners has the broadest experience in parking planning and deck development in the region. Our consultants have nationally recognized experience in P3 mixed use development. We have the creativity, resources and experience to make this project a reality.
2. **OUR APPROACH** will be to lead the P3 process in both a collaborative and transparent way between the city, the multiple stakeholders along Main Street, and the community at large. We will organize workshops, public presentations and other communication forums to ensure the public is engaged, informed and heard.
3. **OUR COMMITMENT** remains to assist the City in determining a strategic plan for adequate and convenient parking in the Main Street core. The analysis will be holistic in nature and include all elements of parking efficiency as both a business and a catalyst for the growth and prosperity of the merchant and resident elements.

Thank you for the opportunity to continue to work on this economic development project. We look forward to discussing our approach in greater detail.

Very truly yours,

A handwritten signature in blue ink that reads "Richard J. Gessner, Jr." The signature is written in a cursive, flowing style.

Richard Gessner, Jr.
Managing Member

TEAM INTRODUCTION

Newark Development Trust, LLC (NDT)

400 Market Street
PO Box 1900
Wilmington, DE 19899
p 302.655.7795 e newarkdevelopmenttrust@gmail.com

Newark Development Trust, LLC was founded in January, 2011 to pursue public/private economic development partnerships throughout the Middle Atlantic states. **The group's first collaboration was with the City of Newark, Delaware where we proposed a public/private partnership to develop a parking garage and a mixed-use retail and office building.**

TEAM STATISTICS

(COMBINED)

YEARS OF EXPERIENCE

220

ALL NDT MEMBERS HQ IN

DELAWARE

PARKING GARAGE PROJECTS

100+

PARKING GARAGES CURRENTLY MANAGED

9

5,147 SPACES

MIXED-USE PROJECTS

10

TRANSPORTATION STUDIES

12



^ Renaissance Centre



^ Newark Parking Deck Concept



^ Ships Tavern Garage

TEAM QUALIFICATIONS

The principals of Newark Development Trust, LLC are a group of Delaware based firms with extensive expertise in planning, architecture, construction management, real estate development and management, parking and public/private financing. The principals include:

Community Development Capital Partners

Development and Capital Finance

Founded 2009

Key Contacts

Richard J. Gessner, Jr.

Qualifications

- CDCP is one of only two **Delaware-based** groups to obtain a **New Markets Tax Credit allocation**.

- The principals of CDCP have extensive experience in obtaining both equity and debt financing for public/private real estate development projects.

- CDCP received a \$35 million New Markets Tax Credit allocation from the U.S. Department of the Treasury. The allocation is fully invested in retail and mixed use redevelopment projects, including the first new grocery store to be built in Stamford, CT in over 50 years which is located in the Harbor Point redevelopment project, the largest urban redevelopment project in the eastern United States. CDCP is one of only two Delaware-based groups to obtain a New Markets Tax Credit allocation.

- CDCP is a Community Development Entity (CDE) certified by the Community Development Financial Institutions Fund of the U.S. Department of the Treasury.

- Federal Recovery Zone Facility Bond allocations in Delaware:

- **\$9 Million -Gibraltar Mansion, Wilmington, DE (Historic)**

- **\$7.4 Million - Walgreen's, Lewes, DE (New)**

- **\$7.6 Million - Dover Mart, Dover, DE (Redevelopment)**

- **\$4.4 Million - Walgreen's, Harrington, DE (New)**

- The principals of CDCP have served as tax incentive consultants for corporate real estate users such as franchisors and franchisees, including Dunkin Brands and Burger King in locations including Philadelphia, PA; New York City; Newport News, VA; Atlanta, GA; Miami, FL; and Tampa, FL.



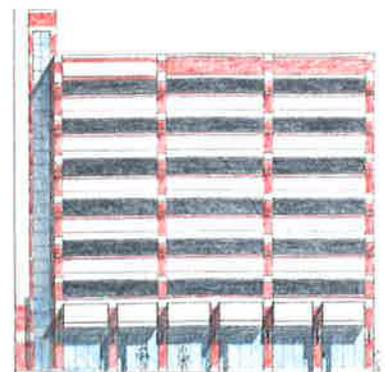
^ Academy Street Center



^ Corporate Plaza



^ Taylor Hospital Parking Deck



^ 9th and Orange Mixed Use

TEAM QUALIFICATIONS (CONT)

Tevebaugh Associates

Architectural Design

Founded 1987

Key Contacts

James Tevebaugh, AIA

William Lenihan, AIA

Qualifications

Tevebaugh combines architectural design, land use planning and urban design to achieve unique and creative design solutions for a broad range of clients. The firm has developed a strong background in parking lot design including the award-winning Riverfront Parking Deck that complements the architectural style of the Wilmington Train Station; the Union Hospital Parking Garage in Elkton; Taylor Hospital Parking Deck at the Crozier Keystone Medical Office Building in Philadelphia; **a three-level, 500-vehicle pre-cast concrete deck at the University of Delaware**; a 540-car, poured-in-place, post-tension parking structure at Corporate Plaza in Wilmington; and a 385-vehicle parking deck designed to accommodate future vertical expansion at 9th and Orange Streets in Wilmington.

Wohlsen Construction Company

Construction Management

Founded 1890

Key Contact

Michael Berardi

Qualifications

Wohlsen is a leading construction services company in the Mid-Atlantic States, operating in Pennsylvania, Delaware, Maryland and New Jersey. Wohlsen provides a broad range of services including construction management, general contracting, project management, cost estimating, value engineering, and capital planning and asset management. **Wohlsen is very familiar with Newark and the University of Delaware. Wohlsen's University of Delaware Projects Include:**

- **Trabant Parking Garage**
- **Alfred Lerner Hall**
- **Jastak-Burgress Hall**



^ Riverfront Parking Deck



^ Academy Street Center



^ Renaissance Center



^ Corporate Plaza

TEAM QUALIFICATIONS (CONT)

Colonial Parking

Parking

Founded 1956

Key Contact

John E. "Jed" Hatfield, CPP

Qualifications

Regional organization headquartered in Wilmington, Delaware and operating facilities in Wilmington, Delaware; Greater Philadelphia, Pennsylvania; and affiliate Landmark Parking, Inc. in Baltimore, Maryland and Washington, DC. Colonial parking manages over 28,800 parking spaces in over 60 parking facilities ranging in size from 20 to 1,500 spaces. Currently providing jobs for over 300 employees Colonial is large enough to act as a leader in the implementation of technology while small enough to offer individual attention to each location.



^ Riverfront Parking Deck

Colonial's Parking Garage Projects:

1. New Castle County Courthouse Garage
2. HyPark Garage
3. Union Hospital Garage
4. Riverfront Parking Deck
5. Two Christina Crescent Garage



^ Taylor Hospital Parking Deck

Colonial's Mixed-Use Parking Garage Projects:

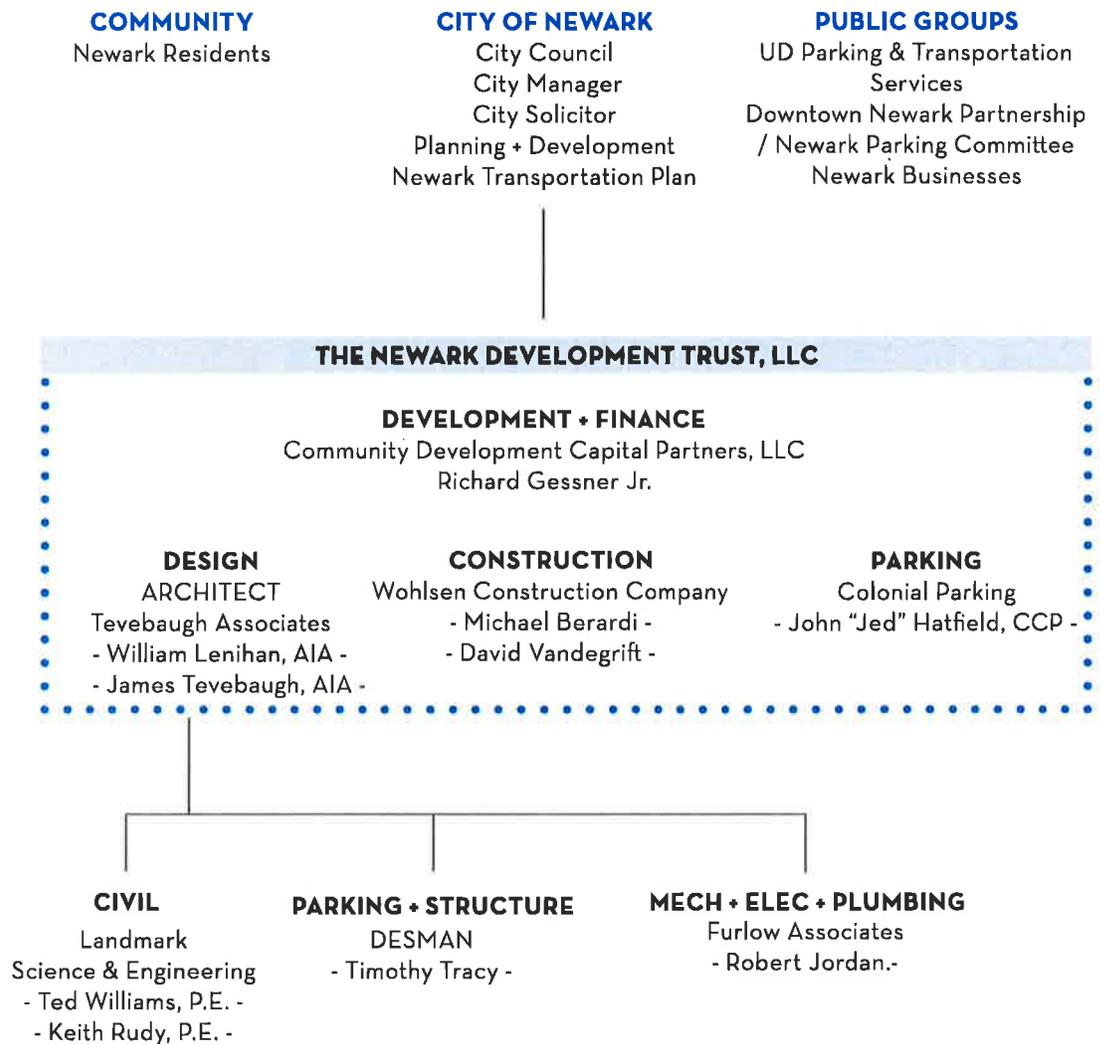
1. Ships Tavern - Garage + Retail
2. Renaissance Centre - Garage + Retail + Office
3. PNC Bank 222 Delaware Ave - Garage + Retail + Office
4. 1201 N Market Street - Garage + Retail + Office
5. Chester County Garage - Garage + Transit Center)



^ UD College of Health Sciences

TEAM ORGANIZATION

The Newark Development Trust, LLC is a composition of selected expertise in development and finance with Community Development Capital Partners; design with Tevebaugh & Associates; construction management with Wohlsen Construction Company and parking with Colonial Parking, Inc. We intend to enhance our team with the active engagement of City of Newark officials; Downtown Newark Partnership (the City of Newark's Main Street program) members; University of Delaware officials and the Newark community.



KEY PERSONNEL



Richard J. Gessner, Jr.
Community Development Capital Partners, LLC
Managing Partner
Years of Experience: 30

- \$35 Million New Markets Tax Credit (NMTC) Allocatee
- US Department of Treasury Certified Community Development Entity (CDE)
- Chairman, Interfaith Community Housing of Delaware
- Past President, Ronald McDonald House of Delaware
- Past Chairman, Junior Achievement of Delaware



William J. Lenihan, AIA
Tevebaugh Associates
President
Years of Experience: 19

- Licensed in DE, MD, NY, NJ, and PA
- Urban Land Institute Member
- AIA Delaware Former Board Member
- Serves on DTCC Architectural Engineering Advisory Board



James A. Tevebaugh, AIA
Tevebaugh Associates
Chairman of the Board
Years of Experience: 55

- Founded Tevebaugh Associates in 1987
- Founding President of Friends of Furness Railroad District
- Delaware State Chamber of Commerce Former Board of Directors
- Member AIA Delaware and Philadelphia



Michael B. Berardi
Wohlsen Construction Company
Senior Vice President & Principal incharge
Years of Experience: 36

- 35 years of major construction experience in Delaware
- Former President of the Delaware chapter of Associated Builders and Contractors (ABC)
- Former President and current Board Member of the Delaware Contractors Association
- Newark Garage construction experience (UD Academy St Garage)



David Vandegrift
Wohlsen Construction Company
Pre-construction Manager / Estimator
Years of Experience: 37

- 35 plus years of experience in pre-construction planning and estimating
- Major parking deck experience in urban environments (IRS Garage in Philadelphia)
- Key knowledge of local subcontractors
- Experience in working with Tevebaugh Associates

KEY PERSONNEL (CONT)



John "Jed" Hatfield, CCP

Colonial Parking
President

Years of Experience: 26

- Past Chairman of the National Parking Association
- Member of International Parking Institute
- Immediate Past President of the Committee of 100
- Wilmington Renaissance Corporation, Executive Committee member
- Wilmington Downtown Visions, Executive Committee member



Timothy Tracy

DESMAN Design Management
Executive Vice President

Years of Experience: 31

- International Parking Institute - Parking Consultants Council Member
- National Parking Association - Parking Consultants Council Member
- Managed the Design & Development of more than 100,000 structured parking spaces



Ted Williams, P.E., FACEC

Landmark Science & Engineering
President

Years of Experience: 39

- American Council of Engineering National Chairman ('12-'13)
- DelDOT Transportation Trust Fund Task Force Chairman (2011)
- Specializes in traffic impact studies



Keith Rudy, P.E., LEED AP

Landmark Science & Engineering
Principal / Dir. Science & Engineering

Years of Experience: 24

- American Society of Civil Engineers Associate Member
- Professional Engineer Registration in Delaware & New Jersey
- Manufactured Housing Installation Board President
- Project Manager for Delle Donne Corporate Center Parking Deck



Robert W. Jordan, LEED

Furlow Associates, Inc.
President

Years of Experience: 39

- ASHRAE
- ASPE
- LEED Accredited Professional

PROJECT CONSULTANTS

The following consultants have been carefully selected based on expertise in parking garage design, knowledge of the City of Newark and proven working relationship with the team members of Newark Development Trust. In addition to the summary below complete profiles on the qualifications of our consultants can be found in the appendix.

DESMAN

Parking Consultant
 Founded: 1973 - Minority-owned Business Enterprise
 New York, NY
www.desman.com

DESMAN, is a professional corporation with more than 100 professional and technical personnel. The firm is a leading national specialist in transportation improvements and the planning, design and construction administration of functionally efficient, attractive and cost effective parking facilities. Since the firm's inception in 1973, DESMAN has served public, private and institutional Clients and Owners throughout the U.S. and abroad and has provided planning, design, and restoration services for over 1,500 parking projects.

Landmark Science & Engineering

Civil Engineering
 Founded: 1987
 New Castle, DE
www.landmark-se.com

For all of its 29 years, Landmark and its staff have worked on new, renovation, and redevelopment projects in the City of Newark, both for public and private clients. Our staff maintains strong relationships with staff in the City's departments and is familiar with all design standards, ordinances, approvals and processes.

Furlow Associates

Mechanical, Electrical, Plumbing, Fire Protection
 Founded: 1941
 Claymont, DE
www.furlowassociates.com

Furlow Associates, Inc. has been in continuous operation since its founding in 1941 and has developed a comprehensive engineering practice. Services provided by the Firm include facility assessments, feasibility studies, investigations and cost evaluations, energy analyses, reports, master planning utility systems, design, working drawings, specifications, and supervision of construction.



^ Newark Parking Deck Concept



^ Ships Tavern Garage



^ Renaissance Center

PROJECT EXPERIENCE SUMMARY

Riverfront Parking Deck

The 425 car parking structure occupies the site of a former surface 120 car parking lot. The increase in parking was required to serve not only the Amtrak station, but the growth of business, restaurant and entertainment venues in this rapidly developing urban renewal area. The deck is adjacent to three historic railroad buildings by the noted Victorian architect, Frank Furness.



Project Type	Parking Garage (425 Spaces)
Completion Date	2003
Location	Wilmington, DE
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$8.3 Million
Client Contact	Ray Petrucci, PE PO Box 778 Dover, DE 302.576.6040 rpetrucci@mail.dot.state.us

*Since there are many factors affecting original budgets include scope change, project phasing, and funding sources; we have not listed these numbers to avoid mis-interpretation. We are happy to discuss the budget specifics of any of our projects upon request so that we may provide sufficient context and relevant

UD Academy Street Center

The Academy Street Center is a 40,000 S.F. two story building that houses Career Services, Human Resources, the Theater Department and Public Safety. The office building is attached to a three level, 350 car parking deck. In addition to normal University administrative offices, the building includes sophisticated Tele-conferencing and training rooms, media resource rooms, security record storage, interview rooms, and locker-room and shower for police staff.



Project Type	Parking Garage (350 Spaces)
Completion Date	2001
Location	Newark, DE
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$13.5 Million
Client Contact (Past UD Project Manager)	Longwood Gardens Penny Person PO Box 501 Kennett Square, PA 19348 610.388.5393 pperson@longwoodgardens.org

New Castle County Courthouse Garage

Colonial Principals are members of the Justice Center Parking, LLC, (JCP, LLC) the owner of the New Castle County Courthouse Garage. In this public-private partnership (P3), JCP, LLC leases the land on which the garage sits from the State of Delaware. JCP, LLC designed constructed and financed the garage while Colonial continues to manage the operation.



Project Type	P3 Parking Garage
Completion Date	2002
Location	Wilmington, DE
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$18.8 Million
Client Contact	Justice Center Parking, LLC Brian DiSabatino 110 S. Poplar Street Wilmington, DE 19801 302.421.5700 bdisabatino@ediscompany.com

PROJECT EXPERIENCE SUMMARY (CONT)

Renaissance Centre

The Renaissance Centre is a mixed use re-development of the entire 400 block of Market Street. The office building is eight stories altogether including lobby and mezzanine levels with six floors of office space for a building gross area of 170,000 square feet. The lobby level frontage along King and 4th Streets is designed to accommodate a conference center, branch bank, or restaurant, and is approximately 14,000 square feet of commercial retail space.



Project Type	Parking Garage
Completion Date	2007
Location	Wilmington, DE
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$30 Million
Client Contact	The Commonwealth Group Brock Vinton 300 Water Street Wilmington, DE 19801 (302) 472-7200 bjvinton@commonwealthltd.net

Bay Street Parking Garage

Montclair Bay Street Parking Garage was built by a private developer to serve the proposed adjacent residential development, the Township of Montclair and NJ Transit. The site is directly adjacent to the NJ Transit Bay Street Station and the Lincoln Property residential apartment building, serving the needs of both commuters and residents.



Project Type	Parking Garage
Completion Date	2007
Location	Montclair, NJ
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$7.5 Million
Client Contact	Montclair Parking Authority Mr. John Teubner, Executive Dir 205 Claremont Avenue Montclair, NJ 07042 973.509.4997 jdteubner@optonline.net

The Crescent Parking Deck

The Crescent Deck was a public private partnership between the Township of Montclair and a private redeveloper that was selected by the Township to construct a mixed use project in the Downtown. The 430 car parking facility was designed over an existing surface lot to serve the vibrant central business district in addition to the planned mixed use project.



Project Type	Parking Garage
Completion Date	2005
Location	Montclair, NJ
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$8.6 Million
Client Contact	Montclair Parking Authority Mr. John Teubner, Executive Dir 205 Claremont Avenue Montclair, NJ 07042 973.509.4997 jdteubner@optonline.net

PROJECT EXPERIENCE SUMMARY (CONT)

Corporate Plaza

This 450 car, 6 level parking deck located on Delaware Avenue, Wilmington is built as an attachment to the expanded 800 Delaware Avenue office building. Due to the irregular configuration of the site the rectangular two bay garage is angled to the street creating a landscaped entry plaza to the 800 Delaware Avenue building. The structural system is cast in place, post tensioned structure built at 9' floor to floor.



Project Type	Parking Garage (450 Spaces)
Completion Date	1993
Location	Wilmington, DE
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$6 Million
Client Contact	Mr. Gary Ciaffi Delle Donne and Associates 800 Delaware Avenue Wilmington, DE 19801 302.994.8800 gciaffi@dda1.com

Blue Back Square

DESMAN was the architect and engineer of the North and South Garages, creating plans and amenities with Street Works, the developer and the master architect. Both garages are constructed of pre cast concrete, exterior vertical wall sections incorporating window openings on the South Garage, while a column and spandrel configuration appears on the North Garage. In both buildings, pedestrian cores were kept open to view from the exterior and interior, providing high levels of security.



Project Type	Parking Garage
Completion Date	2007
Location	West Hartford, CT
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$16 Million
Client Contact	Blue Back Square Ronald Van Winkle, Town Manager 50 South Main Street West Hartford, CT 06107 860 523 3244 email needed

Ships Tavern Parking Deck

Located in the South Market Street historic district, this six level, 450 car parking structure is an integral support facility to the commercial & residential redevelopment of the Ships Tavern District. This mixed use building includes 14,000 square feet of retail space on the ground floor. Entrance & exit lanes are provided on the eastern end of the deck, adjacent to the office, elevators & stair core.



Project Type	Parking Garage (450 Spaces)
Completion Date	2003
Location	Wilmington, DE
Design Concept	See writeup above
Budget	*See note
Actual Cost	\$11 Million
Client Contact	Wilmington Renaissance Corp Brian DiSabatino 214 N. Market Street Wilmington, DE 19801 302.421.5700 bdisabatino@ediscompany.com

PROJECT APPROACH

The Newark Development Trust, LLC (NDT) approach to completing the project will be a holistic one. This is evidenced first by the composition of our team bringing expertise in development and finance with Community Development Capital Partners; design with Tevebaugh & Associates; construction management with Wohlsen Construction Company and parking with Colonial Parking, Inc. We intend to enhance our team with the active engagement of City of Newark officials; Downtown Newark Partnership (the City of Newark's Main Street program) members; University of Delaware officials and any Newark residents who have an interest.



[^] Easton Town Center

While we recognize the focus of the RFI is primarily focused on the development of a mixed use facility including parking on the Lot 1 site, as part of our holistic approach, we intend to review parking throughout the Main Street corridor in Newark. Similar to the study area in both the June 2015 TimHaahs and the June 2007 Desman Associates parking study reports, we will review parking solutions for all of downtown Newark. NDT is uniquely qualified to deliver this approach with the experience of Jed Hatfield, President, Colonial Parking, Inc. and Past Chairman of the National Parking Association, and Tim Tracy, Executive Vice President, DESMAN who have designed parking facilities to meet the parking needs of cities throughout the country. This will allow NDT to provide examples of best practices from cities facing the same challenges as Newark. This approach will include the following phases:



[^] 515 Euclid Avenue Parking Garage & Tower

1. Review and update existing parking studies including parking rates and utilization of existing (both City of Newark and University of Delaware) parking assets.

2. Compare conditions in downtown Newark with comparable cities with particular attention to best practices in managing parking requirements. This phase will pay particular attention to the unique attributes of cities similar in size and with a university component like Newark.



[^] Union Plaza Terminal/Parking Facility

3. Develop prioritized plans for the implementation of an overall parking and transportation plan for downtown Newark. This plan will focus on capitalizing on the existing parking assets of both the City of Newark and University of Delaware and propose both parking and transportation enhancements that will maximize the utilization and value of the existing assets.

4. If phases 1 through 3 outlined above conclude that a parking structure is required, NDT is prepared to meet the scope of services outlined in RFI No. 16-01. Included will be the development of a design for a mixed use facility for Lot 1.

NDT is prepared to proceed with the design, development, funding and management of the facilities determined to be appropriate by the team during the research phases outlined above.



STEERING COMMITTEE



COMMUNITY INVOLVEMENT
(PUBLIC MEETING)

1
WEEK

3



PROJECT KICK OFF

- PRELIMINARY CONSTRUCTION BUDGET
- FINANCIAL GOALS
- CONFIRM TRAFFIC STUDY FINDINGS
- PARKING RATES
- ESTABLISH GUIDING PRINCIPLES

STEERING COMMITTEE MEETING 1

- SUMMARIZE FINDINGS



- SUMMARIZE FINDINGS
- PRESENT APPROACH
- UPDATE SCHEDULE
- SHARE PLANS FOR 1ST PUBLIC MEETING

COMMUNITY WORKSHOP 1

- SHARE GUIDING PRINCIPLES
- PRESENT BASIS OF APPROACH
- PRESENT PROJECT GOALS
- QUESTIONS & CONCERNS

SCHEMATIC DESIGN (4 WEEKS)

- DEVELOP 3 SCHEMES
- DESIGN CONSIDERATIONS
 - NUMBERS OF LEVELS
 - MIXED USE TYPE
 - TOTAL LEASABLE AREA
 - PRELIMINARY PROFORMA
 - TEMPORARY PARKING RELOCATION
 - LEASE RATES/TERMS
 - PEDESTRIAN & BICYCLE CIRCULATION



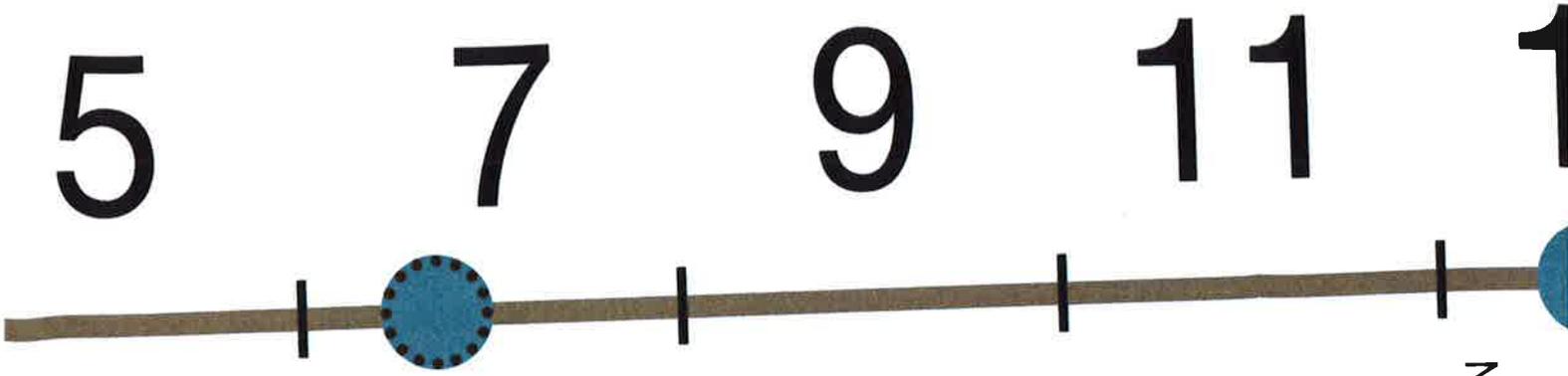
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13

STEERING COMMITTEE MEETING 2

- REVIEW 3 OPTIONS
- DETERMINE STRENGTHS OF EA SCHEME
- DEFINE APPROACH FOR FINAL SCHEME

15

REFINEMENT OF 3 SCHEMES

- UPDATE 3 SCHEMES
- PREPARE FOR PUBLIC MEETING

17

COMMUNITY WORKSHOP 2

- PUBLIC PRESENTATIONS OF 3 SCHEMES
- QUESTIONS / COMMENTS / CONCERNS

19

STEERING COMMITTEE MEETING 3

- DISCUSS FINAL APPROACH
- EVALUATE COMMUNITY FEEDBACK

FINAL DESIGN

- COMPLETE CONCEPTUAL DESIGN
- COMPLETE FISCAL REPORT
- CONCEPTUAL CONSTRUCTION ESTIMATE



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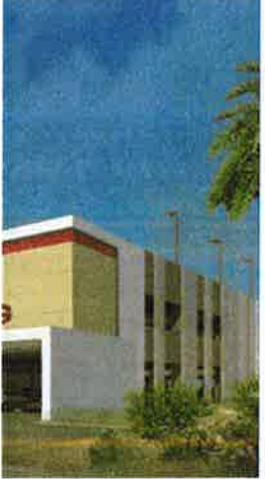
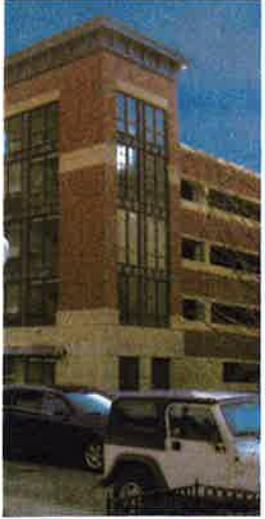


- LEASEBACK TERMS/RATE

STEERING COMMITTEE MEETING 4

- PRESENTATION OF FINAL PACKAGE
- NEXT STEP DISCUSSIONS
- DeIDOT TRAFFIC STUDY SCHEDULE





CITY OF NEWARK
MIXED-USE DOWNTOWN PARKING GARAGE

SCOPE OF SERVICES

We have included the scope of services listed in the RFI under item II. Additional comments for each item are provided below.

1. Preparation of conceptual design for the site proposed, including conceptual front and side elevations.

- Our conceptual design will be developed utilizing the latest 3D Building Information Modeling (BIM) Software
- Design shall include rendered perspective views from the street scape
- The design shall be presented utilizing a fly-by animation of the proposed parking deck that will clearly communicate design intent to the steering committee and local residents.

2. A proposed conceptual parking garage design that shall at least double the number of current parking spaces of Municipal Parking Lot #1 (estimated 400 total spaces in conceptual design), plus include additional parking inventory based on the proposed use of the non-parking elements of the mixed use facility. As a minimum requirement, first floor commercial frontage along Delaware Avenue must incorporate mixed-use concepts, and institutional/office space on the first floor will not be deemed appropriate.

- Our team has experience with maximizing the efficiency of garage layouts while accommodating appropriately sized mixed-use space.
- We shall investigate design and layout options that fit within the property boundaries designated in the RFI, but shall also demonstrate any increased efficiencies from adjacent property acquisition.

3. Preliminary cost estimates for the construction of a mixed-use parking garage facility and estimated lease back financial terms for the City.

- Our construction cost estimates will be based upon current market rates.
- Wohlsen Construction will leverage their wealth of cost data history
- Wohlsen will take advantage of their recent pricing of a 4 level 644 space parking deck for Corporation Service Company that is currently under construction in Wilmington, DE on Route 48.



^Que Place Parking Facility Expansion



^ Bergen Town Center Parking Garage

SCOPE OF SERVICES (CONT)

4. A cursory fiscal and traffic impact analysis estimation of mixed-use parking garage facility in terms of initial cost to construct, time line, operating costs, and potential revenues, including revenues from possible commercial space if not already incorporated into A3, above, in estimated lease terms. Please note, if engaged further, proposer will be obligated to fund a full traffic analysis in conjunction with DeIDOT.

- We shall validate the findings of the previously completed June, 3 2015 Parking Supply & Demand Report.
- The design shall be developed in tandem with a fiscal analysis to ensure proposed solutions are financially feasible and responsible.
- If requested to conduct a full traffic analysis in conjunction with DeIDOT we would leverage the ongoing relationships Landmark Science & Engineering has developed over the years that is represented in their City of Newark development projects (See Appendix).

5. (OPTIONAL) Additional considerations for further parking facilities or initiatives are welcomed and may be submitted. Such concepts or initiatives shall focus on global solutions to the downtown business district not already identified in this request. Any submittal will be reviewed separately from the mixed-use parking facility and independent of RFI No. 16-01. Submissions shall be submitted and identified as Optional Considerations.

- Please reference Optional Considerations page included as part of NDT holistic approach.



^ Riverside Regional Medical Center Parking Deck 1



^ Baltimore Harbor Park Garage

PROJECT CHALLENGES

We have identified the following project challenges and provided an explanation of our specific approach.

FUNDING

Challenge

Parking currently totals 2.9 Million of 2016 revenue. This represents 5.9% of the \$48.9 Million budget. The projected net income from parking is \$1.2 Million. This project must increase parking revenue significantly so long term gains are realized.

Solutions

- Leverage Newark's AA+ Credit Rating
- Federal Tax incentives
- Private Capital



^ CarrAmerica Parking Expansion

DISPLACED PARKING

Challenge

Lot #1 currently provides 195 parking spaces adjacent to Main St. and is a significant contributor to the parking revenue stream.

Solutions

- Utilize University of Delaware Parking Garage
- Construction to occur during UD break.



^ O'Neils Building Parking Garage

COMMUNITY SUPPORT

Challenge

Public perception of the project, especially related to appropriate allocation of city funds and P3 arrangement is integral to overall project success.

Solutions

- Involve the public from the start. Our team welcomes the opportunity to address the public regarding our proposal.
- Process must be transparent and organized.
- Our schedule includes 3 public workshops to educate, engage, and enhance the projects public perception.



^ PreFlight Phoenix East and West Garages



^ Riverfront Parking Deck

PROJECT CHALLENGES (CONT)

MANAGEMENT

Challenge

City of Newark does not currently own or manage any existing parking garages. The management cost of parking and mixed-use space can reduce overall profit of proposed development.

Solutions

- Multiple scenarios will be investigated to analyze the efficiency of the City of Newark handling 100% of parking and management vs the possibility of third-party management.
- Options will be evaluated as part of fiscal study.

MAINTENANCE

Challenge

Funding and budgeting for both anticipated and unforeseen maintenance costs.

Solutions

- Strategy to protect city interests and funding can become part of P3 negotiations and lease back terms.

CONSTRAINED SITE

Challenge

The site boundaries as identified in the RFP's Attachment B limit the overall maximum dimensions of a potential parking deck. This also requires additional levels that come at a premium to satisfy the current and future parking needs.

Solutions

- Continue conversations with adjacent property owners. We have continued to and recently had conversations with the adjacent parcel owned by the Church who are still interested in mutually beneficial proposals.



^ Bureau of Worker's Compensation Parking Facility (BWC)



^ Frederick Parking Deck #4



^ Village of Arlington Heights Parking Deck

OPTIONAL CONSIDERATIONS

As detailed in the RFI we feel the following considerations need to be taken into account for the City of Newark Parking Strategic Plan.

ALTERNATIVES

As part of our holistic approach, we will examine the alternative transportation management solutions including:

- Capitalize on the strengths of Newark's existing parking assets including the benefit of their design, i.e. distributed along Main Street situated conveniently behind the street facing retail providing convenience of access while not negatively impacting the Main Street streetscape through public outreach/education programs.

- Review of potential to enhance parking capacity at all Newark parking facilities along the Main Street corridor including, but not limited to Lot 1, in order to distribute the parking enhancements along the Main Street corridor.

- Review potential collaborations with the University of Delaware to maximize the utilization of their existing parking assets to relieve some of the pressure from Main Street parking.

- Review transportation solutions to make remote parking options that have excess capacity convenient for people working on Main Street. Develop an overall environmentally friendly/Green transportation system for Newark's Main Street corridor utilizing programs such as:

- Main Street shuttle service
- Bike lanes and bike storage/maintenance facilities
- Electric Vehicle charging
- Potential solar power generation integrated into parking facilities
- Sustainable Design Strategies
- Stormwater management technologies
- Re-use of gray water for landscaping

- Review funding options for the transportation program to reinvest parking revenue into the transportation program and infrastructure (additional parking/streetscape) of Main Street thereby demonstrating the community benefit from the parking revenue generated taking the focus off community concerns about raising taxes to cure existing parking shortages/problems



^ Harvey's Casino-Hotel Parking Facility



^ Pfizer Building 115 Parking Garage



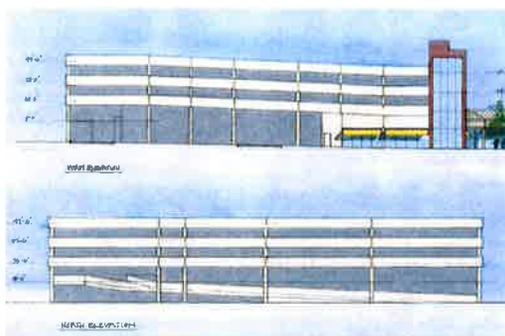
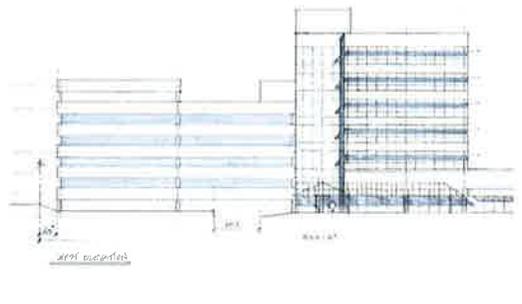
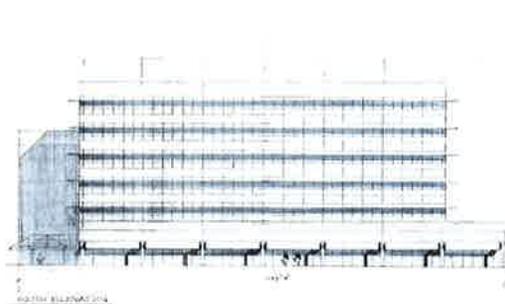
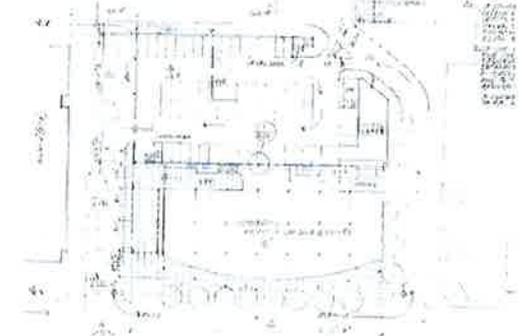
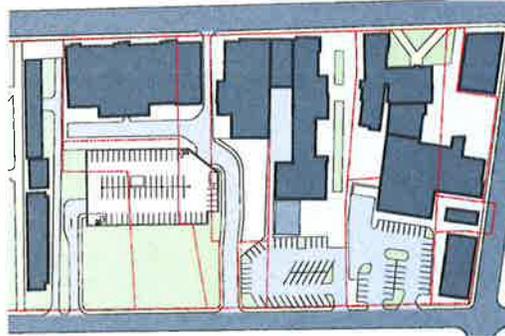
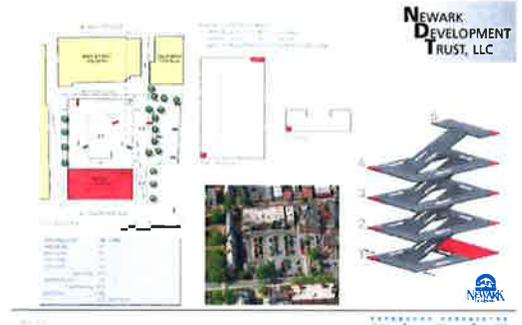
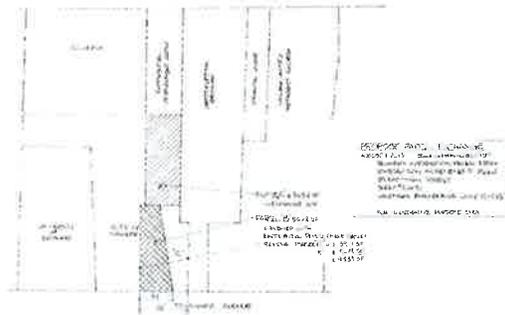
^ American Electric Power (AEP) Garage



^ Prudential Insurance Company

PREVIOUS LOT #1 STUDIES

As detailed in our cover letter, our team has worked on parking proposals for The City of Newark's Lot #1 dating back to 2007. The images below are a few selected studies completed as part of our initial memorandum of understanding with the City of Newark.



APPENDIX - A

RESUMES



Richard J. Gessner, Jr.

3 Red Oak Road
Wilmington, DE 19806
(302) 655-7795
rjgessner@hotmail.com

EXPERIENCE

Community Development Capital Partners, LLC

Wilmington, DE

Managing Member

July 2009-Present

Founded and manage a specialized investment management firm with a New Markets Tax Credit allocation as a US Department of the Treasury certified Community Development Entity. Actively invested in commercial real estate projects located in low-income census tracts which created both significant community investment and increased both construction and permanent employment. Received Federal Recovery Zone Bond allocations for projects in New Castle, Kent and Sussex counties Delaware.

Capital One/ING DIRECT

Wilmington, DE

Senior Vice President, Specialty Finance Lending Group/CRA Officer

February 2011-Present

Senior Vice President of the Specialty Finance Lending Group. In this role serve as a relationship manager to ultra-high net worth individuals and families, private equity and hedge fund clients of Capital One. Previously responsible for all Community Reinvestment Act investments, lending, and service activities as CRA Officer for ING DIRECT, a \$90 billion asset financial institution. Actively managed national CRA investment and lending portfolio. Capital One acquired ING DIRECT.

Kalmar Investments

Wilmington, DE

Portfolio Manager and Securities Analyst

July 2004-June 2009

Managed a diversified group of small cap and mid cap growth equities. Performed both quantitative and qualitative analysis of individual companies and followed industry sectors including financial, consumer discretionary, energy, and healthcare.

GSA Management, LLC/Safeguard Scientifics, Inc.

Wilmington, DE/Wayne, PA

Managing Partner

June 1997-June 2004

Responsible for the start-up, fund raising and portfolio management of this investment management firm. Assets under management included venture capital, real estate, tax credits and marketable securities. Originated, analyzed, structured and monitored investments. Managed a staff of 14 professionals.

Martindale Andres & Co., Inc.

West Conshohocken, PA

Senior Portfolio Manager and Securities Analyst

February 1993-June 1997

Managed investment of client equity and mutual fund accounts. Formulated investment policy and served on the Investment Committee. Assets under management increased from \$80 million to \$1.5 billion. Firm successfully sold to Keystone Financial/M&T Financial.

ProvidentMutual Management Co., Inc.

Wilmington, DE

Vice President, Portfolio Manager

February 1991-February 1993

Managed the \$180 million ProvidentMutual Investment Mutual Fund. Served on Investment and Trust Committees and supervised five research analysts.

The Commonwealth Group/Commonwealth Trust Group

Wilmington, DE

Vice President, Portfolio Manager

June 1988-February 1991

Originated, analyzed and structured client real estate investment portfolios. Supervised staff of six, including two portfolio managers. Developed and managed over \$200 million in real estate assets.

Richard J. Gessner, Jr.
(continued)

EDUCATION

The Wharton School of the University of Pennsylvania <i>MBA Finance; Concentration Real Estate Finance</i>	Philadelphia, PA May 1988
University of Delaware <i>MA Political Science</i>	Newark, DE June 1982
Franklin & Marshall College <i>BA Economics and History</i>	Lancaster, PA May 1981

COMMUNITY

State of Delaware Expenditures Review Committee	Member appointed by Governor Markell
Wilmington Public Safety Strategies Commission	Commissioner appointed by Governor Markell
Ronald McDonald House of Delaware	Co-Founder of the Delaware House; Past President; President's Advisory Board
Junior Achievement of Delaware	Chairman of the Board and Leadership Council
Interfaith Community Housing Corporation	Chairman of the Board of Directors
Habitat for Humanity New Castle County Delaware	Vice President of the Board of Directors
Sacred Heart Housing Corporation	Vice President of the Board of Directors
Wilmington Housing Partnership	Member, Board of Directors
Blue & Gold Basketball All-Star Games	Member, Board of Directors
Ministry of Caring	Member, Board of Directors
The University of Pennsylvania	Regional Undergraduate Admissions Committee
Christ Church Christiana Hundred	Vestry and Outreach Committee
DEL-MAR-VA Council Boy Scouts of America	Committee Member, Volunteer, Eagle Scout
Brandywine Lodge No. 33 A.F. & A.M.	Trustee
The Wharton School of the University of Pennsylvania	Adjunct Lecturer in Real Estate Finance and Investment

LICENSES

Delaware Real Estate Broker's License, Pending
Delaware Real Estate Salesperson License, Active since September 1987
New Jersey Real Estate Salesperson (currently Referral Agent) License, Active since March 1985

William Lenihan, AIA, President



Experience and Qualifications

Mr. Lenihan has over 18 years of experience with the entire architectural process, bringing a unique and creative approach to each project he leads. Mr. Lenihan's ability to manage a job from conception to occupancy while keeping the entire team focused and inspired have led numerous projects to successful, timely and profitable completions.

Education

Norwich University

Master of Architecture, 2000
Bachelor of Architecture, 1997

Denmark International Studies Program

Copenhagen, Denmark, 1994

Employment

Tevebaugh Associates

(2005-present)

Other firms

(1997-2005)

Affiliations

- **AIA Delaware**
Former Board Member
- **Delaware Technical & Community College, Architecture & Engineering**
Advisory Board Member
- **Del-Mar-VA Council Boy Scouts of America,**
Properties Committee
Past Member
- **AIA Delaware Sustainability**
Former Committee Chair
- **Urban Land Institute**
Member

Representative Projects

- **AIG 600 North King Street Renovation, Wilmington, DE** Served as principal in charge of the renovation of the exterior facade and lobby a high rise in downtown Wilmington, DE. Project also involved structural analysis of an existing parking Garage.
- **College of Health Sciences, STAR Campus, University of Delaware** 103,000 sf. expansion from a core structure of the Chrysler automotive plant in a building that contains classrooms, laboratories, offices, public physical therapy & healthcare clinics. Master planning & architectural & interior design.
- **Alison Hall Renovation, Newark, DE** Principal In Charge for the renovation of Alison Hall, which contains classrooms, offices and labs, was necessitated by its problematic HVAC system. The building accommodates 7 different user groups and close coordination was required to retain as many of the existing walls as possible. The design and documentation took into consideration the University's commitment to sustainable design and is designed to a LEED Silver equivalent level. Creative problem solving and proactive management of the design and construction process, a staple of Tevebaugh Associates projects, assure that proper coordination is done and milestones are met.
- **Schwartz Center for the Arts, Dover, DE** 22,000 sf Historic Renovation of a turn of the century vaudeville and movie house renovated with new structural frame within the existing building while including interior and exterior period finishes and fixtures, new addition for circulation, rest rooms, dressing rooms and gathering spaces.*
- **College School and Lab Preschool at U of D** A 20,000 sq. ft. complete fit-out with new building systems, new entrance and new accessible playground.
- **Amenities Plaza, STAR Campus, Newark DE** 75,000 sf. expansion from a core structure of the Chrysler automotive plant. This building contains tenant spaces for healthcare professionals. Master planning & architectural & interior design.
- **Carpenters Union Training Center - Georgetown, DE** A new 25,000 sf. apprentice program training center featuring classrooms, offices and a 15,000 sq. ft. shop which is designed for LEED Silver Certification.
- **City of Wilmington - Public Works Center** Developed master plan for 6 buildings totaling 115,000 sf. This included a maintenance facility with 12 vehicle bays with a crane for service and maintenance, as well as offices, warehousing and storage space, and lounge/lunch/conference areas.

**Projects completed while at a different firm*

James A. Tevebaugh, AIA, Chairman of the Board



Experience and Qualifications

Mr. Tevebaugh has over 50 years of experience in architectural design, project management, and land development planning for both public and private sectors. Jim history of architectural practice has involved more than 10 Parking Decks, including conceptual planning for City of Newark's Lot 1 starting in 2007.

Representative Projects

■ Riverfront Parking Deck

Delaware Department of Transportation: Wilmington, Delaware – Principal-In-Charge
425-vehicle structure designed to complement adjacent historical railroad buildings

■ University of Delaware Academy Street Parking Garage

Newark, DE - 500-vehicle parking garage

■ Renaissance Centre Office and Garage

Wilmington, DE - high rise office structure with retail space and parking deck for 200 cars

■ Union Hospital of Cecil County Garage

Elkton, MD - 450-vehicle garage servicing adjacent hospital and medical office building

■ 9th & Orange Streets Parking Deck

Wilmington, DE - 385 vehicle parking deck that provides access and egress positions to both Shipley and Orange Streets.

■ Chase Manhattan Bank

Wilmington, DE - 14-story operations and administrative headquarters with 500-vehicle parking deck

■ Corporate Commons Parking Garage Renovation

New Castle, DE - eight-story high rise and parking garage renovation

■ Ships Tavern Parking Garage

Wilmington, DE - Schematic Design for proposed 450-vehicle structure as part of the commercial and residential redevelopment of an historic area of the city

■ College of Health Sciences, STAR Campus, University of Delaware

103,000 sf. expansion from a core structure of the Chrysler automotive plant in a building that contains classrooms, laboratories, offices, public physical therapy & healthcare clinics. Master planning & architectural & interior design.

Education

University of London

Graduate Study in
Town Planning, 1965

University of Pennsylvania

Master of Architecture, 1964

Colgate University

Bachelor of Architecture, 1961

Employment

Tevebaugh Associates

(1987-present)

Other firms

(1961-1987)

Affiliations

- **AIA Philadelphia**
Member
- **Friends of Furness Railroad District**
Founding President
- **Delaware State Chamber of Commerce**
Board of Directors
- **National Emergency Number Association (NENA)**
Member
- **Association of Public Safety Officials (APCO)**
Member



Michael B. Berardi
SENIOR VICE PRESIDENT
& PRINCIPAL-IN-CHARGE

Education:

Bachelor of Science degree in Civil Engineering from the University of Delaware

Background:

Mr. Berardi has extensive experience in major projects in Delaware including parking garages in Newark, DE and P3 Development.

A seasoned construction professional highly respected in the Delaware Valley Region as well as the Mid-Atlantic States, he will bring an important leadership component to the project.

Associations:

- Associated Builders and Contractors – President, Board Member
- Delaware Contractors Association – Board Member & President
- Boy Scouts of Delmarva – Board Member
- Union Hospital Foundation – Board Member
- Habitat for Humanity – Development Board
- University of Delaware Engineering – Alumni Association President

SELECTED PROJECT EXPERIENCE

Union Hospital Parking Garage

Elkton, MD

Working with Jed Hatfield of Colonial Parking and Tevebaugh Associates as architects, Mr. Berardi oversaw the construction of this 450 space garage while with another firm.

University of Delaware, Newark, DE

Academy Street Building and Perkins Garage

190,000 sq. ft.

New Construction

500r parking garage

Phase I: Two-story office building

Phase II: 150,000 sq. ft., 500 car parking garage

Mr. Berardi completed this project while with another firm.

This project was designed by Tevebaugh Associates.

Corporation Services Company, Wilmington, DE

Corporate Headquarters, 240,000 sq. ft., 4 story office

building and 650 car parking garage \$50.0M

AIG Global Real Estate Investment Corporation,

Wilmington, DE

Alico Building Office Fitout – Preconstruction Phase 9-story

Upgrades include exterior skin, mechanical systems, security and common area interior improvements.

\$12.0M

State of Delaware, Wilmington, DE

Design/build for new 43,000 sq. ft. Mid-County DMV

Facility including 15 acres of sitework

LEED Silver Certification, \$18.5M

CEBC, Wilmington, DE

282,000 sq. ft. adaptive reuse and renovation of a multi-story corporate office building to classrooms for Charter Schools.

Classrooms and Science labs, Cafeteria, Wellness & fitness center and Dance studios, Library, and

Administrative offices \$20.5M

Rowan University, Southern NJ Tech Park, P3

100,000 sf office building for tech park currently in pre-construction. This project is being delivered as a public partnership with Rowan University.



DAVID VANDEGRIFT
PRECONSTRUCTION
MANAGER

Education:

Bachelor of Science degree in
Business Administration/Marketing
from University of Delaware

Ohio State University studied
Architecture and Accounting

Background:

Mr. Vandegrift began his career in
construction in 1979 and joined
Wohlsen Construction in 2014.

He has worked as chief estimator,
senior estimator, project manager,
and senior project manager.

SELECTED PROJECT EXPERIENCE

Corporation Services Company, Wilmington, DE
Corporate Headquarters, Phase 1 – New = 240,000 SF.,
4 story office building and 650 car parking garage
\$58.0M

AIG Global Real Estate Investment Corporation,
Wilmington, DE
Alico Building Office Fitout – 9-story corporate center
Upgrades include exterior skin, mechanical systems,
security and common area interior improvements.
\$12.0M

Main Line Health Concord Medical Office Building,
Concord Township, PA
New construction of a Core & Shell; MOB will house
fitness and wellness practices as well as Urgent Care,
Primary Care, and Rehab facilities
132,000 SF \$32.0M

Lancaster Country Day School, Lancaster, PA
Preconstruction Phase for a new 37,000 SF classroom
addition and 20,000 SF renovation to existing school
\$17M

Nanticoke Health Services, Seaford, DE
New Construction of a 35,000 sq. ft. Medical Office
Building on an occupied campus in Seaford \$6.0M

Newark Development Trust, LLC, Newark, DE
Initial estimating for 600 car parking garage with retail
and office space

Previous projects while with other firms includes:

IRS Headquarters and Parking Structure, Philadelphia,
Renovation of 1,000,000 sq. ft., 5-story Main Post Office
into IRS Headquarters Building including 11-story, 2,000
car parking structure, partially built over active Amtrak rail
lines

Chestnut Street Tower, Philadelphia, PA
New construction of a 481,000 sq. ft., 38-story, 850
bedroom/bath student housing building

University of Delaware, Newark, DE
– New spectrometer laboratory and support facilities
– New laser lab facility
– New ocean engineering research building
– Multiple renovation projects for laboratories,
dormitories, classrooms, etc.



John E. "Jed" Hatfield, CPP

President

Jed Hatfield is responsible for Colonial's operations in the Wilmington, Delaware and Philadelphia, Pennsylvania areas.

Mr. Hatfield has hands-on experience in the parking industry, having grown up with the company.

Experienced with design and construction review as well as initial implementation of parking control systems, he has been actively involved in the design, construction and openings of several major garages. In addition to opening of new facilities, he is responsible for the daily management of Colonial's facilities. He is also responsible for the development and implementation of Colonial's constantly evolving policies and operations, rooted in the traditional standards of courtesy, fairness and consideration while maintaining their relevance with the current advantages technology.

Mr. Hatfield plays an active role in the parking industry and is a Past Chairman of the National Parking Association (NPA); Member of International Parking Institute (IPI); and a member of the Urban Land Institute (ULI). Locally, Mr. Hatfield serves on the Delaware State Chamber of Commerce Transportation and Infrastructure Committee.

Recognizing the critical link between parking and real estate, Mr. Hatfield is also the Immediate Past President of the Committee of 100, an economic development organization, Wilmington, Delaware; an Executive Committee Member of the Wilmington Renaissance Corporation; an Executive Committee Member of Downtown Visions, Wilmington's Business Improvement District (BID); and a member of the Commercial-Industrial Realty Council in Wilmington, Delaware.

Active in the community, Mr. Hatfield is the founding Co-Chair of the Crozer-Chester Foundation Professional Group; a Member of the Board of Directors of Artisans Bank; and a member of the Caesar Rodney Rotary Club.



RESUME

Total Years of Experience

31

Years at DESMAN

21

Education

NJ Institute of Technology
Newark, NJ
B.S. Civil Engineering

Previous Experience

Storch Associates, Sr.
Engineer (1992 – 1994)
Simoff Engineering, Project
Manager (1984 – 1992)

Affiliations

Inst. of Transportation
Engineers

National Parking Association

International Parking
Institute

Project Assignment

Principal-in-Charge

TIMOTHY TRACY

Executive Vice President

Mr. Tracy is an Executive Vice President and is involved with and oversees the East Coast Operations for the firm. In addition he serves as Principal-in-Charge for the majority of the New Design and Parking Consulting assignments for the New York office.

Mr. Tracy's experience is in transportation, parking planning and engineering. He has worked with both public and private sector clients for the past thirty one years and has designed and managed a diversified number of projects. Mr. Tracy has also been involved in specific parking and infrastructure improvements for institutional clients, corporate offices, retail/entertainment venues, transportation agencies, municipal/public sector and medical facilities. Through this involvement, he has developed a wide range of planning studies that include feasibility, master planning, traffic impact, parking demand and municipal parking programs.

Mr. Tracy has worked on countless Municipal Parking Projects throughout the United States. This experience extends to both free standing and mixed-use projects. He will oversee this project assignment including the preparation of initial design concepts and cost estimates. Mr. Tracy's experience enables him to assume any and all responsibilities as is necessary throughout the duration of this project in support of the project team. He will ensure that the necessary corporate resources are available in the efficient and expeditious completion of these services and in ensuring Client satisfaction. Mr. Tracy has testified as an Expert Witness before Zoning Boards, Planning Boards and Municipal Agencies throughout the Tri-State Area over the last 31 years. Some of Mr. Tracy's Municipal Clients include:

- City of Newark, DE
- Wilmington Parking Authority, Wilmington, DE
- Village of Ridgewood, NJ
- City of Summit, NJ
- Township of Montclair, NJ
- Borough of Red Bank, NJ
- City of Asbury Park, NJ
- City of New Rochelle, NY
- City of White Plains, NY
- City of Easton, PA
- Bethlehem Parking Authority, Bethlehem, PA
- Hudson County Improvement Authority, NJ
- Elizabeth Parking Authority, Elizabeth, NJ
- Paterson Parking Authority, Paterson, NJ



TED C. WILLIAMS, P.E., FACEC
Principal / President

PROJECT ASSIGNMENT:
Principal-in-Charge, Civil Eng. QA/QC

YEARS OF EXPERIENCE:
Landmark Science & Engineering: 27
Other Firms: 12

EDUCATION:
B.S., Civil Engineering (Transportation) Drexel University, 1990

ACTIVE REGISTRATION:
Professional Engineer: Delaware, #8461
Pennsylvania, #048091-R

PROFESSIONAL MEMBERSHIPS:
American Council of Engineering Co's. (ACEC),
National Chairman (2012-13)
Institute of Transportation Engineers
Delaware Council on Transportation (COT) and
Del. Bicycle Council, (Gov. Reapt. 2013)
DelDOT Transportation Trust Fund Task Force,
Chairman (legislatively-created 2011)
Committee of 100, 2nd VP and Transportation
Committee Chairman
Delaware DOE Const. Committee Past Mem.
Delaware Interscholastic Athletic Assn. (DIAA)
Past Vice Chair, Director, Public Mem.

CREDENTIALS:
President of Landmark (2013 to present)
College of Fellows of ACEC (Elected 11/2011)
Order of the Engineer (Inducted 10/2015)
Panelist with/Pa. Gov. Edward Rendell:
"Infrastructure and the Importance of
Investing in Del.'s Future." (DEED) (5/2013)

EMPLOYMENT:
1988 to Present: Landmark Science &
Engineering, New Castle, DE, Principal
1987 to 1988: Franco R. Bellafante, Inc.,
Wilmington, DE, Senior Designer
1977 to 1987: Tetra Tech Richardson, Inc.,
Newark, DE, Senior Designer
1976 to 1977: Delaware Division of Highways,
Bear, DE, Inspector

Pencader Campus Greek Housing, University of Delaware, Newark, DE
Project Engineer, responsible for planning and site design for "Sorority Row."

Bob Carpenter Sports/Convocation Center, University of Delaware, Newark
Site Engineer, responsible for site engineering for the new sports convocation center, softball field, and parking facilities.

QUALIFICATIONS



Ted C. Williams, P.E., FACEC has 39 years of comprehensive civil engineering, site design and project management experience with various types of land development, transportation, and construction projects. He has expertise in the design of site layout, streets and highways, entrances and parking facilities, athletic fields and recreational facilities, stormwater management BMPs, sediment and erosion control, traffic studies and related work including cost estimating and quantity take-off. He is knowledgeable about zoning codes and land use matters and has been successful with agency processing, public hearings and plan approvals.

Fields of specialization include: Traffic impact studies, transportation engineering, highway construction plans, and site design for commercial, educational/institutional, athletic/recreational, and residential projects.

KEY PROJECT EXPERIENCE

Corporation Services Company (CSC) Parking Garage & Office, Wilmington
Project Manager, responsible for planning and site design for a new global headquarters at Commons at Little Falls. The project includes a 148,000 S.F. four-story office building, a 220,000 S.F. four-story parking garage, a four-acre meadow with walking trails, and stormwater management facilities.

Newark Chrysler Jeep Expansion, E. Cleveland Avenue, Newark, DE
Project Manager, responsible for planning, surveying, site design, and agency approvals for a building addition and expansion of stormwater management.

Marydale Retirement Village Conversion, Newark, DE
Principal/Project Manager, responsible for the conversion of existing retirement community to 50% of units to meet all ADA-accessibility codes and for ADA-accessible routes to all units.

Suburban Plaza Home Depot, Newark, DE
Project Manager, responsible for planning and site design for the addition of a Home Depot building, parking lot, stormwater management, and agency processing at Suburban Plaza shopping center.

Cottages at the Plaza (The Retreat at Newark), Newark, DE
Transportation Engineer, responsible for performing a traffic study for a new 169-unit apartment and cottage-style community adjacent to Suburban Plaza shopping center and Stine Haskell Research Facility.

Multiple City of Newark Redevelopment Project Traffic Studies
Responsible for providing traffic analyses and traffic studies for numerous redevelopment projects by Landmark throughout the City of Newark.

Newark Army Reserve Center, Delaware Army National Guard, Newark, DE
Project Manager, responsible for providing construction phase services including Certified Construction Review.

Avon Redevelopment Traffic Impact Study, Newark, New Castle County, DE
Project Manager, responsible for performing a traffic study for a current Avon site, mixed-use redevelopment plan.



KEITH A. RUDY, P.E., LEED AP
Principal / Dir. Science & Engineering
Vice President of Operations

PROJECT ASSIGNMENT:
Project Manager, Civil Engineering

YEARS OF EXPERIENCE:
Landmark Science & Engineering: 7
Other Firms: 17

EDUCATION:
B.S., Civil Engineering, Carnegie Mellon University, 1992
B.S., Engineering and Public Policy, Carnegie Mellon University, 1992

ACTIVE REGISTRATION:
Professional Engineer: Delaware, #10564, 1996
New Jersey, #24GE-04528300, 2004

PROFESSIONAL MEMBERSHIPS:
American Society of Civil Engineers, Associate Member (former Del. Chapter Board member)
DAPE Law Enforcement and Ethics Committee, Member (2004 to Present)
Delaware City Advisory Committee, Member (assist in planning and preparation for natural hazards and impacts of climate change)
Manufactured Housing Installation Board, Board President (Governor Appt. - 4/09 to Present)
Home Builders Assn. of Delaware, Member
DNREC, Source Water Assessment and Protection Program, CTAC member
DNREC/Dept. of Agriculture Water Quality Trading Program Committee CTAC member
Delaware Coastal Program, Sea Level Rise Committee CTAC member
Coalition for Watershed Prot., CTAC member

OTHER CREDENTIALS:
Tau Beta Pi National Engineering Honor Society
Chi Epsilon National Civil Eng. Honor Society
University of Delaware Instructor for the Stormwater and Floodplain Management Design Module. Senior Design Course, Fall 1998 and 1999.

EMPLOYMENT:
2009 to Present: Landmark Science & Engineering, New Castle, DE, Principal
2003 to 2009: McCrone, Elkton, MD/Dover, DE
2002 to 2003: SOBELCO, Dir. Dev. and Eng.
1998 to 2002: Duffield Associates, P.M./Partner
1995 to 1998: DuPont Field Eng. Prog., Proj.Eng.
1992 to 1995: Advanced GeoServices, Sr. Eng.

QUALIFICATIONS



Keith A. Rudy, P.E., LEED AP has over 24 years of experience in civil engineering projects, with broad exposure to the fields of environmental, geotechnical, site civil design, water resources, planning, and construction review. He is experienced with parking structure projects.

Previous projects have ranged from providing general engineering consultation and support, expert legal consultation, land development projects, to conducting site assessments, performing quality control and scientific and statistical evaluations of data, developing sampling plans, developing contingency plans for heavy industry, oversight of contractors during conventional and environmental site work, monitoring of construction activities, conducting geotechnical assessments, designing storm-water systems, addressing floodplain issues, landfill caps, groundwater cut-off interceptor systems, lagoon and storage impoundment closures, preparation of detailed cost estimates, construction specifications and working within state and federal regulatory environments in eight states and four EPA regions.

KEY PROJECT EXPERIENCE

Selected Project Experience

Newark Chrysler Jeep Expansion, E. Cleveland Avenue, Newark, DE
Project Engineer, responsible for civil engineering design and site plans for the construction of a building addition and expansion of stormwater management facilities. Phase I stormwater management included modeling of minor alterations. The approved Phase II design includes expansion of the parking lot and construction of a retaining wall utilizing modular precast basins with multiple underground bio-retention chamber and sand filters for stormwater management.

E. A. Delle Donne Corporate Center Expansion and Parking Deck, Wilmington, DE
Project Manager, responsible for planning and site design for the construction of a 50,000 S.F. building addition, reconfiguration of stormwater management on site, floodplain modeling (Little Mill Creek), and parking reconfiguration including a parking deck. Work in included topographic surveys, grading, erosion and sediment control, retrofit of stormwater management which included bio-retention basins and curbs to be added, and agency processing.

Sallie Mae Stormwater Retrofit and Parking Lot Renovation, Newark, New Castle County, DE
Project Manager, responsible for overall management for drainage and stormwater improvements. Construction plans were prepared to improve the capacity and function of the existing pond at their Delaware headquarters. The Landscape Architect's proposal for beautification required the pond to serve a multitude of roles including recreational and amenity functions, not necessarily focused on water management or quality. Landmark provided the design, analysis and construction plan preparation to facilitate the approval and construction of the pond, which was completed in 2014. Phase II Parking Lot Rehabilitation includes preparation of construction plans for the complete renovation of the existing parking lot, sidewalks and curbs (to be completed in spring 2015).



Robert W Jordan

EDUCATION

Williamson Free School of Mechanical Trades —*Associate of Science, Specialized Technology*

REGISTRATION & CERTIFICATION

ASHRAE

ASPE

PROFESSIONAL EXPERIENCE

Furlow Associates, Inc. 1978—Present

Allstates Design & Development 1977—1978

PROFESSIONAL ASSOCIATIONS

LEED Accredited Professional

PROFILE

A member of Furlow Associates since 1978, Mr. Jordan’s experience began with the design of air conditioning and refrigeration systems, heating and ventilating systems, and automatic temperature control systems for a wide range of structures including office buildings, medical facilities, educational facilities, and shop/maintenance/ware-house facilities. After 12 years of design experience, Mr. Jordan’s career moved into the field of project management. He has successfully supervised the engineering design and construction phase coordination for a number of School Districts, Private Schools, Public Facilities, and Commercial properties.

As a project manager, Mr. Jordan is responsible for taking a project from initial owner meetings, through design, construction and project closeout.

In 1996, Mr. Jordan became an Associate with the firm and in 2012 he became President of Furlow Associates.

PROJECT EXPERIENCE

Corporate / Commercial

- Kent County Courthouse Renovations/ New Building, (including _Parking Garage) Dover, DE
- Haslet Armory Renovations, Dover, DE
- Thomas Collins Building, Law Library Renovation, Dover, DE

Institutional

- DTCC Lab Renovations, Stanton, DE
- Brandywine School District
 - High School Renovations: Mt Pleasant, Brandywine, Concord
 - Middle School Renovations: Talley, Springer, P.S. duPont
 - Elementary School Renovations: Maple Lane, Carrcroft, Claymont, Forwood, Harlan, Lombardy, Mt Pleasant
 - Early Childhood Center: Bush
 - New Schools: Hanby Elementary School, Lancashire Elementary School
- Cape Henlopen School District
 - New High School
 - New Elementary/Middle Schools
- Appoquinimink School District
 - Redding Middle School Renovations
 - Elementary School Renovations: Olive B Loss, Cedar Lane, Townsend
 - Early Childhood Center: Cedar Lane, Townsend
 - New Schools: Spring Meadow, Old State Elementary School
- Delaware State University, Mishoe Science Lab Renovations, Dover, DE
- Edgehill Library, Dover, DE
- Historical**
 - Blue Ball Dairy Barn Renovations, Wilmington, DE
 - Killen’s Pond Nature Center, Felton, DE
 - Buena Vista Center, New Castle, DE

Furlow Associates, Inc.

1206 Society Drive
Claymont, DE 19703
302-798-3515 (T) 302-798-9799 (F)



APPENDIX - B

CONSULTANT FIRM PROFILES





FIRM HISTORY

DESMAN is a leading national specialist in the planning, design, and restoration of cost-effective and aesthetically pleasing parking facilities. Our firm was founded in 1973 as an abbreviation for **Design Management** with the vision to combine creativity with innovation and sound design principles using reliable technical and organizational practices. Parking is our forte, and problem solving is our specialty. Our projects consistently reach a balance of efficiency, durability and value. Since the firm's inception, DESMAN has served public, private, and institutional Clients and Owners throughout the U.S. and abroad and has provided planning, design, and restoration services for over 5,000 parking and transportation projects. DESMAN is an employee-owned corporation that currently employs a staff of over 100 personnel and operates nationally from the following nine office locations:

Denver, CO Cleveland, OH Boston, MA Chicago, IL Ft. Lauderdale, FL
Hartford, CT New York, NY Washington, DC Pittsburgh, PA

MISSION STATEMENT

Our firm is set up to encourage the creative process, to share ideas and talents among all of our offices and deliver an exceptional end-product to our clients. DESMAN embraces diversity and is committed to providing excellence in the design of parking facilities, rehabilitation programs for existing structures, and innovative parking studies for all market sectors.

Innovation through Collaboration, Success by Design

Internally, we strive to enrich the lives of our employees and embrace personal values. We care about serving our clients, and improving the communities in which we work. Our enduring client relationships reflect our ongoing commitment to the principles of collaboration, partnership and hard work.

PARKING RELATED SERVICES

- Functional Design
- Architecture
- Structural Engineering
- Parking Supply & Demand
- Operations Consulting
- Traffic / Transportation Engineering
- Master Planning
- Restoration Engineering / Materials Engineering
- Revenue Control Consulting
- Owner's Agent Program Management
- Site Evaluation / Assessment of Parking Structure Alternatives
- Financial Feasibility (Pro Forma) Analysis
- Design/Build Project Delivery Method



The principals and officers of DESMAN have an average of over 30 years of specialized experience in the planning, design, management, operations, revenue control and restoration of multi-level parking facilities and entire parking programs. This has been attained in the completion of over 5,000 parking projects over a 42 year period. As a result of this extensive experience, our principals and officers are intimately familiar with all facets of parking planning and design.

Where DESMAN Excels

Purpose: DESMAN is a company that cares. DESMAN cares about its employees and clients and invests in both of them so that we work together on projects driven by passion and not just results.

Depth of Experience: DESMAN is one of the nation's premier parking consulting firms, offering parking consulting services as well as planning, design, structural engineering, and restoration services of parking structures. DESMAN has designed over 3,000 new garages and repaired over 2,000.

Diversity: DESMAN is a very diverse firm that truly understands every aspect of parking related solutions from facility and system planning, design, management, project feasibility, facility inspections, restoration engineering, maintenance, and life-cycle cost analysis.

Creativity and Innovation: DESMAN challenges itself every day to come up with the most creative and innovative solutions possible, so that the projects that we work on show long-term improvement. Our projects shape lives.

Sustainability: DESMAN considers the environment, health and social matters to be integral and important parts of all our business activities. As such, DESMAN has made it our mission to utilize smart, innovative practices that will improve the quality of life for all those who partake in the design, construction, ownership or use of our projects.

Longevity of DESMAN Staff and Involvement: DESMAN prides itself on employee longevity. Our typical employees are with us on an average of 15-20 years.

Technology: DESMAN has long been on the forefront of building technology and as such has always invested in appropriate tools to best communicate our designs to owners, contractors and consultants.

Understanding: DESMAN has been in the forefront of the growing trend towards Public Private Partnerships between entities and private equity companies with respect to parking assets. DESMAN has been involved in more Parking privatization projects than any other firm in the United States. This has included providing parking consulting services to assess the physical and financial assets for The University of Michigan, The Ohio State University, City of Pittsburgh, Chicago Midway Airport, City of Los Angeles, City of Chicago and Harrisburg (PA) Parking Authority. Additionally we have been engaged on both the government side and developer team for countless Public-Private Garage Projects throughout the United States whereby specific projects were constructed to support the parking needs of the general public and development or redevelopment land uses.

Firm Description



Landmark Science & Engineering is a consulting firm offering full service civil engineering, natural environmental sciences, and land surveying, and is committed to providing the highest quality services with a comprehensive focus on sustainable, green stormwater practices. Integrated engineering and environmental services help to bring innovative solutions and enhanced project value to clients' important site development projects, focusing on the sensitive issues of stormwater management and improving water quality.

History Landmark Engineering, Inc. is a Delaware corporation, founded in 1987 by five experienced civil engineers providing surveys, planning, civil engineering and site design services to public and private clients. The natural science disciplines were added through a corporate merger in 2009 and we now do business as "Landmark Science & Engineering."

Familiarity with the City of Newark For all of its 29 years, Landmark and its staff have worked on new, renovation, and redevelopment projects in the City of Newark, both for public and private clients. Our staff maintains strong relationships with staff in the City's departments and is familiar with all design standards, ordinances, approvals and permitting.

Professional services are provided to assist clients with the entire site development process, including:

- site selection, due diligence, Phase I environmental site assessments (ESAs);
- environmental wetland, forest stand, wildlife and habitat investigations, and permitting;
- land surveying;
- civil/site engineering from schematic design through design development and construction documents;
- stormwater management design, stormwater as-builts, and MS4 permit assistance;
- assistance with cost estimates, bidding, and construction administration;
- obtaining approvals and permits from federal, state, and local agencies; and
- construction-phase services.

Engineering disciplines include all aspects of site design including grading, hydrologic and hydraulic analyses, stormwater management utilizing Best Management Practices (BMPs) Environmental Site Design (ESD) standards, erosion and sediment control, sanitary sewer analysis and design, street and entrance design, water resources evaluation and design, and supporting structural design.

Science disciplines include wetland and forest stand investigation, delineation and mitigation design; forest conservation plans; rare, threatened and endangered (RTE) species and Bog Turtle Investigations; stormwater pond design and native planting plans for bio-retention facilities and micro scale practices; GIS mapping utilizing GPS and LiDAR; permitting and regulatory compliance; brownfields redevelopment; site remediation; and stream restoration.

Professional services are offered on a regional basis in Delaware, Maryland and Pennsylvania. The firm is headquartered in New Castle, Delaware, with branch offices in Dover and Havre de Grace, Maryland. The technical staff of 33 is comprised mainly of professional civil and environmental engineers, land surveyors, environmental scientists, civil engineers, designers, GIS specialists, CAD operators, and survey technician/field crews. Staff includes Qualified Recognized Bog Turtle Surveyor in MD/DE/PA, Qualified Forest Professional, Certified Professionals in Storm Water Quality (CPSWQ) and USGBC LEED Accredited Professionals to provide high-quality professional assistance.

Survey crews are equipped with EDM Total Station systems and Leica Robotics and GPS—uniting Global Positioning System and Real Time Kinematic (RTK) technologies with powerful data management and geographic information systems – for the most efficient and accurate surveys. **Design staff** is supported by state-of-the-art computer and software facilities including 26 CAD stations and five wide-format plotters. Workstations support AutoCAD Civil 3D, with enhanced 3D and Building Information Modeling (BIM) smart design capabilities, ArcGIS 10, MicroStation, and various hydraulic and hydrologic modeling software. **GIS staff** utilizes geographic information systems for the display and management of spatial data including designs, facility data, scientific findings and historical records for successful project management and cost-effective facility management.

The principals and associates are registered professionals in Delaware, Pennsylvania, Maryland, and New Jersey, and have more than 175 years of cumulative experience in the practice of sciences, engineering and surveying. Landmark has an excellent performance record in satisfying clients' needs for innovation, design quality, meeting schedules, and performing within both fee and desired construction budgets. We are successful working as a subconsultant on multi-disciplinary design teams lead by architects and construction managers, and are experienced with this team.



ADAPTIVE REUSE / MIXED-USE / REDEVELOPMENT

Newark Diner and Parking Garage, E. Main Street, Newark

- Planning and development for the historic preservation of the Newark Diner and addition which included a kitchen, handicap accessibility and a parking garage on ground floor, with six apartment units above.



Mixed-Use Retail/Apartments Redevelopment, 136 S. Main Street, Newark

- Planning and design for the redevelopment of a 1.17-acre site with retail and 14 two-story apartments above. The new three-story building replaces a one- and two-story building next to CSX rail line.



The Millyard Apartments and Retail Center, 100 S. Main Street, Newark

- Planning and redevelopment of "The Grainery" into a 24,580 sq. ft. mixed-use residential and retail center, including 9,000 sq. ft. of commercial space on the ground floor and nine apartments on the second floor, constructed on a confined site next to the CSX rail line.



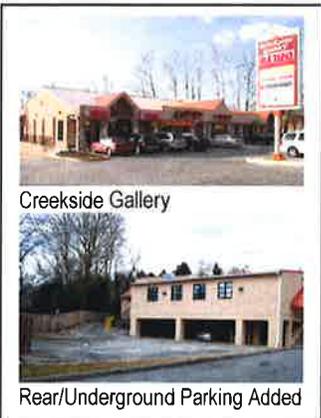
Mid-Atlantic Ballet Redevelopment, 108 E. Main Street, Newark

- Planning and development for a three-story mixed use building for retail, office and apartments.



"Newark Farm and Home" building at 102 E. Main Street, Newark

- Planning for the redevelopment of a 19th century building into 18 apartment units and 15,000 sq. ft. of commercial space on the ground floor. Parking in rear.



Astra Plaza, North Chapel and Main Street, Newark

- Redevelopment of an 0.8-acre site to include 16,000 SF commercial space and 12 apartments.

Bing's Bakery Mixed-Use Redevelopment, 257 E. Main Street, City of Newark

- Planning and development for a mixed use building with retail and apartments.

Christopher Court Redevelopment, 129 E. Main Street, Newark

- Planning and development for a mixed-use building with retail, apartments and parking lot in rear.

Mid-Atlantic Ballet Redevelopment, 108 E. Main Street, Newark

- Planning and development for a three-story mixed use building for retail, office and apartments.

Creekside Gallery, 1124 Capitol Trail, Newark

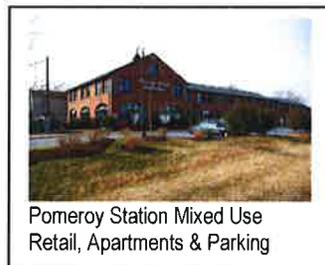
- Planning and redevelopment for a new strip shopping center on Kirkwood Highway near Red Mill Road. Additional parking was provided for in the rear and beneath the building, accessed by a new drive on building's west side.

Center Square, 162-164 E. Main Street, Newark

- Planning and design for retail (Walgreen's) on ground floor and apartments.

Pomeroy Station, Newark

- Planning and development of a mixed-use residential and retail center with parking and pedestrian access to E. Main Street.





COMPANY OVERVIEW

Furrow Associates, Inc. has been in continuous operation since its founding in 1941 and has developed a comprehensive engineering practice. Services provided by the Firm include facility assessments, feasibility studies, investigations and cost evaluations, energy analyses, master planning utility systems, mechanical, plumbing, fire protection, and electrical design, bid documents including drawings and specifications, and construction administration. These services have been provided for college and university buildings, K-12 educational facilities, medical facilities, nursing care facilities, office buildings, manufacturing plants, public buildings including courthouses and religious facilities, warehouses, correctional institutions, and private residences.

The broad experience of the principals of Furrow Associates, combined with a competent staff of engineers, designers, CAD personnel, and field engineers enables the organization to offer the full range of mechanical, plumbing, fire protection, and electrical engineering services. These capabilities include site utilities, air conditioning and refrigeration, steam generation, plumbing and drainage, fire protection, sewage disposal, heating and ventilating, medical gas, power distribution systems, interior and exterior lighting, and communication systems.

Furrow Associates has participated in several projects using Leadership in Energy and Environmental Design (LEED) design elements, completed successful submissions to USGBC for LEED certification, and has LEED Accredited Professionals on staff. Furrow Associates' design group has completed extensive training utilizing the latest 3D technologies, including Revit, and have implemented this technology into major projects. The firm has also performed comprehensive energy studies, and has a Certified Energy Manager and Certified Green Building Engineer on staff.

Furrow Associates has key personnel qualified in all phases of mechanical/electrical engineering design. This permits assignments of specific responsibility to key persons in the areas of planning, design, working drawings, specifications, and construction. The principals of the firm, however, recognize that the practice of engineering is a personal service for which they must take direct responsibility. For this reason, a principal personally supervises a specific project from initial job study to completion.

Furrow Associates presently has a staff of 17 personnel divided into the following departments:

Plumbing and Fire Protection	2
Heating, Ventilating, Air Conditioning	5
Electrical	4
Project Administrator	2
CAD Operators	2
Bookkeeping and Secretarial	<u>2</u>
TOTAL STAFF	17

The Firm is licensed in Delaware, Pennsylvania, Maryland, New Jersey, and the District of Columbia; and is a member of the Delaware Association of Professional Engineers, American Society of Plumbing Engineers, American Society of Heating, Refrigeration and Air Conditioning Engineers, United States Green Building Council and the American Society for Healthcare Engineering, Institute for Electrical and Electronics Engineers, Association of Energy Engineers, and United States Green Building Council.

APPENDIX - C

PROJECT PROFILES



City of Wilmington
Riverfront Parking Deck

Location:

Wilmington, DE

Spaces:

450

Services:

**Planning & Programming
 Construction Documents
 Construction Administration**

The new 425 vehicle parking structure replaced the once under-utilized City parking lot that was often used by the homeless and strewn with trash. Increased parking was required to serve not only the Amtrak station, but also the growth of business, restaurant, and entertainment venues in this rapidly developing urban renewal area.

The exterior presents a handsome streetscape of brick with colored mortar joints, granite, cast stone cornice, and architectural details such as wrought iron grille work featuring the seal of the City of Wilmington. The profile of the deck is stepped to reduce its mass at street level and to allow site lines from the Amtrak platforms to the river.

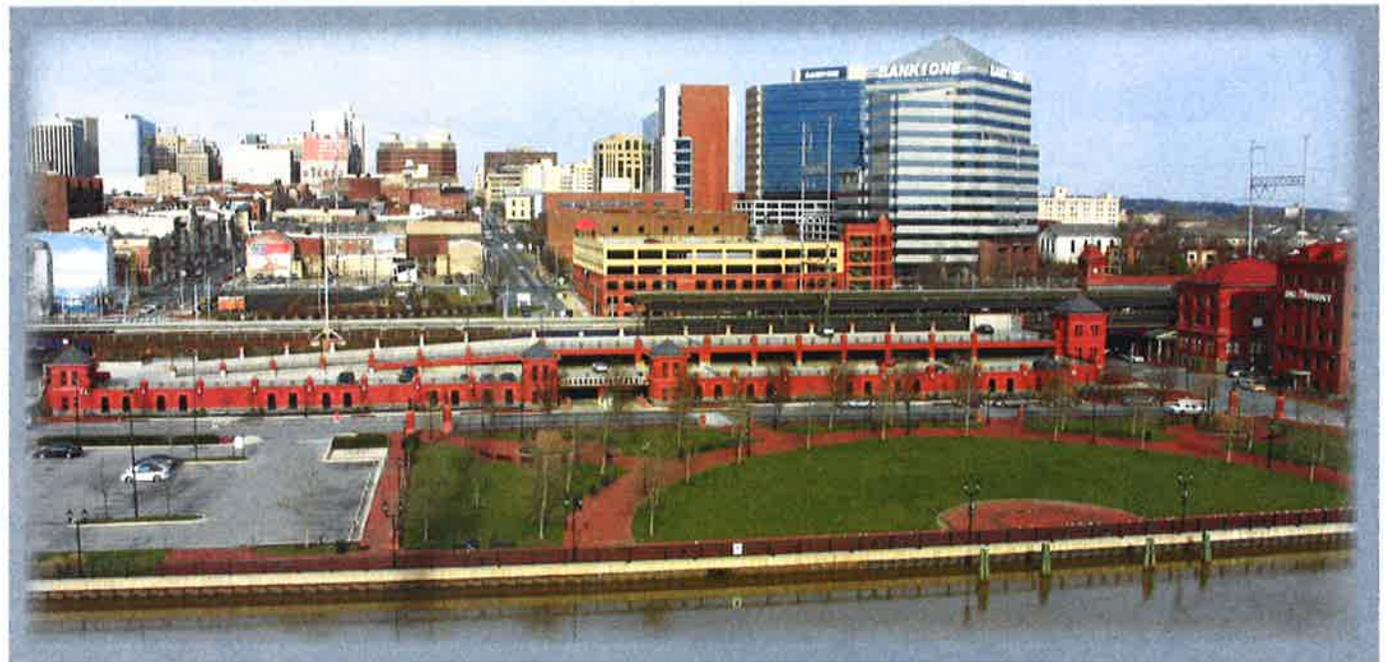
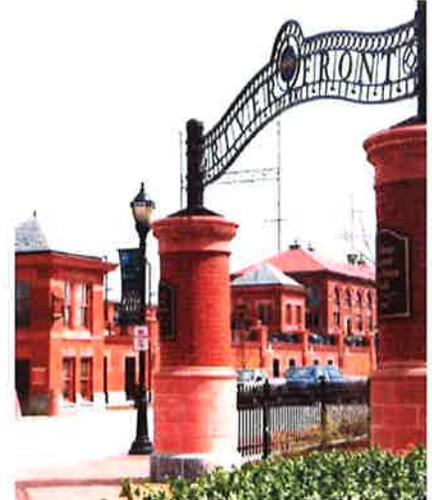
It is designed to blend into the surrounding historical context of century old railroad structures designed by Frank Furness.



Awards:

- AIA Delaware Honor Award, 2005
- Brick in Architecture, 2005
- International Parking Award of Merit, 2005
- Delaware Contractors Association Excellence in Craftsmanship, 2005
- Delaware Today Home & Garden Contest - Public Space, 2005
- American Concrete Institute Cast-In-Place Finalist Award 2005,
- Pennsylvania Council Society of Registered Architects,
- Mid-Atlantic Golden Trowel Award 2004
- 2003 AIA Delaware Citation Award





University of Delaware
Academy Street Center

Location:
 Newark, DE

Square Feet:
 40,000

Services:
 Programming
 Full Architectural and Engineering
 Construction Administration

The Academy Street Center is a 40,000 square foot, 2-story building that houses Career Services, Human Resources, the Theater Department, and Public Safety.

The office building is attached to a 3-level, 500-vehicle parking deck. In addition to university administrative offices, the building includes sophisticated teleconferencing and training rooms, media resource rooms, security record storage, interview rooms, a locker room and shower for police staff, and a 24-hour 9-1-1 center. The building has state-of-the-art data cabling and voice and communications wiring.



Commonwealth Group
Renaissance Center

Location:

Wilmington, Delaware

Square Feet:

142,000

Services:

Architectural & Engineering
 Parking Design
 Construction Administration

The Renaissance Centre is a one-square-block, mixed-use complex between Market and King Streets in downtown Wilmington. The project consists of 142,000 square feet of Class A office space, a concealed, three-level parking deck for 193 vehicles, lobby and mezzanine levels for commercial and retail use.

The parking deck is covered with a green roof structure to provide a landscaped plaza to view from the upper floors. The remaining edges of the block will contain restored and redeveloped facades from the original 19th century buildings along Market, 4th, and 5th Streets. The older building shells will be redeveloped to provide two and three-story retail and residential use. The total complex represents a harmonious blend of new and restored, retrofit urban space.

Awards: Mid-Atlantic Construction Best of 2007, Award of Merit, Mixed Use Category

- Thin Brick Facade
- Urban High Rise Construction
- Facade Water Management System



Rendering of City Block



Completed Building

University Centre

Location:

City of Newark
Newark, Delaware

Services:

Site Planning
Functional Parking Design
Architectural Design & Construction
Administration

Located at a primary pedestrian connection between Main Street retail and the University of Delaware main quadrangle, a new 600 car mixed use deck facility will contain 40,000 square feet of retail, office space for the city parking authority and 8,000 square feet of a University related day laboratory research and development space. The Delaware Avenue facade of the building will present the classic Georgian brick details and forms of the adjacent University buildings. The public parking facility will accommodate users for main street attractions, first level retail or long term storage of student cars. Stair and elevator cores will allow convenient access to downtown or campus destinations.



Existing Conditions



9th and Orange Street Wilmington, Delaware
Parking Deck

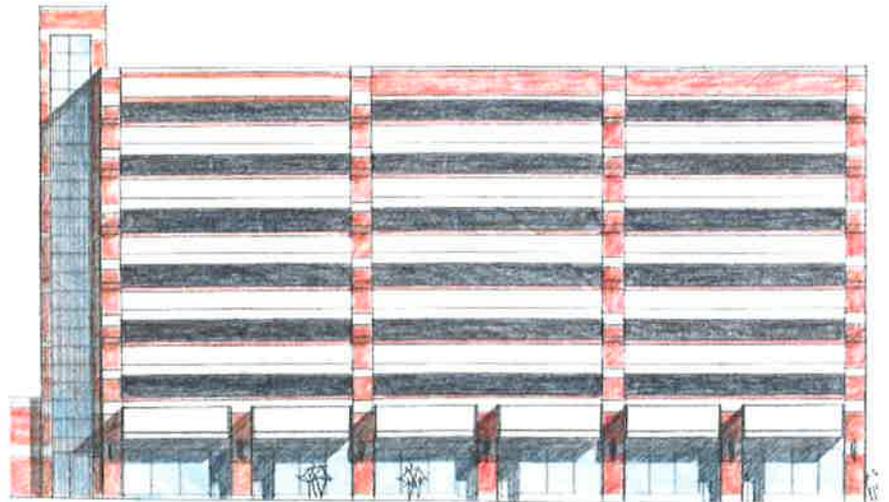
▣▣▣ Project Description

■ The parking deck occupies a minimum site between Shipley and Orange Streets. Adjacent to the 9th Street plaza in Wilmington, this deck provides access and egress positions from both streets. To accommodate retail activity on Orange Street, a two-way speed ramp moves the traffic from the entrance lane to the appropriate height above the shops.

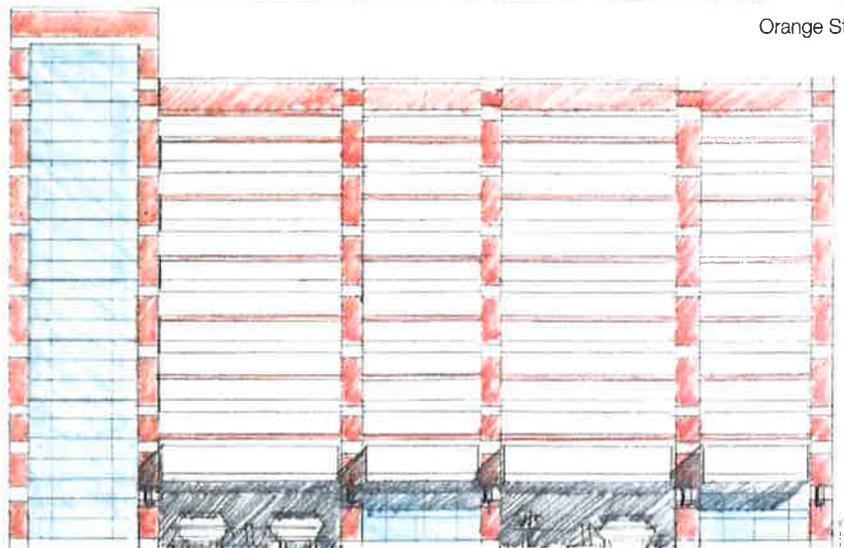
The deck is designed as a post-tensioned structure to minimize the height in relation to the adjacent office building. It contains 385 spaces and accommodates a future vertical expansion of residential or office development over half of its surface.

▣▣▣ Services

■ Master Plan
 Full Architectural & Engineering
 Construction Phase Services



Orange Street



Shipley Street

Taylor Hospital Ridley Park, Pennsylvania
Parking Deck

▣▣▣ Project Description

▀ Tevebaugh Associates was charged with solving the parking problem on a compact Crozer Keystone Health System campus. This \$6 million, 6-level, 420-vehicle parking garage serves the hospital via a bridge connection while also serving a freestanding medical office building.

The parking structure addition required the relocation of emergency vehicle access, an essential element to smooth hospital operations. The careful attention to the vertical integration of the differing floor elevations of the garage, medical office building, and hospital was critical

to achieving a level transition across the bridge.

The majority of visitors will enter through the garage, so an attractive and solid first impression was essential as patients and visitors enter the elevator/stair lobby on their way to the hospital. The structure also brings a cohesiveness to the collection of building additions throughout the campus. The consistent, efficient structural system was employed for its cost effectiveness.

▣▣▣ Services

▀ Full Architectural and Engineering Services
 Land Planning and Interiors



Union Hospital
Parking Deck

Location:
 Elkton, Md

Square Feet:
 150,000

Services:
 Design-Build
 Planning & Programming
 Full Architectural & Engineering
 Services
 Construction Administration

Union Hospital engaged Tevebaugh Associates to solve their parking challenges on their rapidly expanding campus. Particular attention was given to the creation of a safe, user-friendly facility which would improve overall parking conditions.

Tevebaugh Associates worked integrally with the hospital and our Design/Build teammate, Nason Construction, to create a well functioning, attractive, durable and cost effective facility that met the hospital's needs. This project was the first parking structure in Cecil County Maryland so additional sensitivity in working with local officials was vital and resulted in a smooth process through local and state authorities.

Located at the edge of Elkton's Central Business District, this 450 car parking deck integrates pedestrian and vehicular access to both the Hospital campus and Elkton's Main Street.



Corporate Plaza Wilmington, Delaware

□□□ Project Description

■ This mixed use urban complex included planning and design for phased construction. The sequence of development over a three year period included: Renovation of lobby entrance on Delaware Avenue, construction of a 560 parking deck, construction of a new lobby and elevator core, renovation of the existing 80,000 square foot office, replacement of a 1960 curtain wall with granite

panel system, development of retail and service complex, landscaped plaza, future expansion of a 150,000 square foot office above the parking deck.

□□□ Services

■ Full Service A & E
Programming through
Construction Administration



Corporate Headquarters Corporation Service Company



Location:
Wilmington, DE

Owner:
Corporation Service Company

Architect:
Environetics

Project Description:
New construction of a 4-story corporate headquarters including offices, conference rooms, lobby, cafe, gym, board room, roof-top terrace and green roof.

The exterior is constructed of structural steel with a curtain wall and wood and metal paneling.

The building will have high-end interior finishes, using of stone, glass, wood and tile, and 10 foot ceilings throughout.

In addition to surface parking, a free-standing four-story, 644 space parking garage, accented with stone and glass to match the aesthetics of the office building, will be constructed.

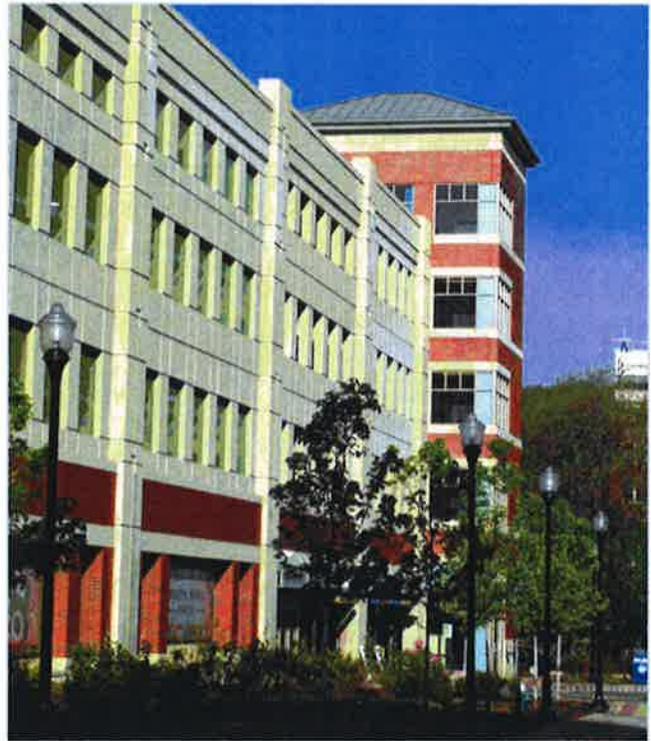
Over 26 acres of sitework will include landscaping, a rainwater harvesting system, extensive granite seating areas, and outdoor work and exercise spaces.

Square Footage:
148,437 square feet

Construction Time:
Currently under construction



THE CRESCENT PARKING DECK
Montclair, New Jersey



Client: Township of Montclair, New Jersey

Features: Four level, 430-space, pre-cast concrete parking structure

Completion

Date: December, 2005

Construction

Cost: \$8,600,000

Summary:

The Crescent Deck was a public-private partnership between the Township of Montclair and a private redeveloper that was selected by the Township to construct a mixed-use project in the Downtown. The Township, in conjunction with a financial commitment from the redeveloper, publicly financed the garage that was constructed by the redeveloper on their behalf. The 430-car parking facility was designed over an existing surface lot to serve the vibrant central business district in addition to the planned mixed-use project. The pre-cast concrete structure is 2-bays wide, 4-levels high and designed to compliment the scale of the surrounding buildings.

Arched forms and “punched windows” are prominent on the building facades. Brick was provided on the 1st story of the structure and stair/elevator towers to further breakdown the scale of the building. The balance of the finish on the exterior is architectural pre-cast concrete with reveals to enhance the window openings and vertical elements.

DESMAN served as the Architect and Structural Engineer of Record.

THE WHITE PLAINS CENTER PARKING STRUCTURE

White Plains, NY



Client: Cappelli Enterprises, Inc.
& City of White Plains

Features: Ten-level, five-bay wide, 2,450 space parking pre-cast concrete parking garage.

Completion Date: Fall 2003

Construction Cost: \$36,000,000

Summary:

This large parking facility serves City Center, which is the key component to the city of White Plains' downtown urban redevelopment program. This 1,100,00 square foot, multi-level, residential, entertainment and retail complex also includes restaurants and a multi-plex movie theater, each located on different floors within the same building. The site is the former home of "Macy's" department store, built in the early 1900's. That structure was razed along with a parking structure built in the early 1960's, to make way for the redevelopment project. The new retail facility consists of a 150,000 square foot "Target" retail store that is located on the lower level (approximately two typical stories below grade) with a one level (two typical stories high) 36,000 square foot "Circuit City" electronics store above. An 80,000 square foot, fifteen screen National Amusements Movie Theater is on top of the "Circuit City" store. The complex also includes a 27,000 square foot Barnes & Noble and two 35-story residential towers.

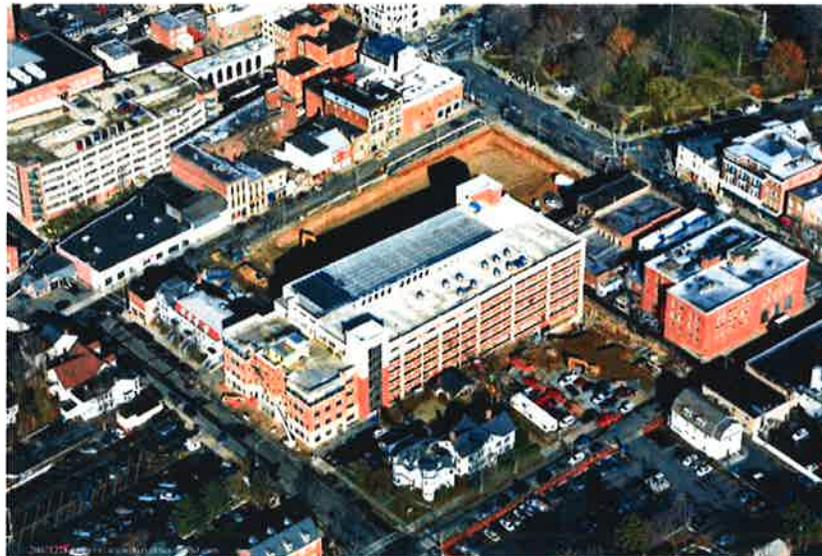
The garage is a double threaded helix design with three levels below grade and six levels above grade. The 2nd below grade level of the parking structure connects to the lower level "Target" store entrance via a pedestrian walkway tunnel that runs beneath an existing service road that separates the retail center from the parking garage. An enclosed elevated walkway bridge connects the sixth level of the garage (3rd supported level above grade) to the National Amusements Movie Theater. Shopping cart corrals are conveniently located on each level of the parking structure to accommodate the "Target" store shoppers. DESMAN is the Architect and Structural Engineer of Record and Parking Consultant for the parking structure.



Project Profile

MAPLE AVENUE PARKING GARAGE

Morristown, New Jersey



Client: Mr. George Fiore, Executive Director
Morristown Parking Authority
10 Pine Street
Morristown, New Jersey 07960
(973) 539-4810
mpapark@verizon.net

Features: Eight level – two below and six above grade, 785-space, pre-cast concrete superstructure on cast-in-place spread footing foundations, pre-cast panels with thin brick façade.

Construction Cost: \$17,000,000

Completion Date: 2008

Project Duration (Construction Phase): 12 Months

Summary:

The Maple Avenue Parking Garage is an integral part of the Epstein’s Rehabilitation Plan. Adjacent to the historic Morristown Green, this project provides public and private parking for multiple property owners including the Morristown Parking Authority. The garage provides direct vehicular and pedestrian access to the MPA office building, the Seeing Eye, Residential Buildings “A” and “B” condominiums and 40,000 SF of retail space. Two levels of below grade parking provide private parking access to the Seeing Eye and the Residential Buildings A and B. Public parking is provided on the six levels above grade. Pedestrian access is provided to the downtown areas at four locations from the garage.

The office building and the garage are utilized for a sustainable “Green” project. The garage utilized sustainable materials, designated parking for hybrid vehicles, incorporated geothermal wells and photovoltaic panels covering 50% of the roof level. The project will attain at least a “gold” certification.

Although the adjacent buildings covered a good portion of the garage, DESMAN was able to keep the above grade levels “Open” for ventilation by utilizing a shallow structural system of pre-cast concrete tees and spandrels.

DESMAN served as the Architect and Structural Engineer of Record.

BAY STREET PARKING GARAGE

Montclair, New Jersey



Client: Township of Montclair
Montclair, New Jersey

Features: Four level-three supported and one grade,
260-space, open pre-cast concrete garage

**Completion
Date:** 2007

**Construction
Cost:** \$7,500,000

Summary:

Montclair Bay Street Parking Garage was built by a private developer to serve the proposed adjacent residential development, the Township of Montclair and NJ Transit. The site is directly adjacent to the NJ Transit Bay Street Station and the Lincoln Property residential apartment building, serving the needs of both commuters and residents. The garage is connected to the existing station with a pedestrian bridge. The design of the garage was carefully integrated with the architecture of the existing railroad station and the future residential apartment building through cooperation between owner, developer, government agency and designer.

DESMAN served as the Architect of Record and Structural Engineer of Record.

HARRISON COMMONS PARKING GARAGE

Harrison, NJ



Client: Mr. Norman M. Guerra, CEO
HUDSON COUNTY IMPROVEMENT
AUTHORITY

Features: Five-level 1,465 space pre-cast concrete parking garage.

Completion Date: 2010

Construction Cost: \$22,000,000

Summary:

The Harrison Commons Parking Garage located at the corner of Third & Somerset Streets in Harrison provides parking for 1,465 vehicles to support local residential developments, commuters using the Harrison PATH Station as well as parking for the Red Bull Soccer Stadium. The structure is five and one-half supported levels totaling 435,000 SF with a building footprint of 95,000 SF. At 4 stories, the structure consists of a precast concrete system with a sandblast aggregate finish.

This new parking facility was constructed by a selected developer to support a residential masterplan for the neighborhood and was financed by the Hudson County Improvement Authority as part of the overall revitalization of the historic Harrison waterfront. The developer and builder were retained by the Authority who retained our services as Architect & Engineer.

DESMAN was the Parking Consultant, Architect and Structural Engineer for the Parking Garage.



Client: Blue Back Square
Ronald Van Winkle, Town Manager
50 South Main Street
West Hartford, CT 06107
860-523-3244

Features: DESMAN conducted a supply, demand, and economic feasibility study of the developer's initial program.
South Garage 800 spaces
North Garage 630 spaces

Completion Date: November, 2007

Construction Cost: South Garage \$16,000,000
North Garage \$13,000,000

Summary:

DESMAN consulted for the developer and the town during the conceptual design phase, continually updating the initial study as the program for development evolved. Subsequently, DESMAN was the architect and engineer of the North and South Garages, creating plans and amenities with Street-Works, the developer and the master architect. Both garages are constructed of pre-cast concrete, exterior vertical wall sections incorporating window openings on the South Garage, while a column and spandrel configuration appears on the North Garage. In both buildings, pedestrian cores were kept open to view from the exterior and interior, providing high levels of security.





New Castle County Courthouse Garage

Owner:
Justice Center Parking, LLC

Address:
110 S. Poplar Street
Wilmington, Delaware

Contact:
Mr. Brian DiSabatino

Phone:
(302) 421-5700

Managed:

Since 2002

Number of Spaces:

940

Note:

Colonial Principals are members of Justice Center Parking, LLC (JCP, LLC), the owner of this garage. In this Public-Private

Partnership (P3), JCP, LLC leases the land on which the garage sits from the State of Delaware. JCP, LLC designed, constructed and financed the garage while Colonial continues to manage the operation.





Government Center Garage

Owner:

State of Delaware, New Castle
County & City of Wilmington

Address:

9th & French Streets
Wilmington, Delaware

Contact:

Mr. Chris Prosser

Phone:

(302)744-5644

Managed:

Since 1976

Number of Spaces:

650

Note:

Colonial, working with the three government owners of the garage, was awarded the contract for the \$4,000,000 renovation of the garage and 23 year management agreement over which the project is being amortized by the team Colonial developed for the project. In addition to the management of the garage, Colonial is also responsible for the one square block plaza above the garage. This maintenance includes the landscaping, snow removal as well as coordination for the restoration completed in 2000.



Ships Tavern Garage

Owner:

Ships Tavern Garage, LLC

Address:

110 S. Poplar Street, Suite 400
Wilmington, Delaware

Contact:

Mr. Brian DiSabatino

Phone:

(302) 421-5700



Managed:

Since Opening May 2007

Number of Spaces:

455

Note:

Colonial worked closely with the team assembled by the Ships Tavern Garage, LLC on the functional design & Parking Access and Revenue Control System (PARCS) during the critical design phase of the project. A central pay PARCS was designed and implemented by Colonial with pay stations located in the elevator lobby of the facility. This system provides both staffing efficiencies and speed of exiting by removing the parking fee payment transaction from the exit lane. Upon completion, Colonial developed the management plan for the facility and has managed the Ships Tavern Garage since opening.



HyPark Garage

Owner:

HyPark, LLC

Address:

911 Tatnall Street
Wilmington, Delaware

Contact:

Mr. Alan Perry

Phone:

(302) 656-4000



Managed:

Since Opening July 2008

Number of Spaces:

371

Note:

Colonial has worked closely with the design and construction team assembled by HyPark, LLC on the functional design, way-finding / graphics & control system. After working closely with the development team Colonial was awarded the management of the HyPark Garage that they opened July 1, 2008.



Two Christina Crescent Garage

Owner:

Delaware Transit
Corporation (DTC)

Address:

101 S. West Street
Wilmington, Delaware

Contact:

Mr. Albert Loyola

Phone:

(302) 576-6040

Number of Spaces:

1,141

Note:

Colonial was initially retained as a consultant worked closely with the team assembled by the Delaware Department of Transportation (Del DOT) on the functional design, control system, graphics and other operating issues for the Two Christina Crescent Garage. During the design and construction phases of the project Colonial's involvement became critical to improving the overall functionality of the garage as well as saving the project significant expense. Upon completion of the garage, Colonial was awarded the management of the facility and successfully coordinated the transition of Barclays Bank and Mid-Atlantic AAA parkers from neighboring surface lots into the garage.



Chester County Garage & Transit Center

Owner:

County of Chester

Address:

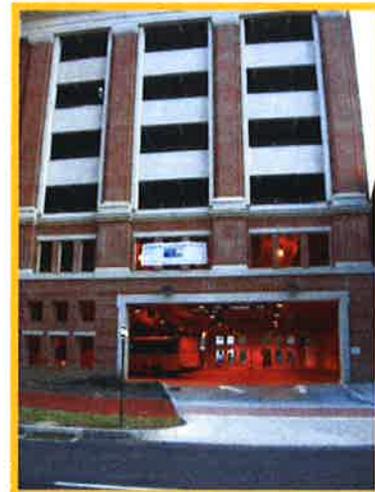
214 Market Street
West Chester, Pennsylvania

Contact:

Mr. Steve Fromnick

Phone:

(610) 344-6020



Managed:

Since Opening 2005

Number of Spaces:

480

Note:

Colonial was selected through a public bid process by the County of Chester for the management of the Chester County Justice Center Garage. Colonial joined the team several months prior to the completion of the garage and immediately became involved in reviewing the parking program for the garage including the construction, design, control equipment and graphics. During the pre-opening phase Colonial was instrumental in improving the overall management plan and functionality of the garage. This management will include the maintenance of the facility, management, revenue collection and enforcement of the public parking area.



Chairman's Perspective

Jed Hatfield, CPP

The P3 Trend in Public-Private Partnerships

The economy is recovering. However, with any recovery, different sectors feel the impact at different times. Today, we see that municipalities are struggling as tax revenues have declined. As municipalities seek new ways to balance their budgets and provide public services, they have turned to the Public-Private Partnership, often referred to as P3.

As you are all aware, this is where a municipality monetizes a public asset with a revenue stream. This type of structure has been used to generate cash to the municipality by leasing these assets to private organizations. Some of these structures are based on one payment upfront for a long-term lease; others are based on annual payments; and yet others are hybrids of these two forms of payment.

Overall, privatization is an excellent way for a municipality to improve the expertise of managing services like parking. There is an opportunity to pass expenses that municipalities cannot afford to fund and improve the overall service and cash flow from these assets. Some examples of this include maintenance costs for off-street parking facilities, updating on-street parking meter technology, or even funding infrastructure improvements.

However, using upfront payments for long-term leases to fund operating budget shortfalls seems like a very short sighted approach and bad public policy.

While there are pros and cons to P3 structures, we have seen different cities embark on this

path with various degrees of success. From Chicago, where a large (\$11.6 billion) upfront payment was made, to the city to Pittsburgh, where the city administration and City Council cannot agree on the best form for the transaction, to Los Angeles, Indianapolis, Hartford and many other cities across the country.

One thing is clear—a balance between good public policy and the benefits of privatization must be met for more P3 transactions to make sense for municipalities in the long-term.

P3s, when done properly, represent an excellent opportunity for municipalities to improve parking management services, generate upfront revenue, pass off expenses and share in an on-going revenue stream. It can be the proverbial “win-win” for the municipality, taxpayers, parking public and private management firms.

This is a trend to watch in 2011 as private industry, public institutions and communities seek a balanced approach for delivering services, value and managing expense to benefit the public.

Parking places an important role in public planning, privatization and cooperation with the public sector. ↩

Jed Hatfield, CPP, is chairman of the National Parking Association and president of Colonial Parking Inc. of Wilmington, Del. He can be reached at Jedhatfield@colonialparking.com.

Vision Statement

↳ To be the preeminent association serving the parking industry.

Mission Statement

↳ The mission of the National Parking Association is to serve as a resource to the parking industry and our members by offering quality education, networking opportunities, advocacy, products and services.

Core Values

- ↳ Integrity
- ↳ Leadership
- ↳ Commitment
- ↳ Collaboration
- ↳ Innovation
- ↳ Community Service