

A Proposal to the
Montgomery County Department of General Services

VICTORY SILVER SPRING

[*The Former Silver Spring Library*]



Submitted By



February 28, 2017



February 28, 2017

Ronnie L. Warner, Redevelopment Manager
Office of Planning and Development
Montgomery County Departments of General Services
101 Monroe Street, 9th Floor
Rockville, MD 20850

Re: Former Silver Spring Library Site

Dear Ms. Warner,

In response to the Request for Development Proposals for the Former Silver Spring Library Site, please accept the enclosed proposal for a new Victory Housing community for seniors and childcare. Victory Housing has worked successfully with Montgomery County on many past projects and looks forward to a new opportunity to do so again.

A. Name, Title and Contact Information

The decision making individual for the entity will be:

Leila Finucane
President
Victory Housing, Inc.
11400 Rockville Pike, Suite 505
Rockville, MD 20852
T: (301) 493-6991
lfinucane@victoryhousing.org

The day-to-day project manager and lead contact will be:

Jeff Blackwell
Vice President, Real Estate Development
Victory Housing, Inc.
11400 Rockville Pike, Suite 505
Rockville, MD 20852
T: (301) 493-0424
blackwell@victoryhousing.org

B. Address

Victory Housing, Inc.
11400 Rockville Pike, Suite 505
Rockville, MD 20852

11400 Rockville Pike, Suite 505 • Rockville, Maryland 20852
(301) 493-6000 • fax (301) 493-9788 • victoryhousing.org

C. Statement of proposal survival beyond the submission deadline

Our proposal shall remain in effect for one year after the due date.

D. County addendum receipt acknowledgement

We acknowledge receipt of each addendum that the County has issued.

E. Statement Regarding Debarments, Suspensions, Bankruptcy, or Loan Defaults

Victory Housing, Inc., to the best of our knowledge, is not in arrears in the payment of any obligation due and owing to the State of Maryland or Montgomery County, including tax payments and employee benefits, and shall not become so during the term of the agreement if selected.

F. Statement regarding negotiation with the County

Victory Housing, Inc., if selected, intends to negotiate in good faith with the County.

We appreciate the opportunity to respond to the Request for Development Proposals for the Former Silver Spring Library. If you have any questions or would like additional information, please do not hesitate to contact me.

Thank you.

Sincerely,



Leila A. Finucane
President

cc: Jeff Blackwell

3. STATEMENT OF QUALIFICATIONS

A. Background Information

Victory Housing, Inc. (“Victory Housing” or “VHI”) is nonprofit, Section 501(c)(3) tax-exempt organization that serves as the housing development arm of the Catholic Archdiocese of Washington. Since its inception in 1979, VHI’s mission has been to build, acquire, renovate, manage and operate affordable housing and to provide related services for low to-moderate income seniors and families, with the primary focus on seniors housing. Victory Housing is an experienced affordable housing developer with a portfolio of 30 affordable, mixed-income communities in the greater Washington, DC area. Fifteen of those communities are located in Montgomery County. Please see Exhibit A1 for background information on Victory Housing and Exhibit E for a detailed list of our communities.

VHI is a nonprofit, non-stock corporation. The principals are Paul Johnson, Chairman; Kathleen McWilliams, Treasurer, Leila Finucane, President; and John Spencer, Senior Vice-President and Secretary. The organization is led by Leila Finucane, President, and governed by a 14-member Board of Directors. The board members have significant experience in affordable housing, senior housing, real estate development, law, nonprofit organizations, or social justice issues.

VHI has assembled an extremely experienced team of professionals to support and achieve the objectives of the proposal. A summary of each is included below and additional background materials are attached under Exhibit A.

Wiencek + Associates:

Wiencek + Associates Architects + Planners is a locally-based Certified Small Business Enterprise professional services architecture and planning firm. Wiencek + Associates has conducted work on a broad range of project types, including but not limited to, seniors housing, and has established a strong reputation in the award winning master planning and development of affordable and mixed-income housing as well as mixed-use projects. See below under “Project Experience” for more information.

Hamel Builders, Inc.:

Originally founded in 1988, Hamel Builders, Inc. has earned a reputation for excellence in new construction in the mid-Atlantic region and has extensive expertise locally. Hamel Builders has developed over 31,000 units and has worked with Victory Housing on numerous projects in the past. They are very familiar with the County, State, and Federal requirements for construction. See below under “Project Experience” for more information.

Habitat America, LLC:

Habitat America is committed to providing the highest standard of service in every aspect of property operations to its apartment community owners and residents in conventional and affordable multi-family and senior real estate. Habitat focuses on attracting, maintaining and keeping qualified, satisfied and happy residents. Their recognition of the need to protect the environment has led them to promote an awareness of and a commitment to the reduction of energy usage, conservation of resources, and recycling practices. See below under “Project Experience” for more information.

CommuniKids

In addition, CommuniKids, a language immersion school offering quality pre-school, after school, language classes and summer camps, currently operates programs in Washington, DC, Falls Church, VA and Richmond, VA., and will add childcare expertise to the team. See below under “Project Experience” for more information.

B. Financial Capability

VHI has significant financial capacity and operating expertise to undertake and sustain the project proposed. As demonstrated in Victory Housing’s audit for the year ended June 30, 2016, VHI had assets of \$14.3 million including cash and cash equivalents of \$7.9 million and net assets of \$11 million. In addition, Victory Housing has never defaulted on a mortgage and our properties demonstrate strong debt coverage ratios, in each case well-above bank requirements. In addition, VHI, on a consolidated basis with affiliates on June 30, 2016, had net assets of \$87 million.

Victory Housing has a demonstrated ability to procure financing for its developments and to leverage as many resources as possible. VHI specializes in multi-layered financing with complex structures. VHI has significant experience with utilizing taxable and tax-exempt bond financing. The tax-exempt bond issues have been either 501(c)(3) bonds or traditional tax-exempt bonds, both credit-enhanced and private placements. In addition, at the end of 2016 VHI closed the first Freddie Mac Tax-Exempt Loan execution in the State of Maryland. We have also worked with conventional financing on non-LIHTC transactions (financed 11 properties totaling 813 units). Each of these properties has met and continues to operate in compliance with all financial requirements.

In addition, with regard to attracting equity investments, VHI has experience with both the 4% and 9% Low-Income Housing Tax credit program. Some of our communities have also benefitted from private foundation investments and partnerships with public agencies, such as the Housing Opportunities Commission of Montgomery County.

VHI has worked with a variety of debt and equity partners, including but not limited to Capital One, N.A., Bank of America, SunTrust, United Bank, Centerline, AGM Financial, Hudson Housing Capital, Enterprise Community Partners, Wilmington Trust, and Wells Fargo.

- (1) Due to the design and programming of the new mixed-income building for seniors and childcare, it is infeasible to preserve the existing Old Silver Spring Library. It is our understanding from speaking with a site representative that it now serves as storage and a used bookstore for the Friends of the Library, a nonprofit that supports the Montgomery County Public Libraries.
- (2) The space allotted for childcare will be within the building. Victory Housing is pursuing a program grant from [redacted] (see the attached Letter of Interest) which would help fund the childcare programs by providing \$10,000 in grant funds each year for 10 years. The childcare will be responsible for utilities and upkeep of the space and rent once past start-up.

- (3) It is anticipated that the development of both the seniors housing portion of the building and childcare space will be financed by a variety of sources. **[Specific sources and strategy redacted.]**

As noted above under Background Information, we have a wealth of expertise using many forms of financing and have been successful in every one of our projects. Thus, should some sources not become available, then Victory Housing would seek creative solutions to close the gap. We currently anticipate the development will not be a joint venture.

C. Project Experience

This proposal brings together partners with deep experience in senior housing development, design, construction, childcare, and management. Wiencek + Associates will work with VHI to ensure that Victory Silver Spring reflects the context of the existing neighborhood, includes thoughtful design catered to senior needs as well as the programs of the childcare component incorporates green practices, and encourages connectivity with the existing parks and the neighborhood.

Senior Housing

As indicated above, Victory Housing is one of the most experienced affordable housing developers in the Washington, DC metropolitan area with a portfolio of 30 affordable, mixed-income communities in the greater Washington, DC area. Victory Housing has served as the housing development arm of the Catholic Archdiocese of Washington since its inception in 1979. The Archdiocese of Washington covers Washington, DC, Montgomery County, Prince George's County, Charles County, Calvert County and St. Mary's County. Fifteen of those communities are located in Montgomery County. Victory Housing is known particularly for a focus on seniors housing. Twenty-six of our 30 communities are for seniors. A table with detailed information on each community is attached under Exhibit E. Of note, VHI properties are served by a multiple vans shared between our independent seniors properties for the convenience of the residents.

Design

Wiencek + Associates is owned by Michael A. Wiencek, Jr., FAIA, LEED AP, BD+C. Mr. Wiencek is a member of the US Green Building Council and past full-member of the Urban Land Institute. Since 1986, with over 80,000 new or renovated units completed. In the past 5 years alone, Wiencek has designed 36 projects in the DC, MD and Northern VA region, totaling nearly 7,000 units of Affordable, LIHTC or HUD funded multifamily and senior housing communities, while developing strong working relationships with State and Local Agencies to ensure high quality standards are met. Wiencek is a leader in demonstrating how sustainable, energy savings and healthy design solutions empowers and benefits vulnerable residents. Mr. Wiencek was selected for the District of Columbia Working Group that established the DC Green Building Act. He mentors clients' understanding of how life cycle cost reductions, investment in innovative technologies, and well-thought design solutions greatly assist owners and residents, providing lower operations/maintenance costs, while reducing utility costs, freeing resident's income for other important uses.

Construction



Originally founded in 1988, Hamel Builders, Inc. has earned a reputation for excellence in new construction in the mid-Atlantic region and has extensive expertise locally. Hamel Builders has developed over 31,000 units and has worked with Victory Housing on multiple projects in the past. They are very familiar with the County, State, and Federal requirements for construction of affordable housing and are well-known locally. Originally founded in 1988, Hamel Builders, Inc. has earned a reputation for excellence in multifamily renovation and new construction in the mid-Atlantic region. Hamel Builders has developed over 31,000 units which includes many senior living and mixed-use developments.

Represented by a staff of diversified construction professionals with backgrounds spanning all aspects of the development process, Hamel can effectively evaluate projects not only from a construction perspective, but with sensitivity to property management and marketing needs. With offices in Elkridge, MD and Washington, DC, Hamel Builders' staff is comprised of over 150 employees. Several of their staff have achieved LEED accredited professional status while employed at Hamel. Hamel Builders' success in delivering time sensitive projects with significant shared savings and limited contractor callbacks has contributed to our growing base of repeat clientele.

Property Management & Community Connectivity

Habitat is a minority women-owned business. They have expertise in managing multi-generational communities will encourage a synergy between the seniors and the childcare.

Habitat America has been Victory Housing's property management partner for 17 years. Habitat America has managed market rate, affordable and tax credit senior and family apartment communities for over 25 years primarily in Maryland, Virginia and Washington DC. As property manager, Habitat America handles the project-level accounting, management, marketing, compliance and human resource activities related to the Victory Housing independent living communities portfolio, which consist of 1,711 units amongst 6 HUD 202 and 15 tax credit properties.

The management of independent-living retirement communities is based on the fundamental principle of service and commitment to the resident in every aspect of property operations. Habitat approaches this by designing and implementing a market driven management plan tailored to each property. Marketing plans detail the total spectrum of recommended programs which mesh together perfectly in order to place your property in the forefront of all available qualified prospects. The detailed resident services, activities and wellness plan is designed to maintain and keep qualified, satisfied and happy residents. All property staff are involved in geriatric service training specifically designed for senior living. In addition to caring for the physical environment, Habitat has experience hosting and coordinating with outside groups for enrichment activities and community use of certain spaces. This experience includes ensuring residents are connected to broader community resources as well as bringing programs/activities on-site. Examples include:

- Margaret Schweinhart Senior Center (Website: www.montgomerycounty.org): The Margaret Schweinhart Center at Forest Glen offers a wide range of activities and amenities that are available to seniors, including entertainment, an excellent array of movies and travelogues, informational speakers, dances, theme events and wellness journeys to improve one's overall physical and mental health.
- Holy Cross Hospital (Website: www.holycrosshealth.org): Holy Cross Hospital is located in Silver Spring, just north of Washington, D.C. and near the Capital Beltway. Holy Cross Hospital offers a full range of inpatient, outpatient and community-based health care services, with

specialized expertise in senior services, surgery, neuroscience and cancer. The hospital addresses the unique needs of seniors through the nation's first Seniors Emergency Center - which has become a national model - as well as a Seniors Surgery Center, a full range of specialized surgical and inpatient services, healthy-aging programs and support services for caregivers.

- Metro Access (Website: www.wmata.com): Metro Access is a shared-ride, door-to-door, Para transit service for people whose disability prevents them from using bus or rail. Metro Access EZ-Pay allows customers to prepay their fares with a credit or debit card by phone or online, or with cash, credit or debit card in person at the Metro Center Sales Office.
- The Senior Connections (Website: www.seniorconnectionmc.org): The Senior Connection of Montgomery County, Inc. provides mobility by linking older adults to services and resources so they can live as independently as possible while remaining integral members of the community. Volunteers assist adults, ages 60+ to maintain their independence and stay in their own homes for as long as it is safe to do so. While The Senior Connection does not charge for services, Montgomery County Department of Health and Human Services, Division of Aging and Disability, private foundations, faith communities, corporations, and individuals support their efforts.
- Colesville Meals on Wheels (Website: www.colesville-meals-on-wheels.org): Any resident living in the designated service area, of any age or economic status, who is homebound and unable to shop or prepare their own meals, on a permanent or temporary basis is eligible to receive Meals on Wheels' home-delivered nutritious meal service and other support services.
- Montgomery County Department of Health and Human Services (Website: www.montgomerycountymd.gov): Senior services include Adult Protective Services, Respite Care, Family Support, Rental Assistance and Health related services among many other services for seniors.
- Yoga – Currently work with several instructors. This would be a good community activity as well as for the residents.
- Zumba Gold - This is a particular favorite at several sites and could also be a community activity.
- AARP Driver Safety Program - This is great for residents and community. After completion of the class, participants can obtain discounts on auto insurance.
- Food Banks – Currently participate with Manna, Capital Area Food Bank and several local church food banks.
- Performances - Currently work with Bethesda Little Theatre, Sapphires (Takoma Park Band), Takoma Park Singers, Marine Corp. Band, and Tyrone Requer Productions (provides impersonators such as Elvis, James Brown and others).
- Artistry Programs – Habitat works with Renaissance Square Artist Housing. The artists there are often looking for places to practice or perform and would likely be willing to participate in programs at this community. Again, this could involve residents and community.
- Work with a couple of the local hospitals who provide blood pressure monitorings, health fairs, counseling programs, diabetes education.
- Work with school groups who provide music programs, computer training programs, and holiday activities.

Childcare

While Victory Housing anticipates working with a seasoned provider known as CommuniKids. CommuniKids is a language immersion school offering quality pre-school, after school, language classes

and summer camps, which currently operates programs in Washington, DC, Falls Church, VA and Richmond, VA.

The mission of CommuniKids is to prepare young children to become the global citizens of tomorrow by creating a joyful, playful, and nurturing environment that immerses students in a second language. The program strives to instill the disposition, knowledge, and skills required to succeed in a highly interconnected world. Since 2005, CommuniKids has been a pioneer in providing language-immersion education to young children. With the establishment of a preschool program in 2009, CommuniKids deepened its commitment to providing play-based, full language-immersion education to our youngest children. The approach, called Early Childhood Second Language (ECSL®), addresses these needs by preparing children for their K-12 education, while developing multi-cultural competence and second language fluency. The characteristics of the CommuniKids ECSL (pronounced “excel”) program are:

- Full-immersion instruction in the target language
- A play-based approach
- A warm, nurturing, and cohesive school environment
- A theme-based, integrated curriculum emphasizing global values

The Washington, DC location which hosts the ECSL program is accredited by the National Association for the Education of Young Children (NAEYC). NAEYC accreditation is the gold standard for early childhood programs across the country. Families of young children who attend NAEYC-accredited programs can be confident that they deliver the highest quality early care and education.

This is the program that CommuniKids proposes to establish at the Victory Silver Spring building, however, there is flexibility in the CommuniKids offerings to look at after school programs, summer camps, language lessons (Spanish, French, Mandarin and Arabic) based on demand to meet community needs. Many of Victory Housing’s communities are located adjacent to schools which brings an inter-generational component to those developments. The integration of CommuniKids space into the site will enhance this element of connectivity.

The goal of this project is to establish Victory Silver Spring as an intergenerational and multi-use community resource.

D. References [Section deleted]

4. PROJECT VISION

A. Background Information

The project will be developed and constructed in one phase. A detailed timeline is included as Exhibit F to the proposal.

B. Concept Plan

The proposed redevelopment of the former Silver Spring Library site provides for a much-needed affordable housing as well as childcare programs while implementing key aspects of the North and West

Silver Spring Master Plan. The proposed independent senior housing paired with flexible community-use space provides a physical and programmatic transition from the density of downtown Silver Spring to the south to the single-family residential neighborhoods to the north. The proposed program includes up to 92 independent senior apartments, community areas for the senior residents, space for the childcare program, and approximately 92 surface parking spaces. The total proposed facility is estimated at approximately 107,000 square feet. Please see Exhibit G for the renderings.

Entitlements

Per the land records, 8901 and 8907 are currently zoned R-60 which allows for the Independent Living facility as a Conditional Use. The flexible space adds complexity to the zoning strategy. An aftercare activity, it would be classified as "day care;" and to use as afterschool tutoring facility, it would be considered "private educational institution," both of which are separate conditional uses in the R-60 zone.

The neighboring properties are zoned R-60 to the north and EOF-3.0 to the south. Usually it would be easiest to expand the adjacent zoning to a property. The CR category of zones all allow independent living facilities as a limited use. The CRN (Commercial Residential Neighborhood) is the zone identified for "transitional edges." Since this property is on the border with a residential zone, it would meet that classification for transitional edge. In order to change the zoning to the CR category, the new community would need to meet the requirements to place a floating zone since it is not recommended in the Master Plan for a floating zone. Per land use counsel, this may be a more difficult route than pursuing a conditional use approval under R-60. Based on this information, we intend at this time to pursue Conditional Use approval under the existing R-60 zoning.

In addition to the zoning change, because the property to be conveyed is comprised of two unplatted parcels, it will be necessary to pursue a preliminary plan of subdivision through Maryland National Capital Park & Planning Commission, ultimately resulting in a record plat.

Site Strategies

The proposed design concept provides a through-block solution with frontage on both Colesville Road and Ellsworth Drive appropriate to each context. An urban presence is created along Colesville Road with a tree-lined pedestrian friendly streetscape facilitating access to mass transit in keeping with the Master Plan. Along Ellsworth Drive, the building is set back responding to the immediate residential context to the east and allowing visual access to the adjacent Ellsworth Urban Park. The proposed 4-story building is justified to the southern edge of the property creating an appropriate physical transition from the adjacent 11-story apartment building to the directly adjacent to the south and the public open space directly adjacent to the north. This strategy allows the existing vehicular circulation pattern to be maintained, minimizing impacts on the adjacent neighborhood. The site strategy takes advantage of the existing topography to locate the community-based program space(s) on the lower level creating a visual presence from and direct access to the existing Ellsworth Urban Park, in keeping with the Master Plan.

Architectural Strategies

The proposed architectural design reinforces the overall site strategies with a distinctly residential character. The building massing is broken down into discrete, humanely-scaled wings employing pitched roofs to reinforce the visual aesthetic. The proposed materials – brick, painted siding and single-hung windows – provide a familiar residential palette that is combined in a visually complex composition. Sustainable design strategies and materials will be employed in keeping with the requirements of the Enterprise Green Communities program.

Income and Unit Mix

The senior housing will serve 92 households with a mix of incomes:

- 5 one-bedroom units limited to 30% of AMI
- 5 one-bedroom units limited to 40% of AMI
- 17 one-bedroom units limited to 50% of AMI
- 40 one-bedroom units limited to 60% of AMI
- 5 two-bedroom units limited to 60% of AMI
- 10 one-bedroom units, unrestricted and 10 two-bedroom units, unrestricted.

This mix is consistent with other communities VHI has developed and ensures households with a variety of means are able to be served.

C. Project budget [Section deleted]

D. Contingencies

While the proposed development is contingent on some factors, the same can be said of any development effort. As noted, Victory Housing has been extremely successful in completing the projects it starts, even with the inherent challenges of providing affordable housing and obtaining entitlements. The level of expertise of our team means we find ways to make tough deals happen.

Zoning Approval: As mentioned above under Concept Plan, it is anticipated we would pursue a Special Exception approval to the current R-60 zoning designation rather than a zoning change to a CRN zone.

Preliminary Plan/Record Plat Approval: MNCPPC will have to approve our preliminary plan and site plan in order for the project to be completed.

Funding: The project will be contingent on adequate funding to complete the development. Some factors that would affect the ability to obtain sufficient sources include but are not limited to interest rate increases and continued reduction in LIHTC pricing.

Payment-In-Lieu of County Property Taxes: In order to maximize the amount of first mortgage proceeds and therefore reduce the amount of subordinate financing needed, we have assumed a PILOT of County property taxes. These taxes have a major impact on our operating budget.

Design/Construction: Factors related to architecture and engineering, when refined, can have an impact on the cost of the development. As with all projects, the current proposed design will be reviewed many times during the pre-development phase based on comments from the community, MNCPPC, and the County. Other considerations are whether or not the project is subject to Davis-Bacon wages (currently assumed) and normal construction industry material and labor increases.

Community Support: Support from the local community is absolutely necessary in order to construct any development in this area. Not only is it needed to gain entitlements, community buy-in is an important factor in determining the ability of a project of this nature moving forward.

Political Support: The development proposal will require significant support. This includes financial, entitlement, and inter-governmental support in order to be successful.

Ground Lease: In order to limit the amount of gap financing required by the project, we have assumed a long-term ground lease at no cost to the project. Due to the level of income-targeting and financing proposed, project cash flow will be limited to a degree that will prevent an ongoing lease payment.

EXHIBITS

Exhibit A: Development Team

Corporate Information Deleted



Originally founded in 1988, Hamel Builders, Inc. has earned a reputation for excellence in multifamily renovation and new construction in the mid-Atlantic region. Hamel Builders has developed over 31,000 units of multi-family residential, affordable housing, adaptive reuse, senior living, historic, and mixed-use development, including about 6,000 Resident-in-place renovations.

Represented by a staff of diversified construction professionals with backgrounds spanning all aspects of the development process, Hamel can effectively evaluate projects not only from a construction perspective, but with sensitivity to property management and marketing needs. With offices in Elkridge, MD and Washington, DC, Hamel Builders' staff is comprised of over 150 employees. Hamel is pleased to have several employees whose careers in project management span over twelve years. In addition, several of our staff have achieved LEED accredited professional status while employed at Hamel.

We will work with your development team to ensure all construction activities, from estimates to project management, are coordinated and executed thoroughly. Hamel utilizes a systemized team approach to estimating, buying, and managing time and resources on a project. This enables us to effectively aid architects, engineers, and consultants in identifying problems and developing solutions before construction commences. Hamel Builders' success in delivering time sensitive projects with significant shared savings and limited contractor callbacks has contributed to our growing base of repeat clientele.

Since inception Hamel has been devoted to our clients and their prospective communities. With focus placed on investing in people, we devote ourselves to not only capture the diverse nature of each neighborhood, but provide opportunities for individuals to become part of the redevelopment of their home.





Hamel Builders begins each new project's preconstruction phase with a positive, open-book, team approach. First, we determine the development team's goal with respect to the overall project (design, cost constraints and timelines). We immediately begin our work as part of the development team, and believe that our role is to provide timely, accurate, detailed cost estimates, and input throughout this phase.

For each new project, we assign a project management and estimating team based upon similar experience and capacity. As a partner in the process, we will provide cost analysis, document review, coordination and constructability reviews, scheduling, progressive cost estimating services, and cost savings input. Our ability to evaluate technical issues early assists the design team in determining cost effective solutions and minimizes re-design and delays in the development schedule.

Utilizing our staff of in-house experts and database of qualified subcontractors, Hamel Builders will physically investigate each project and proposed site, enabling our project management team to evaluate constructability and phasing. This added input complements the estimating and value engineering process, as construction methods and materials are identified and major systems are finalized.

Our project teams become involved during the planning stages of projects and continue working together until completion of construction. This ensures continuity between the preconstruction and construction phases, so that decisions made during the planning stages are properly implemented in the field. The end result is that Hamel's preconstruction expertise on pricing, scheduling, materials, building systems, and construction methods assures delivery of projects of best value for our clients. Our project management involvement during preconstruction ensures a seamless flow into the construction phase.

Preconstruction Services:

Accurate conceptual estimating
Document and constructability reviews
Design input
Team development
Scheduling and Phasing analysis

Permit and utility coordination
Value engineering
Systems analysis
Collaborative design process for sustainable design



Hamel Builders provides clients with tenured construction experience and intuitive leadership from concept to completion, working in partnership with owners, architects, subcontractors, and engineers to deliver successful projects. Providing a full gamut of construction services from the earliest stages of the design process through warranty, Hamel can effectively and efficiently impact project costs and schedule.

Supported by a staff of passionate construction professionals, Hamel consistently distinguishes itself from the competition through quality of construction, attention to detail, and superior service. Staffing projects with construction management teams consisting of Project Executives, Project Managers, and onsite Superintendents, we can continuously monitor every project detail from quality to safety.

Hamel Builders has the experience to ensure successful project completion, capabilities with ranging from general contracting to design-build, and a history of on time and within budget project completion.

Construction Services:

- LEED/Green construction practices and documentation
- Subcontractor management and selection
- Schedule development and enforcement
- CBE and MBE/WBE outreach and compliance
- Progress meetings
- Monthly job and budget reviews
- Construction management: Project Executives, Project Managers, and Superintendents
- Detailed accounting and contract practices
- Payment and Performance bond
- Quality control plan
- Safety education and management





Chapel Springs Senior Apartments

PROJECT SCOPE

- 127 Units
- 114,969 SF
- Approximately 13 acres of site work including three new bioretention facilities and parking for 96 vehicles.
- Four-story panelized wood-frame construction.
- Two (2) hydraulic elevators.
- 103 one-bedroom units and 24 two-bedroom units.
- All units air-sealed to meet strict Energy Star requirements.
- Interior amenities include: beauty salon, fitness center, game room, multi-purpose room, and entertaining kitchen.
- Exterior amenities include: dog-walking path, covered pavilion, and official-sized bocce court.
- Enterprise Green Communities rated.



ARCHITECT
Grimm + Parker

LOCATION
9630 Dietz Place
Perry Hall, MD 21128

USE
Affordable Housing

COMPLETED
October 30,
2015

NEW CONSTRUCTION



The Roundtree Residences



- New Construction of a 91-Unit Independent Senior Living Building
- The 94,426 GSF Structure plus Surface Parking and Extensive Site Work
- Slab on Grade, 4-Story Wood Framed Structure with Green Vegetated Roof
- Exterior façade includes a combination of brick veneer, fiber cement and panels, for a modern look
- Common areas include a cafe, leasing offices, conference room, library and fitness center
- Green Communities 2011



ARCHITECT
Grimm + Parker

LOCATION
2515 Alabama Avenue SE
Washington, DC 20020

COMPLETED:
March 2013

NEW CONSTRUCTION



Churchill Senior Living



PROJECT SCOPE

- 134 Units
- 154,632 SF
- 6 story Hambro and metal stud construction
- Brick and Hardie siding exterior skin
- Upper and lower landscaped courtyards
- Sunroom/meeting space addition to existing building
- Large site retaining walls of both segmented block and concrete to manage steep slopes
- Interior spaces include theater room, library, beauty salon, laundry, arts and crafts room
- Green Communities energy standard



ARCHITECT
Grimm + Parker Architects

LOCATION
21000 Father Hurley Blvd
Germantown, MD 20874

USE
Senior Living

COMPLETED
November 2016

NEW CONSTRUCTION



Hammarlee House Senior Apartments



- PROJECT SCOPE**
- 60 units
 - 58,500 square feet
 - Porous Pavement and Porous Pavers
 - Public and Private Utility Installations
 - Regenerative Storm Water Conveyance System
 - 3-Story Wood Frame
 - One Elevator
 - VRV HVAC System
 - NFPA 13r Fire Protection
 - Manufactured Stone Veneer and Cementitious Siding Exterior
 - Site Retaining Walls
 - Theatre Room
 - Multi-Purpose Room
 - Laundry Room
 - Greenhouse



| ARCHITECT | LOCATION | USE | COMPLETION |
|---------------------------|--|---------------------------|----------------|
| Grimm + Parker Architects | 20 Hammarlee Road Glen Burnie, MD 21060 | Senior Independent Living | December, 2010 |

NEW CONSTRUCTION



Hammarlee House Senior Apartments

PROJECT SCOPE

- 60 units
- 58,500 square feet
- Porous Pavement and Porous Pavers
- Public and Private Utility Installations
- Regenerative Storm Water Conveyance System
- 3-Story Wood Frame
- One Elevator
- VRV HVAC System
- NFPA 13r Fire Protection
- Manufactured Stone Veneer and Cementitious Siding Exterior
- Site Retaining Walls
- Theatre Room
- Multi-Purpose Room
- Laundry Room
- Greenhouse



ARCHITECT
Grimm + Parker Architects

LOCATION
20 Hammarlee Road
Glen Burnie, MD 21060

USE
Senior Independent Living

COMPLETION
December, 2010

NEW CONSTRUCTION



Hilltop Redevelopment—Phase 1

- Demolition of existing buildings
- New underground utilities, SWM ponds, curb and gutter, sidewalks and paving
- Cast-in-place concrete parking garage with 3-4 story wood framed garden apartment buildings constructed above
- The manor houses and townhouses are 2 and 3 story wood framed buildings constructed on concrete slabs on grade with parking garages
- Center courtyard
- Underground 50,450 SF parking garage with 140 spaces
- Six Energy star rated garden apartment buildings (114 units, 124,772 SF)
- Six Manor house buildings (28 units, 79,854 SF)
- Four Townhouse buildings (56 units, 50,391 SF)
- Outdoor playground
- Exterior facades include stone veneer and Hardie siding



ARCHITECT
Mark, Thomas Architects

LOCATION
Burgess Mill Way
Ellicott City, MD

COMPLETED
December, 2013

NEW CONSTRUCTION



Roger Carter Community Center

- The structure is a combination of pre-engineered metal building, structural steel and concrete, pre-engineered aluminum pool enclosure, and a two-story cast-in-place concrete parking garage

- Class A Indoor Swimming Pool with Operable Roof and Outdoor Splash Pad, Sun Deck, and Picnic area

- Indoor and Outdoor Basketball Courts, Indoor Volleyball Courts

- Amenities include Fitness Area, Aerobics Room, Climbing Wall, Multipurpose Room, Shower and Locker facilities

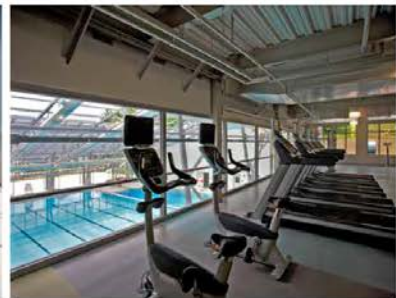
- The façade is a combination of glass curtain wall, cement siding, and stone

Other features include:

- Indoor air-quality management system

- Preschool facility

- Outdoor play equipment



ARCHITECT
Marks, Thomas Architects

LOCATION
Burgess Mill Drive
Ellicott City, MD 21043

COMPLETED:
June, 2013

NEW CONSTRUCTION



Victory Court



- Units: 86
- Sq. Ft.: 99,926 SF
- 3 Story wood frame construction
- 16 car parking garage
- Exterior composed on brick veneer, vinyl siding + faux stone
- Underground storm water retention system
- Bio-retention facility in courtyard
- Common areas include library, cyber café, exercise room, multi-purpose room, community room, pool room + offices



ARCHITECT
Grimm + Parker

LOCATION
209 Monroe Street
Rockville, MD 20850

COMPLETED
November, 2013

NEW CONSTRUCTION



Victory Square



- New construction of a 98-unit Senior Independent Living Community
- 94,336 GSF structure which included 25 parking spaces (17 surface and 8 partially below ground)
- Concrete transfer slab and wood framed construction with EIFS and Brick façade
- Common areas include Fitness & Wellness centers, Library, Arts & Crafts, Beauty Salon, Community Room & Lounge with Fireplace and Coffee Bar
- Enterprise Green Communities 2006



ARCHITECT
Grimm + Parker

LOCATION
600 Barnes Street NE
Washington, DC 20019

COMPLETED
June, 2012

NEW CONSTRUCTION / SENIOR HOUSING



Victory Oaks at St. Camillus



PROJECT SCOPE

- 49 Units
- 50,160 SF
- 3 story wood frame fully sprinklered
- New construction of 49 senior housing apartments
- 1st floor amenities include: multi-purpose room, library, parlor, fitness center, arts and crafts, and 2 administrative offices
- Exterior façade includes brick veneer, vinyl siding and pella windows
- Beautiful landscaped exterior including stone patio area and curved stacked stone retaining wall



ARCHITECT
Grimm + Parker

LOCATION
721 Becon Road
Silver Spring, MD 20903

USE
Residential Apartments,
Assembly

COMPLETED
September 2012

NEW CONSTRUCTION



Arlington Mill Residences



- Two-level underground parking with 138 spaces for residents
- 1st floor cast-in-place concrete with the remaining 4 stories of wood-framed constructions
- 3 outdoor courtyards with one courtyard playground
- 122 units comply with Virginia Earthcraft guidelines
- Exterior facade includes brick, veneer, and Hardie siding
- 1st floor common areas include a leasing office and multi-purpose room
- Adjacent to Arlington Community Center

ARCHITECT
KDG Architecture

LOCATION
901 South Dinwiddie St
Arlington, VA

COMPLETED
February, 2014

NEW CONSTRUCTION



Channing Phillips Homes

PROJECT SCOPE

- 56 Units
- 67,933 SF
- 8 story concrete post-tension structure
- Auger-Cast Pile Foundation
- Surface parking both asphalt and pervious concrete
- Built within WMATA Zone of influence
- 1, 2, and 3 bedroom units
- Green Roof
- Building skin is EFIS and metal panels
- Aluminum windows in punched openings
- Approx. 2600 SF unfinished retail space
- Builders grade interior finishes
- 2 MRL Elevators
- Roof top gas emergency generator



ARCHITECT
Shalom Baranes

LOCATION
1710 7th Street NW
Washington, DC

USE
Affordable Apartments

COMPLETED
October 2016

NEW CONSTRUCTION



WIENCEK & ASSOCIATES PROJECT EXPERIENCE

MONTGOMERY COUNTY EXPERIENCE

| PROJECT | LOCATION | PROJECT TYPE | COMPLETION DATE |
|--|-------------------|-------------------------------|-----------------|
| University Gardens | Takoma Park, MD | Senior Apts 65 units | June 2013 |
| Parkview Towers | Takoma Park, MD | Multifamily Apts 125 units | September 2014 |
| The Residences at Thayer | Silver Spring, MD | Multifamily Apts 52 units | October 2014 |
| Essex House | Takoma Park, MD | Multifamily Apts 135 units | January 2015 |
| Parkside at College Park | College Park, MD | Multifamily Apts | January 2006 |
| Chevy Chase Lake Apartments | College Park, MD | Senior Apts 68 units | April 2006 |
| Joe's Movement Emporium | Mt. Rainer, MD | Art Center | November 2006 |
| Tanglewood Apartments | Silver Spring, MD | Multifamily Apts 122 units | April 2007 |
| Morris & Gwedolyn Cafritz Foundation Arts Center | Silver Spring, MD | Art Center | August 2007 |
| Renaissance Square Artist Housing | Mt. Rainer, MD | Artist Housing 44 units | December 2007 |
| Inwood House | Silver Spring, MD | Portico for Senior Housing | December 2016 |

SENIOR HOUSING EXPERIENCE

| PROJECT | LOCATION | PROJECT TYPE | COMPLETION DATE |
|---------------------------------|-----------------|--------------------------------|-----------------|
| Reid Temple Senior | Glenn Dale, MD | NEW Senior LIHTC 252 units | Est 2019 |
| Milestone Senior | Washington, DC | NEW Senior LIHTC 60 units | Est 2018 |
| Lewinsville Senior | McLean, VA | NEW Senior LIHTC 82 units | Est 2018 |
| Lodges at Naylor Mill – Phase 2 | Salisbury, MD | NEW Senior LIHTC 45 units | November 2016 |
| Harborview | Jersey City, NJ | Senior HUD Renov 100 units | July 2016 |
| Monsenior Romero | Washington, DC | Senior LIHTC Renov 65 units | November 2014 |

SENIOR LIVING

Lewinsville Senior Community

Wiencek + Associates
Architects + Planners
wiencek-associates.com
Design Empowering People.

1100 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1.202.349.0742



Developer: Wesley Housing Development Corp.
Location: McLean, VA
SF: 78,000 SF
Units: 82
Dates: July 2015 - March 2018 (estimated)
Development Costs: \$12 Million (estimated)
Financing Structure: 99% LIHTC / VHDA / HUD
Sustainability: Earthcraft Certified

Wiencek + Associates' design reflects the rhythm and scale of the adjacent affluent single-family homes, while servicing low-income and workforce seniors. Modulation of design elements and color implies an evolutionary development. Open grounds with meandering walks tied to community trails provide opportunities for interaction. An interior courtyard creates contemplative as well as communal spaces.

- Amenities:
- Community Center
 - Business Center
 - Library
 - Laundry Room
 - TV Room
 - Fitness Room



SENIOR LIVING The Maples Complex

Wienck + Associates
Architects + Planners
wienck-associates.com
Design Empowering People

100 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1 202 349 0742



Location: La Plata, MD

SF: 64,000 SF

Units: 18 Cottages with Garages
+ 75 Units

Development Costs: \$7.7 Million



Five percent of the units are disabled-accessible and two percent are equipped for visual- and hearing-impaired tenants.

A new entrance to the site from Route 301 was created and designed.



Wienck + Associates' design for this project consisted of the construction of a new three-story independent living senior citizen mid-rise with 60 one-bedroom units and 15 two-bedroom units, plus 18 two-bedroom cottages.

The first floor features a lobby, management offices, salon, and a community room with propane fireplace, as well as other community spaces and public restrooms. The second and third floors have individual living units and common sitting rooms.



MULTI-FAMILY HOUSING

The Lodges at Naylor Mill

Wienck + Associates
Architects + Planners
wienckassociates.com
Design Empowering People

1100 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1 202 349 0742



Developer: Interfaith Housing Development

Location: Salisbury, MD

SF: 72,000 SF

Units: 65

Completed: 2007

Development Costs: \$6.3 Million

A new, affordable, independent senior living building in Salisbury, Maryland was proposed on a rolling, 28-acre site with a large cleared area surrounded by a dense forest. Wienck + Associates created a craftsman-style, lodge-like building within the picturesque site. The lodge-like character is emphasized by a very low pitched roof with a dramatic 6-foot wide soffit overhang. A large fireplace is a focal point of the main community space and opens onto a patio at the top of the rise that looks out over the open lawn area and down to the forest. The Lodges presents a high quality resort-feel that gives its residents a sense of pride and enjoyment.



SENIOR LIVING

Samuel J. Simmons NCBA Estates

Wiencek + Associates
Architects + Planners
wiencek-associates.com
Design Empowering People

1100 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1 202 349 0742



Developer: NCBA
Location: Washington, D.C.
Team: Architect: Wiencek + Associates;
Civil Engineer: Greenhorne + O'Mara;
MEP: Setty & Associates
Structural: Wolfman & Assoc.
Contractor: Hamel Builders
SF: 175,000 SF
Units: 175
Dates: April 2010 - January 2012
Development Costs: \$16.3 Million
Financing Structure: Private



Wiencek + Associates' design included adding a colorful wall system wrapping the balconies and providing unique 'fin' projections. These projecting fins house new HVAC ductwork, allowing the units to be renovated with little disruption to the residents.



BEFORE

This 175-unit affordable senior housing development in DC underwent a substantial renovation effort to improve the quality of life for its residents and provide a modern flair to an aging building. In addition to full unit upgrades, the building received extensive façade treatments and new administrative and community spaces.



RENOVATION - SENIOR LIVING

Richmond Hill Manor

Wienck + Associates
Architects + Planners
wienck-associates.com
Design Empowering People

1000 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1 202 349 0742



Comprehensive interior and exterior renovation to ten existing buildings and community center for seniors. Each of the fifty apartment units were enlarged to provide front entry or rear sitting room, additional living spaces, and utility closets. The addition allowed us to modernize the existing wall HVAC units to provide space for individual high efficiency hot water and split system. Interior improvements included new floor finishes throughout, wall trim, kitchen cabinets, Energy Star appliances, light fixtures, and new bathrooms. Community Center was expanded from 1,078SF to 2,330SF and now includes a large assembly space, various resident service areas along with a new kitchen.

Developer: Interfaith Housing Development
Location: Perryville, MD
SF: 30,830 SF
Units: 40 Units plus Community Center
Completed: September 2013
Development Costs: \$3.9 Million



SENIOR LIVING

Snow Hill Apartments

Wiencek + Associates
Architects + Planners
wiencek-associates.com
Design Empowering People

100 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1 202 349 0742



Developer: Interfaith Housing Development
Location: Snow Hill, MD
SF: 32,000 SF
Units: 30
Completed: November 2004
Development Costs: \$3.8 Million



- Health and Screening Room
- Computer Training Room
- Exercise Room
- Laundry Room
- Common Lobby
- Multi-Purpose Room



Wiencek + Associates' design of this 32,000 SF assisted living senior facility in Snow Hill, Maryland included 26 one-bedroom apartment units and four two-bedroom apartment units for low-income residents. The building accommodates visual- and hearing-impaired residents and is equipped with sprinklers and other life safety measures. The scenic pond serves a dual purpose for bioretention and storm-water management, as well as an aesthetic water feature.



SENIOR LIVING

University Gardens

Wienck + Associates
Architects + Planners
wienck-associates.com
Design Empowering People

1100 Vermont Ave., NW
8th Floor
Washington, DC 20005
+1 202 349 0742



Developer: Korean Community Senior
Housing Corporation of Maryland II
Location: Silver Spring, MD
SF: 23,170 SF
Units: 27
Completed: 2013
Development Costs: \$3 Million



The addition to this senior housing community features a 4-story wood frame structure that provides 27 units of housing and a community room for low-income seniors. The design utilizes a mix of finishes on the façade, including metal siding, masonry block, and Hardi-panel to create a vibrant exterior. The landscaped areas provide lounging areas for residents during warm weather. Sustainable design elements include the use of low VOC finishes and paints and energy and water-efficient appliances and fixtures. A glass corridor connects the existing building to the new wing and offers a view to the landscaped sitting areas.



Our Mission

Habitat America is committed to providing the highest standard of service in every aspect of property operations to our apartment community owners in conventional and affordable multi-family and senior real estate. We extend that commitment also to the residents of those communities.

We focus on attracting, maintaining and keeping, qualified, satisfied and happy residents, while maximizing the value and profitability of each community.

Our recognition of the need to protect the environment has lead us to promote an awareness of and a commitment to the reduction of energy usage, conservation of resources, and recycling practices.



*Runaway Bay Apartments
Salisbury, Maryland*

Why Use Habitat America's Expertise?

- We have proven experience working for government, institutional groups and private real estate owners and developers.
- We understand the different objectives of each of these groups and we are skilled in accomplishing these objectives.
- Our real estate management expertise includes garden and high rise residential properties, retirement communities and commercial offices.
- Habitat America is focused on increasing the profitability and value of each of the real estate properties in our portfolio. We specialize in obtaining above average occupancy rates and in designing leasing programs that promote rapid results.
- Our fees are competitive while we continue to provide excellent management, marketing, maintenance and accounting capabilities.
- We seek out the best personnel available and ensure they receive the proper support, technical and fair housing training available. Our professional staff is experienced, motivated, flexible and responsive, giving superior service regardless of the challenge. Company policy and apparel requirements ensure staff present a professional appearance and demeanor at all times.
- We offer tailored maintenance programs designed to maintain your physical property at its highest level.
- We utilize a premier web-based YARDI property management system for sophisticated budget and fast electronic reporting capabilities with real time availability.
- A talented and enthusiastic team of marketing specialists, together with an in-house graphic design team, can be mobilized immediately to meet any marketing goals.
- Habitat America has solid financial strength and excellent references.

Marketing Strategy

Marketing and management work to the best advantage of a property when they work hand-in-hand. The overall management of our residential properties is based on the fundamental marketing principle of service and commitment to the resident in every aspect of property operations. We design and implement a market driven management plan tailored to your property, including the particulars for your property's market competition and demographics.

For new communities under construction and lease-up, Habitat America will meet your pro-forma occupancy numbers and maintain your lease-up requirements. Our experienced staff has documented success in the timely lease-up of new communities in competitive markets.

Financial Reporting Systems

We have been providing employee payroll, accounting and financial management services to clients since our inception. Our company develops financial and application systems to fit your reporting needs.

This is why Habitat America chose the highly acclaimed web-based YARDI System as our accounting and financial management package. YARDI is one of the most sophisticated and flexible management systems available in the market today.



*Jefferson Heights
Charlottesville, Virginia*



*Riverwoods Apartments and Townhomes
Woodbridge, Virginia*



Multi-Family

The Habitat America portfolio includes luxury properties with fine amenities catering to the comfort and lifestyle requirements of fitness-conscious and technologically astute residents. It also includes affordable communities offering amenities within more restrained budgets, with services that include after-school programs and on-site computer training.

In addition to Maryland, Virginia, Washington D.C., Pennsylvania and Delaware, we have managed communities in Ohio, Illinois, New York, New Jersey, Connecticut and West Virginia as well as Georgia, North Carolina, Florida, Louisiana and Texas.

Senior Living

The management of our independent-living retirement communities is based on the fundamental principle of service and commitment to the resident in every aspect of property operations.

We approach this by designing and implementing a market driven management plan tailored to each property. Our marketing plans detail the total spectrum of recommended programs which mesh together perfectly in order to place your property in the forefront of all available qualified prospects. The detailed resident services, activities and wellness plan is designed to maintain and keep qualified, satisfied and happy residents.

All property staff are involved in geriatric service training specifically designed for senior living communities.



*Willow Manor Senior Communities
Olney and Germantown, Maryland*

Memberships and Professional Accreditation

Licensed Broker in Virginia, District of Columbia
and Pennsylvania

Member of National Association of Realtors

Member of the Board of Realtors for Virginia,
District of Columbia and Pennsylvania

Member of Property Management Association

Member of Institute of Real Estate Management

Certified Property Managers on staff

Member of Virginia Apartment & Management
Association

Member of National Multi Housing Council

Member of Department of Community and
Economic Development, Advisory Council,
State of Maryland

Registered Professional Engineer

Member of Institute of Civil Engineers

Principals

Catherine J. Murphy - President

David R. Lewis - Chairman - Executive
Committee

Jerry D. Rhodes, CPM®, CMM® - Vice President

Jeanne A. Hendricks, CPM® - Vice President

Bobbie Whitney - Director of Operations

Maryellen DeLuca - Director of Marketing and
Training



Victoria Park
Edgewater, Maryland

In Summary, Habitat America

- Focuses on increasing and protecting the property assets, profitability, and value of each real estate property in its portfolio;
- Utilizes sophisticated financial reporting systems and cutting edge property management systems for reports designed for your particular needs. We believe in giving you the kind of information you want, when you want it;
- Has a track record of obtaining excellent occupancy rates and in designing leasing programs that promote rapid results. Our marketing and leasing professionals are experienced in quickly evaluating markets and implementing leasing strategies that will immediately improve occupancy and the economic projections for your property;
- Has detailed operating, maintenance and personnel procedures in place along with a well seasoned, experienced professional staff that is ready to take on your real estate management requirements. We have the operations capacity to achieve immediate solutions for your issues;
- Continues to grow because we strive to understand your objectives and the importance of following your directives to help you achieve your goals.

The executive staff of Habitat America is committed to expansion, and is actively seeking additional fee management contracts. We are ready now to take on your real estate challenge and solve it!



*Victory Terrace Apartments
Potomac, Maryland*



*The old meets the new at the
Apartments at National Park Seminary
Silver Spring, Maryland*

HABITAT AMERICA LLC

Corporate Office - Maryland
180 Admiral Cochrane Drive
Suite 200
Annapolis MD 21401

Phone: 443-716-2550
TTY: Dial 711
Fax: 410-224-3434

www.habitatamerica.com



Exhibit B: CommuniKids Personal Information Deleted

Welcome to CommuniKids

Washington, DC

P 202.363.0133
F 202.363.4481

communikids.com

4719 Wisconsin Avenue, NW
Washington, DC 20016

Our mission at CommuniKids is to prepare young children to become the **global citizens** of tomorrow by creating a joyful, playful, and nurturing environment that immerses students in a second language. Our program strives to instill the disposition, knowledge, and skills required to succeed in a highly interconnected world.

Since 2005, CommuniKids has been a pioneer in providing language-immersion education to young children. With the establishment of our preschool program in 2009, CommuniKids deepened its commitment to providing play-based, full language-immersion education to our youngest children.

Our own approach, called **Early Childhood Second Language (ECSL_®)**, addresses these needs by preparing children for their K-12 education, while developing multi-cultural competence and second language fluency.

The characteristics of the CommuniKids **ECSL** (pronounced "excel") program are:

- Full-immersion instruction in the target language
- A play-based approach
- A warm, nurturing, and cohesive school environment
- A theme-based, integrated curriculum emphasizing global values

Our Washington, DC location is accredited by the National Association for the Education of Young Children (**NAEYC**). NAEYC accreditation is the gold standard for early childhood programs across the country. Families of young children who attend NAEYC-accredited programs can be confident that they deliver the highest quality early care and education.

We look forward to getting to know your family as you begin your preschool journey!

Program Information

General Information

- Our program is licensed by the DC Office of the State Superintendent for Education (OSSE), and is accredited by the National Association for the Education of Young Children (NAEYC)
- Students must be at least 2½ years old to attend CommuniKids Preschool DC
- Toilet training is not a requirement for students
- Previous exposure to the target language is not a requirement for students
- The Full Day program runs from 9:00 am-3:00 pm. The Half Day program runs from 9:00 am-12:30 pm and is available only for our youngest students, the Mariquitas
- We offer Morning Extended Care from 8:00-8:50 am and Afternoon Extended Care from 3:00-6:00 pm each school day
- Our teachers are native speakers with years of experience working with young children
- Class size is no larger than 14 students with two teachers in each classroom
- Students may bring their lunches from home, or parents may choose to participate in our hot lunch delivery program. CommuniKids provides a healthy snack each day

Additional Programs

- We offer language enrichment classes in Arabic, Chinese, French, and Spanish on weekdays and Saturdays
- We offer a summer camp program with priority registration for preschool families

Calendar Information

- Our preschool year runs from early September to mid-June
- We offer a summer camp program with priority registration for preschool families. Summer camp tuition is separate from preschool tuition but comparable in weekly cost
- CommuniKids closes for federal holidays, spring and winter breaks, and occasional professional development days throughout the school year. Please request a copy of our Academic Calendar for more information

Curriculum and Sample Daily Schedule

At CommuniKids Preschool, the school day is conducted entirely in the target language. Our play-based curriculum offers learning opportunities that are intentional, engaging, and developmentally appropriate for young learners. Each day includes time for all kinds of play – child-initiated and teacher-guided – in small and large group settings.

For more detailed information about our curriculum, please refer to the handout called “Our ECSL Curriculum.”

Sample Daily Schedule (varies by age group)

| HOURS | ACTIVITIES |
|-------------------|--|
| 8:00 AM-8:50 AM | Morning Extended Care |
| 8:50 AM-10:00 AM | Open Centers Circle Time Projects |
| 10:00 AM-10:30 AM | Bathroom Break Snack |
| 10:30 AM-11:30 AM | Outdoor Play and Exploration |
| 11:40 AM-12:00 PM | Guided Centers Reading Time |
| 12:00 PM-12:30 PM | Lunch |
| 12:30 PM | Dismissal for Half-Day Students |
| 12:40 PM-2:00 PM | Transition for Full-Day Students Nap / Quiet Time Bathroom Break |
| 2:00 PM-2:45 PM | Open Centers Guided Centers Projects |
| 2:45 PM-3:00 PM | Closing Circle |
| 3:00 PM | Dismissal for Full-Day Students |
| 3:00 PM-6:00 PM | Afternoon Extended Care |

Tuition and Fees / 2017-18 School Year

Application Fee

| | |
|-----------------------|-----------------------------|
| EARLY APPLICATION FEE | \$60.00 by Dec. 16, 2016 |
| APPLICATION FEE | \$75.00 after Dec. 16, 2016 |

Preschool Tuition

| PROGRAM | HOURS | ANNUAL TUITION | ENROLLMENT FEE (DUE UPON ACCEPTANCE) | DEPOSIT (DUE JUNE 1) | 9 MONTHLY INSTALLMENTS (SEPT-MAY) |
|-----------------|------------------|----------------|--------------------------------------|----------------------|-----------------------------------|
| FIVE FULL DAYS | 9:00 AM-3:00 PM | \$16,570.00 | \$500.00 | \$1,607.00 | \$1,607.00 |
| FIVE HALF DAYS* | 9:00 AM-12:30 PM | \$9,620.00 | \$500.00 | \$912.00 | \$912.00 |

* Limited number of spaces; only available for the 2½ to 3 year old class

Extended Care and Supplemental Services

| PROGRAM | HOURS | ANNUAL CHARGE | 10 MONTHLY INSTALLMENTS (SEPT-JUNE) |
|-------------------------|-----------------|---------------|-------------------------------------|
| MORNING EXTENDED CARE | 8:00 AM-8:50 AM | \$950.00 | \$95.00 |
| AFTERNOON EXTENDED CARE | 3:00 PM-6:00 PM | \$2,900.00 | \$290.00 |
| HOT LUNCH | N/A | \$750.00 | \$75.00 |
| LANGUAGE CLASSES | Various | \$950.00 | \$95.00 |

Drop-ins and part-time extended care arranged at the Center Director's discretion

Please ask about our sibling and military discounts

Admissions Process Guide

At CommuniKids, we know that a healthy school-home connection is the key to a fulfilling preschool experience. Our Admissions Process is designed to give parents and families ample opportunity to learn about our program, and to give us the chance to learn more about your child and your family.

Step 1: Visit

Visit our school during an Open House (during school hours), Information Session (in the evening), or tour sometime between October 2016 and January 2017. Dates are available on our website, or email us at admissions@communikids.com for more information or to schedule a tour.

Step 2: Apply

Complete an application for admission and return it to us no later than **Friday, January 27, 2017**. Applications can be filled out online at communikids.com, or you may request a paper application. The application fee is \$60.00 before Dec. 16, 2016 and \$75.00 after that date.

Step 3: Parent Conversation Form

Once we receive your application, we will send you a Parent Conversation Form to complete. Because each child and family is different, we appreciate the chance to learn more about yours.

** In-person, one-on-one parent conversations may be scheduled to provide an opportunity for further discussion*

Step 4: Family Visit

Once we receive your Parent Conversation Form, we will invite your child and one parent to visit our school in the morning so that we can get to know each other, and you can experience our ECSL approach first-hand. We'll play, sing, dance, and have fun!

Step 5: Decision

Admissions decisions will be mailed the week of February 27-March 3, 2017.

We sometimes have spaces available during the school year.

If you have missed the regular admissions schedule outlined here, please contact us at admissions@communikids.com or 703.532.1103

Welcome to CommuniKids

Falls Church, VA

P 703.534.2221
F 703.534.2225

115 Hillwood Avenue
Falls Church, VA 22046

communikids.com

Our mission at CommuniKids is to prepare young children to become the **global citizens** of tomorrow by creating a joyful, playful, and nurturing environment that immerses students in a second language. Our program strives to instill the disposition, knowledge, and skills required to succeed in a highly interconnected world.

Since 2005, CommuniKids has been a pioneer in providing language-immersion education to young children. With the establishment of our preschool program in 2009, CommuniKids deepened its commitment to providing play-based, full language-immersion education to our youngest children.

Our own approach, called **Early Childhood Second Language (ECSL₂)**, addresses these needs by preparing children for their K-12 education, while developing multi-cultural competence and second language fluency.

The characteristics of the CommuniKids **ECSL** (pronounced "excel") program are:

- Full-immersion instruction in the target language
- A play-based approach
- A warm, nurturing, and cohesive school environment
- A theme-based, integrated curriculum emphasizing global values

Our Falls Church, VA location is accredited by the National Association for the Education of Young Children (**NAEYC**). NAEYC accreditation is the gold standard for early childhood programs across the country. Families of young children who attend NAEYC-accredited programs can be confident that they deliver the highest quality early care and education.

We look forward to getting to know your family as you begin your preschool journey!

Program Information

General Information

- Our program is licensed by the Virginia Department of Social Services (VDSS), and is accredited by the National Association for the Education of Young Children (NAEYC)
- Students must be at least 2½ years old to attend CommuniKids Preschool Falls Church
- Toilet training is not a requirement for students
- Previous exposure to the target language is not a requirement for students
- The Full Day program runs from 9:00 am-3:00 pm. The Half Day program runs from 9:00 am-12:30 pm
- We offer Early Morning Extended Care from 7:00-8:50 am, Morning Extended Care from 8:00-8:50 am, and Afternoon Extended Care from 3:00-6:00 pm each school day
- Our teachers are native speakers with years of experience working with young children
- Class size is no larger than 14 students with two teachers in each classroom
- Students bring their lunches from home. CommuniKids provides a healthy snack each day

Additional Programs

- We offer language enrichment classes in Arabic, French, and Spanish on weekdays and Saturdays
- We offer a summer camp program with priority registration for preschool families
- We offer a School-age Spanish Afterschool Program for grades K-3

Calendar Information

- Our preschool year runs from early September to mid-June
- We offer a summer camp program with priority registration for preschool families. Summer camp tuition is separate from preschool tuition but comparable in weekly cost
- CommuniKids closes for federal holidays, spring and winter breaks, and occasional professional development days throughout the school year. Please request a copy of our Academic Calendar for more information

Curriculum and Sample Daily Schedule

At CommuniKids Preschool, the school day is conducted entirely in the target language. Our play-based curriculum offers learning opportunities that are intentional, engaging, and developmentally appropriate for young learners. Each day includes time for all kinds of play – child-initiated and teacher-guided – in small and large group settings.

For more detailed information about our curriculum, please refer to the handout called “Our ECSL Curriculum.”

Sample Daily Schedule (varies by age group)

| HOURS | ACTIVITIES |
|----------------------------|--|
| 7:00 AM OR 8:00 AM-8:50 AM | Early / Morning Extended Care |
| 8:50 AM-10:00 AM | Open Centers Circle Time Projects |
| 10:00 AM-10:30 AM | Bathroom Break Snack |
| 10:30 AM-11:30 AM | Outdoor Play and Exploration |
| 11:40 AM-12:00 PM | Guided Centers Reading Time |
| 12:00 PM-12:30 PM | Lunch |
| 12:30 PM | Dismissal for Half-Day Students |
| 12:40 PM-2:00 PM | Transition for Full-Day Students Nap / Quiet Time Bathroom Break |
| 2:00 PM-2:45 PM | Open Centers Guided Centers Projects |
| 2:45 PM-3:00 PM | Closing Circle |
| 3:00 PM | Dismissal for Full-Day Students |
| 3:00 PM-6:00 PM | Afternoon Extended Care |

Tuition and Fees / 2017-18 School Year

Application Fee

| | |
|-----------------------|-----------------------------|
| EARLY APPLICATION FEE | \$60.00 by Dec. 16, 2016 |
| APPLICATION FEE | \$75.00 after Dec. 16, 2016 |

Preschool Tuition

| PROGRAM | HOURS | ANNUAL TUITION | ENROLLMENT FEE (DUE UPON ACCEPTANCE) | DEPOSIT (DUE JUNE 1) | 9 MONTHLY INSTALLMENTS (SEPT-MAY) |
|------------------|------------------|----------------|--------------------------------------|----------------------|-----------------------------------|
| FIVE FULL DAYS | 9:00 AM-3:00 PM | \$14,900.00 | \$500.00 | \$1,440.00 | \$1,440.00 |
| FIVE HALF DAYS | 9:00 AM-12:30 PM | \$8,730.00 | \$500.00 | \$823.00 | \$823.00 |
| THREE HALF DAYS* | 9:00 AM-12:30 PM | \$6,000.00 | \$500.00 | \$550.00 | \$550.00 |

* Limited number of spaces; only available for the 2½ to 3 year old class

Extended Care and Supplemental Services

| PROGRAM | HOURS | ANNUAL CHARGE | 10 MONTHLY INSTALLMENTS (SEPT-JUNE) |
|-----------------------------|-----------------|---------------|-------------------------------------|
| EARLY MORNING EXTENDED CARE | 7:00 AM-8:50 AM | \$1,800.00 | \$180.00 |
| MORNING EXTENDED CARE | 8:00 AM-8:50 AM | \$950.00 | \$95.00 |
| AFTERNOON EXTENDED CARE | 3:00 PM-6:00 PM | \$2,800.00 | \$280.00 |
| LANGUAGE CLASSES | Various | \$950.00 | \$95.00 |

Drop-ins and part-time extended care arranged at the Center Director's discretion

Please ask about our sibling and military discounts

Admissions Process Guide

At CommuniKids, we know that a healthy school-home connection is the key to a fulfilling preschool experience. Our Admissions Process is designed to give parents and families ample opportunity to learn about our program, and to give us the chance to learn more about your child and your family.

Step 1: Visit

Visit our school during an Open House (during school hours), Information Session (in the evening), or tour sometime between October 2016 and January 2017. Dates are available on our website, or email us at admissions@communikids.com for more information or to schedule a tour.

Step 2: Apply

Complete an application for admission and return it to us no later than **Friday, January 27, 2017**. Applications can be filled out online at communikids.com, or you may request a paper application. The application fee is \$60.00 before Dec. 16, 2016 and \$75.00 after that date.

Step 3: Parent Conversation Form

Once we receive your application, we will send you a Parent Conversation Form to complete. Because each child and family is different, we appreciate the chance to learn more about yours.

** In-person, one-on-one parent conversations may be scheduled to provide an opportunity for further discussion*

Step 4: Family Visit

Once we receive your Parent Conversation Form, we will invite your child and one parent to visit our school in the morning so that we can get to know each other, and you can experience our ECSL approach first-hand. We'll play, sing, dance, and have fun!

Step 5: Decision

Admissions decisions will be mailed the week of February 27-March 3, 2017.

We sometimes have spaces available during the school year.

If you have missed the regular admissions schedule outlined here, please contact us at admissions@communikids.com or 703.532.1103

Welcome to CommuniKids

Richmond, VA

P 804.360.3400
F 804.360.3411

3111 Lauderdale Drive
Richmond, VA 23233

communikids.com

Our mission at CommuniKids is to prepare young children to become the **global citizens** of tomorrow by creating a joyful, playful, and nurturing environment that immerses students in a second language. Our program strives to instill the disposition, knowledge, and skills required to succeed in a highly interconnected world.

Since 2005, CommuniKids has been a pioneer in providing language-immersion education to young children. With the establishment of our preschool program in 2009, CommuniKids deepened its commitment to providing play-based, full language-immersion education to our youngest children.

Our own approach, called **Early Childhood Second Language (ECSL_®)**, addresses these needs by preparing children for their K-12 education, while developing multi-cultural competence and second language fluency.

The characteristics of the CommuniKids **ECSL** (pronounced "excel") program are:

- Full-immersion instruction in the target language
- A play-based approach
- A warm, nurturing, and cohesive school environment
- A theme-based, integrated curriculum emphasizing global values

We will be applying for accreditation from the National Association for the Education of Young Children (**NAEYC**) in our RVA center as soon as we are eligible. NAEYC accreditation is the gold standard for early childhood programs across the country. Families of young children who attend NAEYC-accredited programs can be confident that they deliver the highest quality early care and education.

We look forward to getting to know your family as you begin your preschool journey!

Program Information

General Information

- Our program is licensed by the Virginia Department of Social Services (VDSS)
- Students must be at least 18 months old to attend CommuniKids Preschool RVA
- Toilet training is not a requirement for students
- Previous exposure to the target language is not a requirement for students
- The Full Day program runs from 9:00 am-3:00 pm. The Half Day program runs from 9:00 am-12:30 pm
- We offer Early Morning Extended Care from 7:00-8:50 am, Morning Extended Care from 8:00-8:50 am, and Afternoon Extended Care from 3:00-6:00 pm each school day
- Our teachers are native speakers with years of experience working with young children
- Class size is no larger than 14 students with two teachers in each classroom
- Students bring their lunches from home. CommuniKids provides a healthy snack each day
- Our Student Support Team is on-site for both school and parent support

Additional Programs

- We offer language enrichment classes in Chinese, French, and Spanish on weekdays and Saturdays
- We offer a summer camp program with priority registration for preschool families

Calendar Information

- Our preschool year runs from early September to mid-June
- We offer a summer camp program with priority registration for preschool families. Summer camp tuition is separate from preschool tuition but comparable in weekly cost
- CommuniKids closes for federal holidays, spring and winter breaks, and occasional professional development days throughout the school year. Please request a copy of our Academic Calendar for more information

Tuition and Fees / 2016-17 School Year

Application Fee

| | |
|-----------------|---------|
| APPLICATION FEE | \$50.00 |
|-----------------|---------|

Preschool Tuition

| PROGRAM | HOURS | ANNUAL TUITION | ENROLLMENT FEE (DUE UPON ACCEPTANCE) | DEPOSIT (DUE JUNE 1) | 9 MONTHLY INSTALLMENTS (SEPT-MAY) |
|---------------------------|------------------|----------------|--------------------------------------|----------------------|-----------------------------------|
| FIVE FULL DAYS | 9:00 AM-3:00 PM | \$8,000.00 | \$500.00 | \$750.00 | \$750.00 |
| FIVE HALF DAYS | 9:00 AM-12:30 PM | \$4,800.00 | \$500.00 | \$430.00 | \$430.00 |
| THREE FULL DAYS (M, W, F) | 9:00 AM-3:00 PM | \$4,800.00 | \$500.00 | \$430.00 | \$430.00 |
| THREE HALF DAYS (M, W, F) | 9:00 AM-12:30 PM | \$3,000.00 | \$500.00 | \$250.00 | \$250.00 |
| TWO FULL DAYS (T, TH) | 9:00 AM-3:00 PM | \$3,200.00 | \$500.00 | \$270.00 | \$270.00 |
| TWO HALF DAYS (T, TH) | 9:00 AM-12:30 PM | \$1,800.00 | \$500.00 | \$130.00 | \$130.00 |

Extended Care and Supplemental Services

| PROGRAM | HOURS | ANNUAL CHARGE | 10 MONTHLY INSTALLMENTS (SEPT-JUNE) |
|-----------------------------|-----------------|---|---|
| EARLY MORNING EXTENDED CARE | 7:00 AM-8:50 AM | \$1,200.00 or INCLUDED for full-day students | \$120.00 or INCLUDED for full-day students |
| MORNING EXTENDED CARE | 8:00 AM-8:50 AM | \$650.00 or INCLUDED for full-day students | \$65.00 or INCLUDED for full-day students |
| AFTERNOON EXTENDED CARE | 3:00 PM-6:00 PM | \$2,000.00 or INCLUDED for full-day students | \$200.00 or INCLUDED for full-day students |
| LANGUAGE CLASSES | Various | TBA | TBA |

Drop-ins and part-time extended care arranged at the Center Director's discretion

Please ask about our sibling and military discounts

Admissions Process Guide

At CommuniKids, we know that a healthy school-home connection is the key to a fulfilling preschool experience. Our Admissions Process is designed to give parents and families ample opportunity to learn about our program, and to give us the chance to learn more about you and your family.

Step 1: Visit

Visit our school during an Open House or tour. Dates are available on our website, or email us at admissions@communikids.com for more information or to schedule a tour.

Step 2: Apply

Complete an application for admission and return it to us no later than **Wednesday, May 4, 2016**. Applications can be filled out online at communikids.com, or you may request a paper application. The application fee is \$50.00.

Step 3: Parent Conversation Form

Once we receive your application, we will send you a Parent Conversation Form to complete. Because each child and family is different, we appreciate the chance to learn more about yours.

** In-person, one-on-one parent conversations may be scheduled to provide an opportunity for further discussion*

Step 4: Family Visit

Once we receive your Parent Conversation Form, we will invite your child and one parent to visit our school in the morning so that we can get to know each other, and you can experience our ECSL approach first-hand. We'll play, sing, dance, and have fun!

Step 5: Decision

Admissions decisions will be mailed the week of June 6-10, 2016.

**We sometimes have spaces available during the school year.
If you have missed the regular admissions schedule outlined here, please contact us at
admissions@communikids.com or 202-363-4431**



About CommuniKids

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Our own approach, called Early Childhood Second Language ECSL® (pronounced "excel"), addresses these needs by preparing children for their K-12 education while developing multi-cultural competency and second language fluency. The hallmarks of the ECSL program are:

- Full immersion in the target language
- A warm and cohesive school environment
- A play-based approach
- A theme-based, integrated curriculum emphasizing global values



Washington, DC

202.363.0133

dc@communikids.com

4719 Wisconsin Avenue, NW
Washington, DC 20016

communikids.com

Our Mission

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2016-2017
Language Classes

DC | 18 mos - 8 years





CommuniKids Language Classes



Ladybugs (18-36 mo. olds)

| Language | Day | Time |
|----------|------|---------------|
| Spanish | Sat. | 9:00-10:00 am |
| French | Sat. | 9:00-10:00 am |
| Mandarin | Sat. | 9:00-10:00 am |
| Arabic | Sat. | 9:00-10:00 am |

*A parent or care provider needs to remain in the class.



Honeybees (3-5 year olds)

| Language | Day | Time |
|----------|-------------------------|--|
| Spanish | Tues. Thurs. Sat. | 3:10-4:30 pm 3:10-4:30 pm 10:10-11:30 am |
| French | Wed. Fri. Sat. | 3:10-4:30 pm 3:10-4:30 pm 10:10-11:30 am |
| Mandarin | Wed. Fri. Sat. | 3:10-4:30 pm 3:10-4:30 pm 10:10-11:30 |
| Arabic | Sat. | 10:10-11:30 am |



Dragonflies (5-8 year olds)

| Language | Day | Time |
|----------|-------------------------|--|
| Spanish | Tues. Thurs. Sat. | 4:30-5:50 pm 4:30-5:50 pm 11:40-1:00 pm |
| French | Wed. Fri. Sat. | 4:30-5:50 pm 4:30-5:50 pm 11:40-1:00 pm |
| Mandarin | Wed. Fri. Sat. | 4:30-5:50 pm 4:30-5:50 pm 11:40-1:00 pm |
| Arabic | Wed. Fri. Sat. | 4:30-5:50 pm 4:30-5:50 pm 11:40 am-1:00 pm |



Grasshoppers (5+ year olds) Reading/Writing, Language & Culture*

| Language | Class | Day | Time |
|----------|------------------------------|---------------------|------------------|
| Spanish | Reading / Writing Level 1 | Wed. and Fri. | 4:20-5:50 pm |
| Spanish | Reading / Writing Level 2 | Tues. and Thurs. | 4:20-5:50 pm |
| Spanish | Reading / Writing Level 3 | Sat. | 9:00 am-12:00 pm |

*For enrollment in this class, students must take a placement test.

Student and Program Information

- Classes run from September to June. There are 5 sessions of 7 classes each.
- Classes are filled on a first-come, first-served, basis. Registration and schedule changes are accepted based on space availability.
- Classes are subject to change or cancellation based on enrollment.
- Registrations are processed in the order they are received. These forms are available on our website.
- CommuniKids offers make ups for missed classes by letting you attend a class on a different time/day/location.



Academic Sessions

| Session | Dates |
|--------------------|---------------------|
| Session 1 | Sept. 6 - Oct. 22 |
| Session 2 | Oct. 25 - Dec. 17 |
| Thanksgiving Break | Nov. 21 - Nov. 26 |
| Winter Break | Dec. 19 - Jan. 2 |
| Session 3 | Jan. 3 - Feb. 18 |
| Session 4 | Feb. 21 - April 8 |
| Spring Break | April 17 - April 22 |
| Session 5 | April 11 - June 3 |

Note: Classes with fewer than 3 registrations are subject to closure.

Pricing Information

| Description | Per session | Per year |
|---|-------------|------------|
| Ladybugs | \$240.00 | \$1,200.00 |
| Honeybees and Dragonflies | \$280.00 | \$1,400.00 |
| Grasshoppers | \$446.00 | \$2,230.00 |
| New Family non-refundable enrollment fee (one time payment) | \$40.00 | - |

Discounts

| Description | Per session | Per year |
|------------------------------|-------------|---|
| Early Annual Tuition Payment | By Sept. 6 | 10% off |
| Multiple Class or Siblings | Anytime | 10% off for the second and/or third class/child |
| Military Family | Anytime | 10% off |
| Refer a friend | Anytime | \$50.00 off |



About CommuniKids

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- Full immersion in the target language
- A warm and cohesive school environment
- A play-based approach
- A theme-based, integrated curriculum emphasizing global values



Falls Church, VA

703.534.2221

fc@communikids.com

115 Hillwood Avenue

Falls Church, VA 22046

communikids.com

Our Mission

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2016-2017 Language Classes

Falls Church Location | 18 mos - 10 years





CommuniKids Language Classes



Caterpillars (2-3 year olds)

| Language | Day | Time |
|----------|------------------|-------------------|
| Spanish | Tues. AND Thurs. | 10:10 am-12:00 pm |



Ladybugs (18-36 mo. olds)*

*A parent or care provider needs to remain in the class.

| Language | Day | Time |
|----------|-------------------------|--|
| Spanish | Tues. Thurs. Sat. | 9:00-10:00 am 9:00-10:00 am 10:30-11:30 am |
| French | Sat. | 10:30-11:30 am |
| Mandarin | Sat. | 10:30-11:30 am |
| Arabic | Sat. | 10:30-11:30 am |



Honeybees (3-4 year olds)

| Language | Day | Time |
|----------|------------------------|---|
| Spanish | Tues. Tues. Sat. | 4:40-6:00 pm 10:10-11:30 am 9:00-10:20 am |
| French | Sat. | 9:00-10:20 am |
| Mandarin | Sat. | 9:00-10:20 am |
| Arabic | Sat. | 9:00 am -10:20 am |



Dragonflies (5-8 year olds)

| Language | Day | Time |
|----------|-------------------------|--|
| Spanish | Tues. Thurs. Sat. | 4:40-6:00 pm 4:40-6:00 pm 11:40 am-1:00 pm |
| French | Tues. Thurs. Sat. | 4:40-6:00 pm 4:40-6:00 pm 11:40 am-1:00 pm |
| Mandarin | Sat. | 11:40 am-1:00 pm |
| Arabic | Sat. | 11:40 am-1:00 pm |



Grasshoppers (5+ year olds)* Reading/Writing, Language & Culture

| Language | Class | Day | Time |
|----------|------------------------------|------------------|-----------------|
| Spanish | Reading/Writing Level 1 | Tues. and Thurs. | 4:30-6:00 pm |
| Spanish | Spanish Language and Culture | Tues. and Thurs. | 4:30-6:00 pm |
| Spanish | Reading/Writing Level 1 | Sat. | 9:00am-12:00 pm |
| French | Reading/Writing Level 1 | Tues. and Thurs. | 4:30-6:00 pm |

*For enrollment in these classes, students must take a placement test.

Student and Program Information

- Classes run from September to June. There are 5 sessions of 7 classes each.
- Classes are filled on a first-come, first-served basis. Registration and schedule changes are accepted based on space availability.
- Classes are subject to change or cancellation based on enrollment.
- Registrations are processed in the order they are received.
- CommuniKids offers make ups for missed classes by letting you attend a class on a different time/day/location.
- We have a bus stop for Mt. Daniel, Thomas Jefferson, and Beech Tree Elementary Schools. The Bus pick up fee is \$50.00 per session based on a 2 day/week pick up.



Academic Sessions

| Session | Dates |
|--------------------|------------------------|
| Session 1 | Sept. 6 - Oct. 22 |
| Session 2 | Oct. 25 - Dec. 17 |
| Thanksgiving Break | Nov. 21 - Nov. 26 |
| Winter Break | Dec. 19 - Jan. 2, 2017 |
| Session 3 | Jan. 3 - Feb. 18 |
| Session 4 | Feb. 21 - April 8 |
| Spring Break | April 10 - April 16 |
| Session 5 | April 18 - June 3 |

N.B. Classes with fewer than 3 registrations are subject to closure.

Pricing Information

| Description | Per session | Per year |
|---|-------------|------------|
| Ladybugs | \$240.00 | \$1,200.00 |
| Honeybees and Dragonflies | \$280.00 | \$1,400.00 |
| Grasshoppers and Caterpillars | \$446.00 | \$2,230.00 |
| New Family non-refundable enrollment fee (one time payment) | \$40.00 | - |

Discounts

| Description | Per session | Per year |
|------------------------------|-------------|---|
| Early Annual Tuition Payment | By Sept. 10 | 10% off |
| Multiple Class or Siblings | Anytime | 10% off for the second and/or third class/child |
| Military Family | Anytime | 10% off |
| Refer a friend | Anytime | \$50.00 off |



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Richmond, VA

804.360.3400

rva@communikids.com

3111 Lauderdale Drive

Richmond, VA 23233

communikids.com

Our Mission

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2016-2017

Language Enrichment Classes

Richmond | 18 mos - 10 years





CommuniKids Language Enrichment Classes



Ladybugs (18-36 mo. olds)

| Language | Day | Time |
|----------|--------|------------------|
| Spanish | Tues. | 10:00 - 11:00 am |
| | Thurs. | 10:00 - 11:00 am |
| | Sat. | 10:30 - 11:30 am |
| Mandarin | Wed. | 9:30 - 10:30 am |
| | Thurs. | 10:00 - 11:00 am |
| | Sat. | 10:30 - 11:30 am |

*A parent or care provider needs to remain in the class.



Honeybees (3-4 year olds)

| Language | Day | Time |
|----------|--------|---------------------|
| Spanish | Tues. | 3:30 - 4:50 pm |
| | Thurs. | 11:10 am - 12:30 pm |
| | Sat. | 9:00 - 10:20 am |
| Mandarin | Tues. | 3:30 - 4:50 pm |
| | Thurs. | 11:10 am - 12:30 pm |
| | Sat. | 9:00 - 10:20 am |



Dragonflies (5-8 year olds)

| Language | Day | Time |
|----------|--------|--------------------|
| Spanish | Tues. | 3:30 - 4:50 pm |
| | Thurs. | 3:30 - 4:50 pm |
| | Sat. | 11:40 am - 1:00 pm |
| Mandarin | Wed. | 3:30 - 4:50 pm |
| | Thurs. | 3:30 - 4:50 pm |
| | Sat. | 11:40 am - 1:00 pm |



Grasshoppers (5+ year olds) Reading/Writing, Language & Culture*

| Language | Class | Day | Time |
|----------|-----------------------------|--------|----------------|
| Spanish | Reading/ Writing Level 1 | Tues. | 3:30 - 5:00 pm |
| Mandarin | Reading/ Writing Level 1 | Thurs. | 3:30 - 5:00 pm |

*For enrollment in this class, students must take a placement test.



Academic Sessions

| Session | Dates |
|--------------------|------------------------|
| Session 1 | Sept. 6 - Oct. 22 |
| Session 2 | Oct. 25 - Dec. 17 |
| Thanksgiving Break | Nov. 23 - Nov. 28 |
| Winter Break | Dec. 19 - Jan. 2, 2017 |
| Session 3 | Jan. 3 - Feb. 18 |
| Session 4 | Feb. 21 - April 8 |
| Spring Break | April 10 - April 15 |
| Session 5 | April 18 - June 3 |

Note: Classes with fewer than 3 registrations are subject to closure.

Pricing Information

| Description | Per session | Per year |
|---|-------------|----------|
| Ladybugs | \$140.00 | \$700.00 |
| Honeybees and Dragonflies | \$160.00 | \$800.00 |
| Grasshoppers and Caterpillars | \$160.00 | \$800.00 |
| New Family non-refundable enrollment fee (one time payment) | - | \$40.00 |

Discounts

| Description | Per session | Per year |
|------------------------------|-------------|---|
| Early Annual Tuition Payment | By Sept. 8 | 10% off |
| Multiple Class or Siblings | Anytime | 10% off for the second and/or third class/child |
| Military Family | Anytime | 10% off |
| Refer a friend | Anytime | \$50.00 off |

Student and Program Information

- Classes run from September to June. There are 5 sessions of 7 classes each.
- Classes are filled on a first-come, first-served basis. Registration and schedule changes are accepted based on space availability.
- Classes are subject to change or cancellation based on enrollment.
- Registrations are processed in the order they are received. These forms are available on our website.
- CommuniKids offers make ups for missed classes by letting you attend a class on a different time/day/location.



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Washington, DC

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Washington, DC 20016

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CommuniKids Summer Camp

Summer Camp at CommuniKids is a fun, full-immersion experience. Our campers explore the world around them through a science and nature-based curriculum, with plenty of time for outdoor exploration, sand and water play, and engaging activities.

We offer nine weeks of summer camp fun, with the option of registering for just one week or multiple ones! We offer discounts for early registration.

Camp is offered in Spanish for children ages 2 ½ up to 6 years old. Camp is open to everyone and we have children with different fluency levels, from beginners to native speakers.

Registration Information

| Session | Dates |
|-----------|----------------------|
| Session 1 | June 26-June 30 |
| Session 2 | July 3 and July 5-7* |
| Session 3 | July 10-July 14 |
| Session 4 | July 17-July 21 |
| Session 5 | July 24-July 28 |
| Session 6 | July 31-August 4 |
| Session 7 | August 7-August 11 |
| Session 8 | August 14-August 18 |
| Session 9 | August 21-August 25 |

*prorated

Student and Program Information

- Students must be at least 2 ½ to come to CommuniKids Summer Camp.
- Previous exposure to the target language is not a requirement for students.
- We offer a full day program (9:00 am-3:00 pm) and a half day program (9:00 am-12:30 pm). All programs meet five days a week.
- We offer Morning Extended Care (8:00-8:50 am) and Afternoon Extended Care (3:00-6:00pm).
- Students bring their own lunches. CommuniKids provides a healthy snack every day.



Accreditation and Curriculum

- Our Preschool program is accredited by the National Association for the Education of Young Children (NAEYC). www.naeyc.org
- The day is conducted entirely in Spanish.
- Class size is no larger than 14 students with two teachers in each classroom.
- Our teachers are native speakers with years of experience working with young children.
- Our guided play activities are based on early childhood best practices and are designed to help students reach specific linguistic, social, and academic goals.



Language & Age Options

| Language | Ages | Program |
|----------|--------------|---|
| Spanish | 2 ½- 6 years | Half Day 9:00 am-12:30 pm Full Day 9:00 am-3:00 pm |

Program Rates

| Program | Register b/w Jan. 1-Jan 31 | Register b/w Feb. 1-Mar. 31 | Register b/w Apr. 1 - Aug. 21 |
|------------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Full Day | \$389.00 | \$409.00 | \$429.00 |
| Half Day | \$259.00 | \$279.00 | \$279.00 |
| Morning Ext. Care (8-8:50 am) | \$20.00 | \$20.00 | \$20.00 |
| Afternoon Ext. Care (3-6 pm) | \$50.00 | \$50.00 | \$50.00 |
| Deposit - applied toward camp rate | \$100.00 (per child per session) | \$100.00 (per child per session) | \$100.00 (per child per session) |



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703.534.2221

fc@communikids.com

115 Hillwood Avenue

Falls Church, VA 22046

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Our Mission

Our mission at CommuniKids is to prepare young children to become the global citizens of tomorrow by creating a joyful, playful, and nurturing environment that immerses students in a second language. Our program strives to instill the disposition, knowledge, and skills required to succeed in a highly interconnected world.



Language Immersion Summer Camp 2017

Falls Church | Ages 2 ½- 7 years





CommuniKids Summer Camp

Summer Camp at CommuniKids is a fun, full-immersion experience. Our campers explore the world around them through a science and nature-based curriculum, with plenty of time for outdoor exploration, sand and water play, and engaging activities.

We offer nine weeks of summer camp fun, with the option of registering for just one week or multiple ones! We offer discounts depending on date of registration. Please view registration dates for pricing.

Camp is offered in Spanish or French for children ages 2 ½ up to 7 years old. Camp is open to everyone and we have children with different fluency levels, from beginners to native speakers.

Registration Information

| Session | Dates |
|-----------|----------------------|
| Session 1 | June 26-June 30 |
| Session 2 | July 3 and-July 5-7* |
| Session 3 | July 10-July 14 |
| Session 4 | July 17-July 21 |
| Session 5 | July 24-July 28 |
| Session 6 | July 31-August 4 |
| Session 7 | August 7-August 11 |
| Session 8 | August 14-August 18 |
| Session 9 | August 21-August 25 |

*prorated

Student and Program Information

- Students must be at least 2 ½ to come to CommuniKids Summer Camp.
- Previous exposure to the target language is not a requirement for students.
- We offer a full day program (9:00 am-3:00 pm) and a half day program (9:00 am-12:30 pm). All programs meet five days a week. There is limited availability for half day (9:00-12:30 pm).
- We offer Early Morning Extended Care (7:00-8:50 am), Morning Extended Care (8:00-8:50 am) and Afternoon Extended Care (3:00-6:00pm).
- Students bring their own lunches. CommuniKids provides a healthy snack every day.
- Deposit of \$100.00 per child, per session is required to register. The deposit is applied toward weekly camp rate.



Accreditation and Curriculum

- Our Preschool program is accredited by the National Association for the Education of Young Children (NAEYC). www.naeyc.org
- The day is conducted entirely in the language of your choice: Spanish or French.
- Class size is no larger than 14 students with two teachers in each classroom.
- Our teachers are native speakers with years of experience working with young children.
- Our guided play activities are based on early childhood best practices and are designed to help students reach specific linguistic, social, and academic goals.



Language & Age Options

| Language | Ages | Program |
|----------|---------------|---|
| Spanish | 2 ½ - 7 years | Half Day 9:00 am-12:30 pm Full Day 9:00 am-3:00 pm |
| French | 2 ½ - 7 years | Half Day 9:00 am-12:30 pm Full Day 9:00 am-3:00 pm |

Program Rates

| Program | Register b/w Jan. 1-Jan 31 | Register b/w Feb. 1-Mar. 31 | Register b/w Apr. 1 - Aug. 21 |
|------------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Full Day | \$389.00 | \$409.00 | \$429.00 |
| Half Day | \$259.00 | \$279.00 | \$279.00 |
| Early Morn. Ext. Care (7-7:50 am) | \$35.00 | \$35.00 | \$35.00 |
| Morning Ext. Care (8-8:50 am) | \$20.00 | \$20.00 | \$20.00 |
| Afternoon Ext. Care (3-6 pm) | \$50.00 | \$50.00 | \$50.00 |
| Deposit - applied toward camp rate | \$100.00 (per child per session) | \$100.00 (per child per session) | \$100.00 (per child per session) |



About CommuniKids

Since 2005, CommuniKids has been a pioneer in providing language-immersion education to young children.

With the establishment of our Preschool program in 2009, CommuniKids deepened its commitment to providing play-based, full language-immersion education to our youngest children.

Our own approach, called Early Childhood Second Language ECSSL® (pronounced "excel"), addresses these needs by preparing children for their K-12 education while developing multi-cultural competency and second language fluency. The hallmarks of the ECSSL program are:

- Full immersion in the target language
- A warm and cohesive school environment
- A play-based approach
- A theme-based, integrated curriculum emphasizing global values



Richmond, VA

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Richmond, VA 23233

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Our Mission

Our mission at CommuniKids is to prepare young children to become the global citizens of tomorrow by creating a joyful, playful, and nurturing environment that immerses students in a second language. Our program strives to instill the disposition, knowledge, and skills required to succeed in a highly interconnected world.



Language Immersion Summer Camp

2017

Richmond | Ages 18 mo.- 8 years





CommuniKids Summer Camp

Summer Camp at CommuniKids is a fun, full-immersion experience. Our campers explore the world around them through a science and nature-based curriculum, with plenty of time for outdoor exploration, sand and water play, and engaging activities.

We offer nine weeks of summer camp fun, with the option of registering for just one week or multiple ones! We offer discounts for early registration.

Camp is offered in Spanish or Mandarin for children ages 18 mo. up to 8 years old. Camp is open to everyone and we have children with different fluency levels, from beginners to native speakers.

Registration Information

| Session | Dates |
|-----------|---------------------|
| Session 1 | June 27-July 1 |
| Session 2 | July 5-July 8* |
| Session 3 | July 11-July 15 |
| Session 4 | July 18-July 22 |
| Session 5 | July 25-July 29 |
| Session 6 | August 1-August 5 |
| Session 7 | August 8-August 12 |
| Session 8 | August 15-August 19 |
| Session 9 | August 22-August 26 |

*prorated

Student and Program Information

- Students must be at least 18 months old to come to CommuniKids Summer Camp.
- Previous exposure to the target language is not a requirement for students.
- We offer a full day program (9:00 am-3:00 pm) and a half day program (9:00 am-12:30 pm). All programs meet five days a week.
- We offer Early Morning Extended Care (7:00-8:50 am), Morning Extended Care (8:00-8:50 am) and Afternoon Extended Care (3:00-6:00pm).
- Students bring their own lunches. CommuniKids provides a healthy snack every day.



Accreditation and Curriculum

- We follow the guidelines of the National Association for the Education of Young Children (NAEYC). www.naeyc.org
- The day is conducted entirely in the language of your choice: Spanish or Mandarin.
- Class size is no larger than 14 students with two teachers in each classroom.
- Our teachers are native speakers with years of experience working with young children.
- Our guided play activities are based on early childhood best practices and are designed to help students reach specific linguistic, social, and academic goals.



Language & Age Options

| Language | Ages | Program |
|----------|-----------------|---|
| Spanish | 18 mo.- 8 years | Half Day 9:00 am-12:30 pm Full Day 9:00 am-3:00 pm |
| Mandarin | 2 - 6 years | Half Day 9:00 am-12:30 pm Full Day 9:00 am-3:00 pm |

Program Rates

| Program | Weekly Rate |
|--|----------------------------------|
| Half Day | \$180.00 |
| Full Day | \$250.00 |
| Early Morning Extended Care (7:00-8:50 am) | \$20.00 |
| Morning Extended Care (8:00-8:50 am) | \$10.00 |
| Afternoon Extended Care (3:00-6:00 pm) | \$30.00 |
| Deposit - applied toward weekly camp rate | \$100.00 (per child per session) |

Discounts

| | |
|--------------------------|----------------------|
| Early Registration | January 1 - March 31 |
| Multiple Session Sign-Up | April 1 - May 31 |

Exhibit C: Budget and Pro Forma Deleted

Exhibit D: Letters of Intent

Deleted

Exhibit E: Victory Housing Communities

| VICTORY HOUSING, INC. COMMUNITIES | | | | | | | |
|--|------------------------------|-------------|--|-------------------------|---------------------------|-----------------|------------------|
| PROPERTY INFORMATION | | | | | | | |
| | Name | Type | Address | Year Built or Renovated | Rehab or New Construction | Number of Units | Acquisition Date |
| MARYLAND | | | | | | | |
| MONTGOMERY COUNTY | | | | | | | |
| 1 | Winslow House | WFH | 666 Houston Avenue Takoma Park, MD 20912 | 2003 | R | 46 | 4/25/2003 |
| 2 | Grace House | AL | 3214 Norbeck Road Silver Spring, MD 20906 | 2006 | NC | 32 | N/A |
| 3 | Marian Assisted Living | AL | 19109 Georgia Avenue Olney, MD 20833 | 2000 | R | 41 | 5/26/1999 |
| 4 | Cambridge | WFH | 676 Houston Avenue Takoma Park, MD 20912 | 2002 | R | 33 | 4/13/2000 |
| 5 | Bartholomew House | AL | 8904 River Road Bethesda, MD 20817 | 1998 | NC | 33 | N/A |
| 6 | Hampshire Village | LM IL 9%TC | 3210 Norbeck Road Silver Spring MD 20906 | 2003 | NC | 110 | N/A |
| 7 | Byron House | AL | 9210 Kentsdale Drive Potomac, MD 20854 | 1999 | NC | 33 | N/A |
| 8 | Raphael House | AL | 1515 Dunster Road Rockville, MD 20854 | 1991 | NC | 31 | N/A |
| 9 | Victory Terrace | LM IL 4%TC | 9440 Newbridge Drive Potomac, MD 20854 | 2003 | NC | 72 | N/A |
| 10 | Victory Forest | LM IL 4%TC | 10000 Brunswick Avenue Silver Spring, MD 20910 | 2009 | R | 181 | 8/27/2008 |
| 11 | Victory Tower | VL IL 9%TC | 7051 Carroll Avenue Takoma Park, MD 20912 | 2004 | R | 187 | 12/17/2003 |
| 12 | Victory Oaks | VL IL | 721 Beacon Road Silver Spring, MD 20903 | 2012 | NC | 49 | N/A |
| 13 | Covenant Village | LM IL 4%TC | 18889 Waring Station Road Germantown, MD 20876 | 2007 | NC | 89 | N/A |
| 14 | Andrew Kim House | VL IL | 2100 Olney - Sandy Spring Road, Olney, MD 20832 | 2002 | NC | 76 | N/A |
| 15 | Victory Court | LM IL | 209 Monroe Street Rockville, MD 20850 | 2013 | NC | 86 | N/A |
| Sub-Total | | | | | | 1,099 | |
| PRINCE GEORGE'S COUNTY | | | | | | | |
| 16 | Trinity Terrace | VL IL | 6001 Fisher Road Temple Hills, MD 20748 | 2004 | NC | 72 | N/A |
| 17 | Malta House | AL | 4916 LaSalle Road Hyattsville, MD 20782 | 1995 | NC | 31 | N/A |
| 18 | Victory House at Palmer Park | VL IL | 7801 Barlowe Road Landover, MD 20785 | 2005 | NC | 69 | N/A |
| 19 | Cheval Court | VL IL | 2611 Luana Drive Forestville, MD 20747 | 2007 | NC | 26 | N/A |
| 20 | Victory Crest | VL IL | 6100 Sargent Road Hyattsville, MD 20782 | 2010 | NC | 60 | N/A |
| 21 | Avondale Park Apartments | VL IL | 4915 Eastern Avenue Hyattsville, MD 20782 | 1998 | NC | 88 | N/A |
| 22 | Manor Apartments | VL IL | 4907 Eastern Avenue Hyattsville, MD 20782 | 1996 | NC | 62 | N/A |
| Sub-Total | | | | | | 408 | |
| CHARLES COUNTY | | | | | | | |
| 23 | Victory Brookside (2) | VL IL | 2008 Wingate Court Waldorf, MD 20602 | N/A | Acquisition only | 56 | 1/7/2012 |
| 24 | Victory Lakeside (2) | VL IL | 2005 St. Thomas Drive Waldorf, MD 20602 | N/A | Acquisition only | 54 | 7/31/2013 |
| 25 | La Plata Manor | VL IL 4%TC | 1 Hickory Lane La Plata, MD 20646 | 2010 | R | 101 | 1/1/2009 |
| Sub-Total | | | | | | 211 | |
| ST. MARY'S COUNTY | | | | | | | |
| 26 | Victory Woods | LM IL 9%TC | 22611 FDR Boulevard Lexington Park, MD 20653 | 2011 | NC | 75 | N/A |
| MARYLAND TOTAL | | | | | | 1,793 | |
| DISTRICT OF COLUMBIA | | | | | | | |
| 27 | Parkfair Apartments | WFH | 1611 Park Road, NW Washington, DC 20010 | 2002 | R | 31 | 5/29/2001 |
| 28 | Victory Square | LM IL 4%TC | 600 Barnes Street, NE Washington DC 20019 | 2012 | NC | 98 | N/A |
| 29 | Victory Heights | VL IL | 1369 Irving Street, NW Washington, DC 20010 | 2007 | NC | 75 | N/A |
| 30 | Summit at St. Martin's | LM WFH 4%TC | 116 T Street, NE Washington, DC 20002 | 2010 | NC | 178 | N/A |
| DISTRICT OF COLUMBIA TOTAL | | | | | | 382 | |
| GRAND TOTAL | | | | | | 2,175 | |
| AL Assisted Living for frail seniors IL Independent Living for seniors WFH Workforce Housing for families LM Low- and Moderate Income VL Very Low Income (HUD 202 capital grants) TC Low-Income Housing Tax Credit (LIHTC) financed | | | | | | | |

Exhibit F: PROJECTED TIMELINE

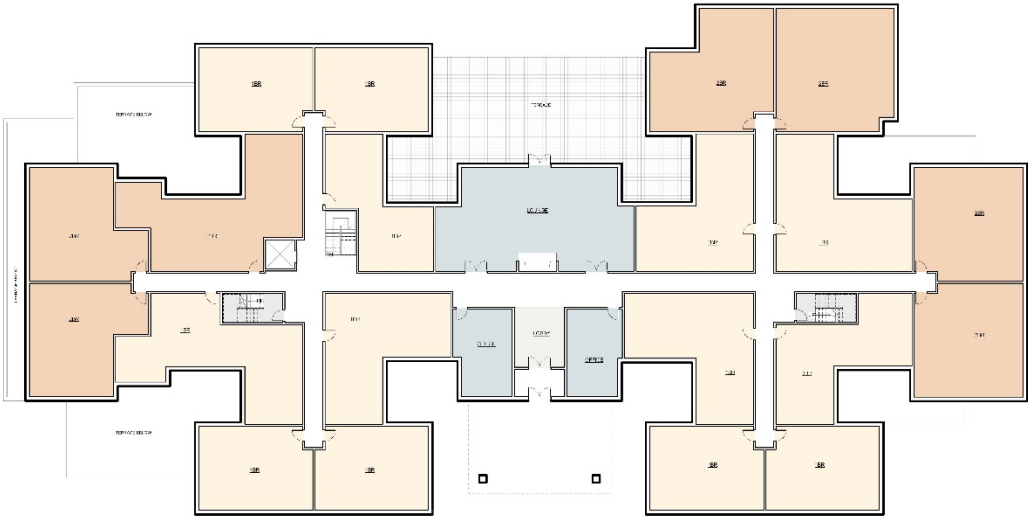
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Exhibit G: RENDERINGS



FORMER SILVER SPRING LIBRARY
2/28/2017

SITE STRATEGY DIAGRAM



Victory
Housing

FORMER SILVER SPRING LIBRARY
2/28/2017

TYPICAL FLOOR PLAN



Victory
Housing

FORMER SILVER SPRING LIBRARY
2/28/2017

SOUTH-WEST VIEW FROM COLESVILLE RD



FORMER SILVER SPRING LIBRARY
2/28/2017

NORTH-EAST VIEW FROM COLESVILLE RD