ARLINGTON PORTFOLIO

Home to Hundreds of Arlington Businesses
Crystal City: Evolution & Transformation
Mix of Uses

- 11.5 Million SF of Office
- 12 Hotels
- 6,000 Residential Units
- 1 Million SF of Retail & Restaurants
- Parks & Plazas
- Activities & Events
Best Transportation in Metro Area

- Metro
- VRE
- Reagan National Airport
- Commuter Bus
- Bike Trails
Tenant Moves – A Call To Action

- PTO, USAIR & EPA— 2004-2006
- BRAC — ongoing
- Each Drove a Comprehensive Program to Enhance Crystal City — *for the near and the long term*
Two-Way Streets

Crystal City
Go BOTH Ways
Starting June 26th
Signage Program

- New Parking Signs
- Kiosks
- Directional
- Tenant
New Retail Main Street
Before “Street” Retail
New Retail

- Jaleo
- Kora
- McCormick & Schmick’s
- Bailey’s Pub & Grill
- Cold Stone Creamery
- Caribou Coffee
- Chevy Chase Bank
- Neramitra Thai Cuisine
- Ted’s Montana Grill
- Corner Bakery Café
- Cosi Café
- Noodles & Company
- PLUS Chick-fil-A
Building Enhancements

2121 Crystal Drive
Crystal City, Urban Village?

A Developer Wants to Revitalize an Area Known for Its High-Rises and Tunnels
By Lining Its Streets With Hip New Restaurants and Shops. By Jerry Markon | Page 18
PBS Selects
Crystal City
Location for
Headquarters

By DANA SHAWGHEI
Washington Post Staff Writer
October 16, 2001, Page E11

The Public Broadcasting Service said yesterday that it signed a deal to move its headquarters from Alexandria to Crystal City, where Charles E. Smith Commercial Realty has remodeled offices and will provide space to make the area more pedestrian friendly and attract non-government tenants.

The public television network has spent the past two years looking for a new home in the District or Northern Virginia because its lease on offices in Alexandria expires in two years, said Beeler, David E. Beeler, a senior vice president at real estate company Smith.

PBS, which has 349 member television stations, is expected to move in February 2002 into 150,000 square feet at 2510 Crystal Dr. Beeler said the developer and tenant plan extensive interior and exterior renovations. The complex multi-company is taking space vacated by the U.S. Postal and Federal Office.

Since summer, the government agency has been moving out of several buildings, totaling nearly 1.9 million square feet, that is housed in

Crystal City as it moves employees to its new headquarters in Alexandria.

The 10 million-square-foot office market in Crystal City has been a magnet for government agencies, contractors and related companies. But Bethesda-based Charles E. Smith, Crystal City's original developer in the 1960s, said he tried to benefit in large.

The developer also has had to deal with complaints that Crystal City is hard to get across, with its narrow streets and underground shops. Charles E. Smith owns $40 million to add signs, make access easier, renovate offices and build outside food, and restaurants that serve a variety of food, including Spanish tapas and burger and beer.

“Crystal City has essentially been all government contracts,” said Marty M. Atkinson, a senior vice president who specializes in Northern Virginia at real estate company Greif & Ellis (G&E). “But for PBS, he said, “It would be huge for us.”

Brokers in the office have found tenants for one, fourth of the office space the tenant office is leaving, according to Michael N. Schen, president of the company, which is a branch of Nevada Realty Trust of New York.

Some of the brokers renting in the offices are doing the same, with some landlords and other contractors, but the government, which is taking 75,000 square feet. Terms of the PBS lease were not disclosed because the discussions were private. Brokers who had other tenants looking at the space were said that asking rates ranged from the high $20s to the low $30s per square foot.
Adaptive Reuse Redevelopment

19 Stories; 270,000 SF; 265 units
Luxury Rental Apartment Building

13 Story — 200,000 SF
Office Building

Added 6 Floors

220 20th Street
Business Improvement District
CRYSTAL CITY SECTOR PLAN

- 40-Year Vision Plan Approved 9-29-10
- Four year process with almost 100 public meetings
- Takes Crystal City Momentum to the Next Level
- Once in a 100-Year Opportunity:
  - Density: 60% increase
  - Height: doubling in certain places
  - Mix of Uses
  - Transit: new transit way funding approved
  - Quality, Creative Design
  - Urban Vitality
Density Growth

Total Gross Floor Area programmed within Crystal City Study Area

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<th>Millions GFA</th>
<th>Existing</th>
<th>Plan Proposed - 2050</th>
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- Other: 3.5
- Retail: 24.7
- Hotel: 5.1
- Office: 16.1
- Residential: 16.9
Crystal City Transitway Map
Transitway Station
Transitway Section

B-B' - CRYSTAL DRIVE - NORTH OF 23RD STREET S

C-C' - CRYSTAL DRIVE - SOUTH OF 26TH STREET S
Crystal City: Evolution & Transformation