

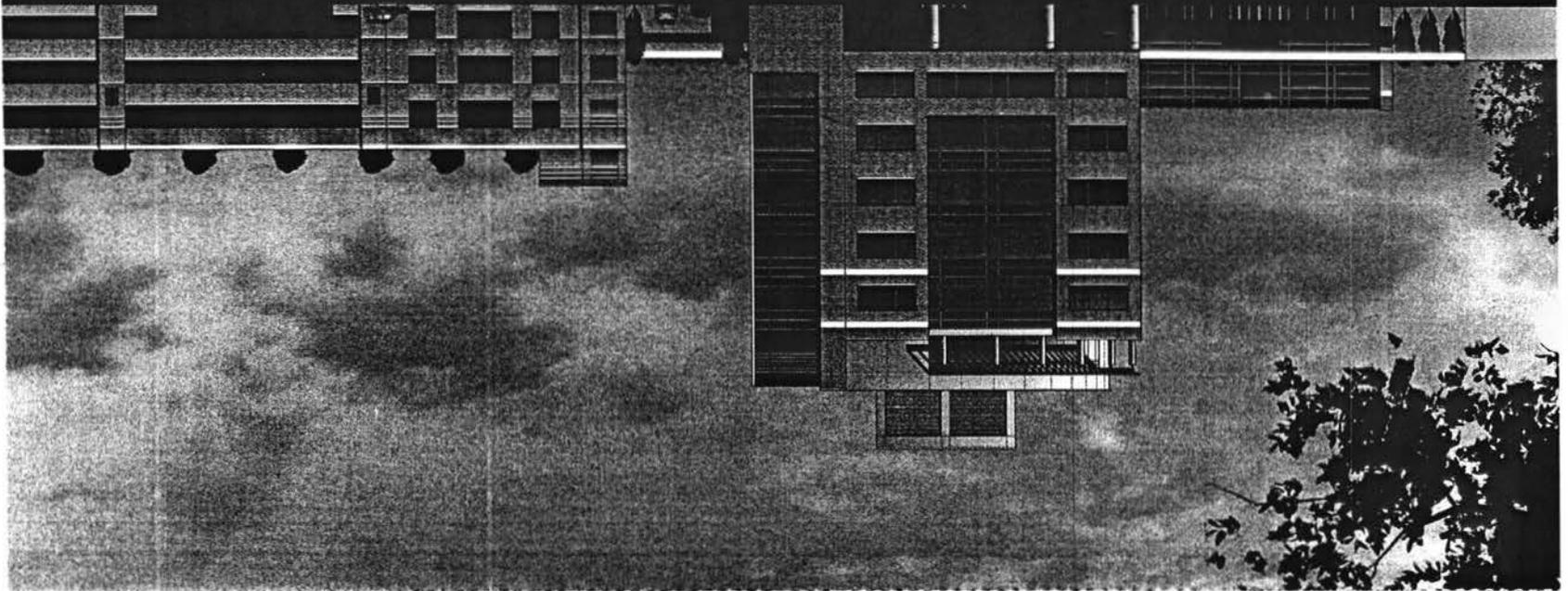
**ZONING COMMISSION CASE NO. 05-42**  
**SIBLEY HOSPITAL'S PROPOSED CONDITIONS OF ZONING**  
**COMMISSION APPROVAL**

1. The Applicant shall comply with the Transportation Management Plan ("TMP") outlined in Exhibit 171 of the Record. The TMP shall include the following components:
  - a. A traffic routing program for employees, patients, and visitors who drive to the hospital, including signage to direct vehicular traffic to entrances located off Little Falls Road
  - b. A shuttle bus providing continuous weekday service to the nearby Friendship Heights Metrorail Station;
  - c. Information dissemination measures to promote the shuttle bus, including distribution of brochures to individual offices and advertisement materials in the office building lobby;
  - d. Carpool incentives for hospital employees [as well as employees of the medical office building's tenants], including a ridesharing database and matching service and carpool spaces to registered rideshare groups;
  - e. Provide bicycle parking spaces adjacent to the medical office building;
  - f. A transit benefits program that deducts pre-tax dollars for transit fare for all hospital employees that register for the program; and
  - g. A quarterly report to the District Department of Transportation ("DDOT") and ANC 3D, detailed in the DDOT Report marked as Exhibit 175, that includes:
    - i. Details on the utilization of the carpool and shuttle bus services (derived from data obtained in a typical week); and
    - ii. Details on the utilization of the transit benefits program.
2. The Applicant shall contribute 100% of the traffic engineering and construction costs of the redesign and reconstruction of the intersection of Loughboro Road and Dalecarlia Parkway, in accordance with the "Intersection Design Details" Plan dated January 25, 2007 and marked as Exhibit 15 of the Record. Further, the Applicant shall:
  - a. Coordinate the installation of active warning signs and pavement markings on southbound Dalecarlia Parkway with DDOT staff, including an approach warning 500 feet from the entrance to the Sibley medical campus, in order to regulate vehicular speed;

- b. Coordinate the final design of the intersection, including all pedestrian facilities, with DDOT staff.
        - c. Include a layover lane exclusively for use by public buses. In the event that DDOT and WMATA determine that it is appropriate to relocate the existing Metrobus stop on Loughboro Road to the bus layover location, the Applicant shall coordinate with DDOT and WMATA officials to relocate the bus stop.
3. The Project shall include the sustainable design features detailed in the Applicant's "Project Sustainability Initiatives" Plan and included in the Applicant's presentation marked as Exhibit 171 of the Record.
4. The Project shall include the stormwater management features detailed in the Applicant's "Concept Grading and Stormwater Management Plan" and included in the Applicant's presentation marked as Exhibit 171 of the Record.
5. The Project shall include the landscape design features detailed in the Applicant's Landscape Plan and included in the Applicant's presentation marked as Exhibit 171 of the Record.
6. The Project shall include a public park located at the northwest corner of the intersection of Loughboro Road and Dalecarlia Parkway, which shall be maintained by the Applicant as a public park and open for public use and enjoyment.
7. The Applicant shall abide by the "Development and Construction Management Plan" submitted to ANC 3D on September 6, 2006 and included in the Applicant's supplemental submission marked as Exhibit 80 of the Record. Further, following the issuance of a building permit and prior to the issuance of a certificate of occupancy for the parking garage, the Applicant shall utilize the measures detailed in the "Interim Parking Plan" submitted on February 21, 2007 and marked as Exhibit \_\_ of the Record in order to ensure adequate parking for hospital employees, patients, and visitors during the construction of the Project.
8. Prior to the issuance of a building permit, the Applicant shall contribute \$140,000 to IONA Senior Services, for the purchase of two vans and other improvements to assist IONA with the transportation services that it provides to seniors in the Northwest Washington community.
9. Following the completion of the medical office building, the Applicant shall not supplant any uses transferred to the medical office building from other facilities on the Sibley Campus with any new uses; provided, that the Applicant expressly retains the right to use such space for the relocation and decompression of any hospital related use in existence on the Sibley Campus as of the effective date of this Order.
10. In regard to the operation of the parking garage, the Applicant shall:
  - a. Turn off all lights on the above-grade levels of the parking garage at 9:00 PM. The below-grade levels of the garage will remain lit for after-hours parking.

- b. Require that all leases for space in the medical office building include a provision that requires the tenant to provide validated parking for its staff members.**
- 11. The Applicant shall enter into a Memorandum of Understanding with the Office of Local Business Development.**
- 12. The Applicant shall enter into a First Source Employment Agreement with the Department of Employment Services.**

Sibley Memorial Hospital Medical Office Building ■ Opening Spring 2009



No postage  
necessary  
if mailed in the  
United States

---

**BUSINESS REPLY MAIL**

First Class      Permit No. 15912      Washington, DC

---

Postage will be paid by addressee:



Sibley Memorial Hospital  
Attention: Jerry Price, Executive Vice President  
5255 Loughboro Road, NW  
Washington, DC 20077-5124



Sibley Memorial Hospital  
Medical Office Building

Opening Spring 2009

Specifications:

- Class A Medical Building
- Competitive lease rates
- Seven floors with a total of 90,000 rentable square feet
- 760-car parking garage for physicians, staff and patients; parking for physicians and staff covered in the lease
- Buildout allowances
- Shuttle bus from Friendship Heights Metro

Building will also include:

- Three-suite surgery center with two procedure rooms
- Outpatient pharmacy
- Lab facilities with drawing station
- Diagnostic radiology: CT, ultrasound, x-ray
- Durable medical equipment
- Café with heart-healthy meal options
- 270-seat auditorium



Sibley Memorial Hospital  
Medical Office Building



This survey is not an obligation to lease.

Yes I'm interested.       No I'm not interested.

Name \_\_\_\_\_

Specialty \_\_\_\_\_

Approximate square feet required  500     1000     1500     2000     Other

My current lease expires in  One year       Two years  
 Three years       Three-plus years

Drop this postage-paid card  
in any mailbox

*Sibley Memorial Hospital*  
**Medical Office Building**  
**Physician Interest Survey**

SPECIALTY	SPACE	LEASE EXPIRES	INTERESTED	PRACTICE SIZE
Gynecologic Oncology	800		Y	Solo
Neurosurgery	2,000	3+ yrs	Y	Solo
OB/GYN	1,000	2 yrs	Y	Solo
Plastic Surgery	2,000	2 yrs	Y	Solo
Plastic Surgery	2,000	2 yrs	Y	Solo
Plastic Surgery	3,000	Evergreen	Y	Solo
Internal Medicine	3,000	3 yrs	Y	Solo
Internal Medicine	1,500	3+ yrs	Y	Solo
Plastic Surgery	1,500	1 yr	Y	Solo
Orthopedics	2,000	3+ yrs	Y	Solo
OB/GYN	1,000	1 yr	Y	Solo
Dermatology	2,000	1 yr	Y	Solo
OB/GYN	500	1 yr	Y	Solo
Ophthalmology	2,000	3 yrs	Y	Solo
Podiatry	1,500	3 yrs	Y	Solo
Breast Surgery	1,500	3 yrs	Y	Solo
Cardiology	1,500	3 yrs	Y	Solo
Otolaryngology	1,000	1 yr	Y	Solo
Psychiatry	1,500	1 yr	Y	Solo
Otolaryngology	2,000	2 yrs	Y	Solo
Psychiatry	1,000	3+ yrs	Y	Solo
Psychiatry	1,000	1 yr	Y	Solo
Plastic Surgery	2,000	3+ yrs	Y	Solo
Psychiatry	500		Y	Solo
Internal Medicine	1,000	1 yr	Y	Solo
Cardiology	3,000	2 yrs	Y	Solo
OB/GYN	1,500	3+ yrs	Y	Solo
Dermatology	2,000	2 yrs	Y	Solo
Orthopedics	1,500	1 yr	Y	Solo
Medical Oncology/Hematology	2,500	5 yrs	Y	Solo
Podiatry	1,500	2 yrs	Y	Solo
Psychiatry	1,000	3 yrs	Y	Solo
OB/GYN	1,000	2 yrs	Y	Solo
Dermatology	8,000	1 yr	Y	Group
Gastroenterology	1,000	3 yrs	Y	Group
Cardiology	1,500	1 yr	Y	Group
General Surgery	1,000	2 yrs	Y	Group
OB/GYN	2,000	3+ yrs	Y	Group
Plastic Surgery	1,000	3+ yrs	Y	Group
Urology	3,000	3+ yrs	Y	Group
Urology	2,000	3 yrs	Y	Group
Internal Medicine	1,000		Y	Group
OB/GYN	1,500	1 yr	Y	Group
Gastroenterology	1,000	3 yrs	Y	Group
Pediatric Cardiology	1,000	2 yrs	Y	Group
Orthopedics	3,300	2 yrs	Y	Group
Gynecologic Surgery	2,000	1 yr	Y	Group
Internal Medicine	1,000	1 yr	Y	Group
General Surgery	2,500	3+ yrs	Y	Group
Gynecologic Surgery	1,500	3 yrs	Y	Group
Plastic Surgery	2,500	2 yrs	Y	Group
Pediatrics	2,000	3+ yrs	Y	Group
Internal Medicine	1,000	3+ yrs	Y	Group
Orthopedics	4,000	3+ yrs	Y	Group
Pediatrics	2,000		Y	Group
General Surgery	1,000	2 yrs	Y	Group
Pain Medicine	1,000		Y	Group
Orthopedics	2,000	3 yrs	Y	Group
Podiatry	1,000	2 yrs	Y	Group
Pulmonary	4,000	3 yrs	Y	Group

*Sibley Memorial Hospital*  
**Medical Office Building**  
**Physician Interest Survey**

<b>SPECIALTY</b>	<b>SPACE</b>	<b>LEASE EXPIRES</b>	<b>INTERESTED</b>	<b>PRACTICE SIZE</b>
OB/GYN	2,000	3+ yrs	Y	Group
Internal Medicine	12,000	3+ yrs	Y	Group
OB/GYN	5,000	3 yrs	Y	Group
Multi-Speciality Org.	4,500		Y	Group
OB/GYN	6,000		Y	Group
<b>TOTAL</b>	137,100			



February 13, 2007

Mr. Jerry Price  
Executive Vice President  
Sibley Memorial Hospital  
5255 Loughboro Road, N.W.  
Washington, D.C. 20016-2695

Dear Mr. Price:

What follows is our opinion regarding the "lease-up" of the new medical office building Sibley Memorial Hospital (Sibley) will be constructing or more specifically the conversion rate of prospective tenants to closed lease transactions. Of the 137,000 square feet in reservation letters for prospective tenants with leases expiring within the next 3 years currently identified Scheer Partners, Inc. (SPI) would anticipate that at a minimum 45-60% would convert into closed lease transactions.

Prospects with approximately one year remaining on their current lease may be the most difficult to convert for the simple fact that your new building will not be ready in time and therefore these prospects may be forced to renew existing leases or relocate to alternate facilities. On a positive note this group represents the smallest set of current prospects. Moreover, this group may still convert to a Sibley tenant if they are able to renew in place for a short term coinciding with the delivery date of your project hence pushing the aforementioned conversion percentage to the higher end of the range.

The statements herein are based on our experience in working with the medical / healthcare community in the Greater Washington region for the past sixteen years. SPI believes the Sibley project will be successful. Please feel free to call on us for any additional comments or if you should require clarification.

Sincerely,

Daniel J. Gonzalez  
Executive Vice President

Shaun P. Sullivan  
Senior Associate

cc: Robert Scheer – President

February 16, 2007

Mr. Jerry Price  
Executive Vice President and Chief Operating Officer  
Sibley Memorial Hospital  
5255 Loughboro Road, NW  
Washington, DC 20016-2695

Re: New Medical Office Building

Dear Jerry:

We are in receipt of your Physician Interest Survey and are encouraged by the responses. We understand that the Survey was conducted to local Northwest and Friendship Heights practices and/or to groups that have an existing relationship with the Hospital. That said, we have studied the findings in your Survey and provide the following metrics. Of the 70 respondents:

- the average prospect size is 1,957 square feet
- 77% have existing lease obligations of 3 years or less (representing 95,000 square feet), while 23% have terms of greater than 3 years (representing 42,000 square feet)

That said, the Hospital should be equally encouraged with the Survey results as it contemplates pursuing this project. In terms of what percentage from the 137,000 square feet of interested prospects Transwestern feels should convert to executed leases for your 70,000 square feet of vacancy, we believe using 60% would be a sensible and fairly conservative figure. We arrived at this number by applying a 75% conversion rate to those prospects with remaining leases of less than 3 years (by square footage), and 25% to those prospects with leases of greater than 3 years. Across 137,000 square feet of prospects, this percentage equates to 81,000 square feet. This number could improve if we felt confident in a higher conversion rate than 25% for those tenants with terms remaining of greater than three years (as example, revising to 50% from 25% would result in a 67% conversion rate).

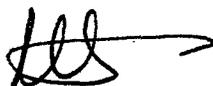
Of course, engaging a full-scale marketing program of canvassing to targeted medical community, broker networking, select advertising and the like should also increase your pre-lease success rate.

Should you have any questions or wish to discuss further, please feel free to call.

Sincerely,



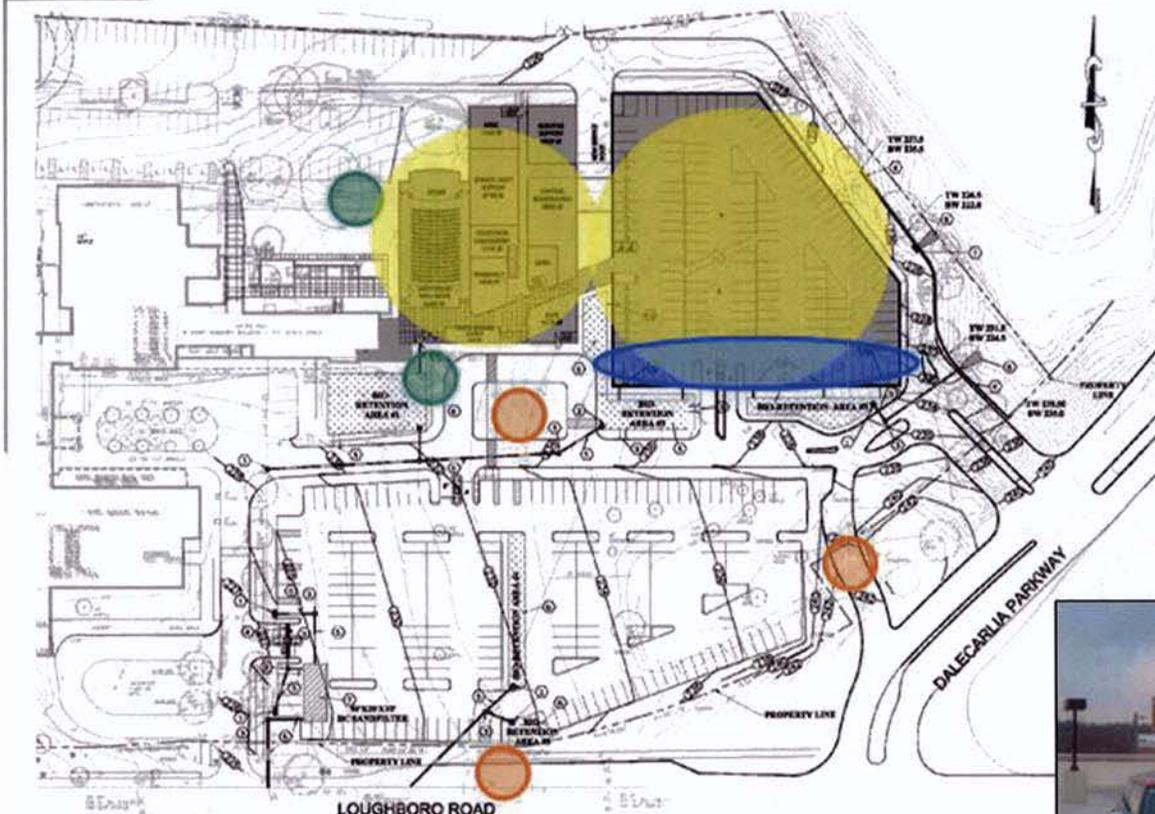
Kevin M. McShea  
Senior Vice President



Raymond J Hite  
Managing Senior Vice President



# Sibley Memorial Hospital Medical Office Building



-  **Priority Parking**  
Low emitting/  
alternative fuel vehicles
-  **Mass Transit**  
Metro Bus Stop  
Friendship Heights Metro Shuttle  
Bus layover accommodation
-  **Bicycle Parking**
-  **Light Pollution Reduction**  
Scheduled operation  
Full cut off fixtures  
Below grade fixtures



Bike Rack Detail

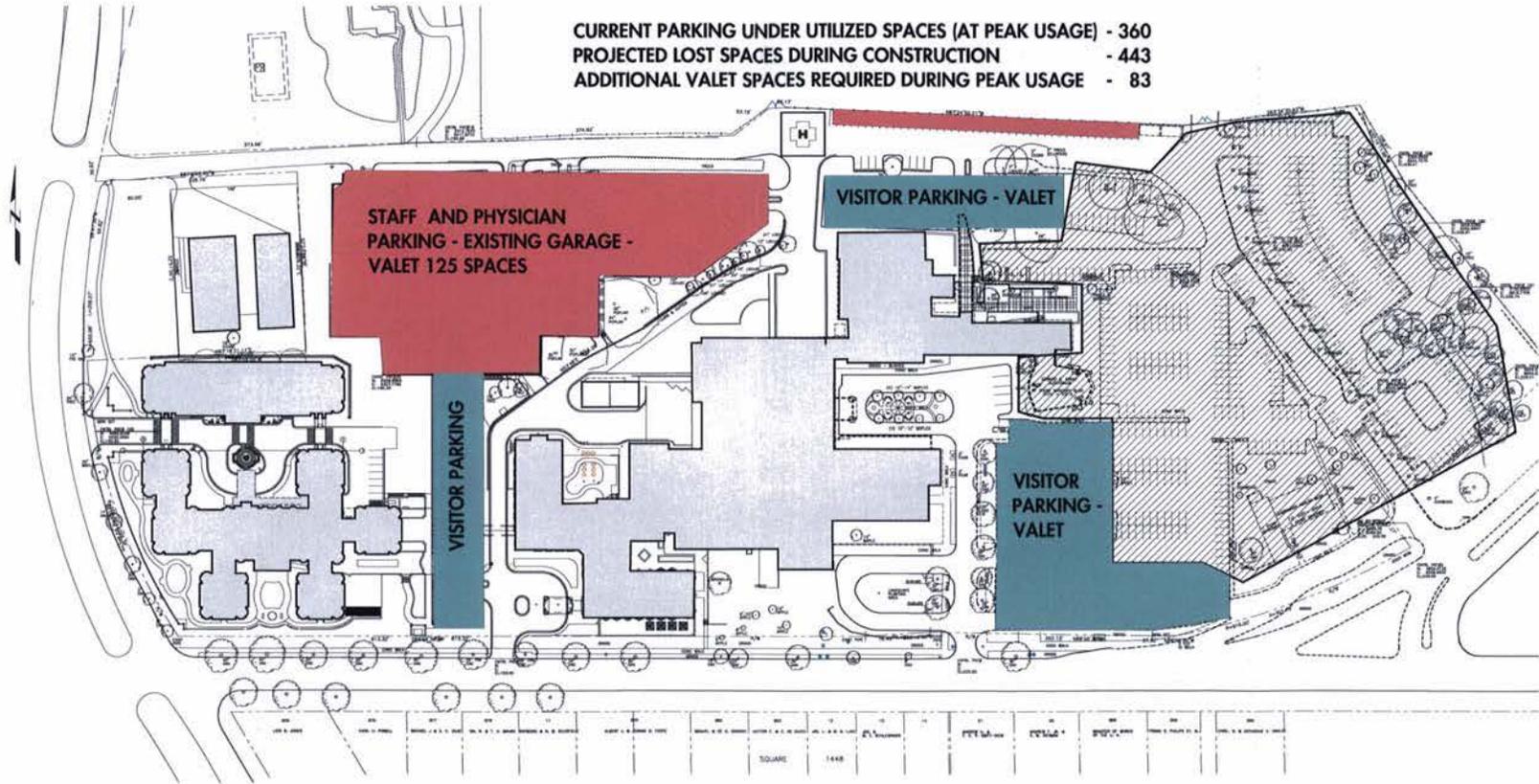


Light Standard Detail

## Project Sustainability Initiatives



CURRENT PARKING UNDER UTILIZED SPACES (AT PEAK USAGE) - 360  
PROJECTED LOST SPACES DURING CONSTRUCTION - 443  
ADDITIONAL VALET SPACES REQUIRED DURING PEAK USAGE - 83



Date February 20, 2007

INTERIM PARKING PLAN



**SIBLEY MEMORIAL HOSPITAL**  
OUTPATIENT / MEDICAL OFFICE BUILDING & GARAGE

**WILMOT SANZ**  
ARCHITECTURE  
PLANNING

