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July 10, 2001

CHRISTINE MOSELEY SHIKER
202-457-7167

Internet Address:
cmshiker@hklaw.com

VIA HAND DELIVERY
Members of the Board of Zoning Adjustment
District of Columbia Office of Zoning
441 4th Street, N.W., Suite 210S
Washington, D.C. 20001
ATTN: Rick Nero

Re: BZA Case No. 16744
The Hellman Company, inc./Amoco Oil Co.
Request for Variance Relief

Dear Board Members:

On behalf of the applicant in the above-referenced case, enclosed please find an original and eleven copies of the pre-hearing statement in connection with the above-referenced application for variance relief. Twelve reduced sets of architectural drawings are also attached as an exhibit to the same.

Should you have any questions regarding this matter, please do not hesitate to contact me at (202) 457-7167.

Sincerely,

Christine Shiker

Christine Moseley Shiker

cc: David McGettigan, Office of Planning (Via Hand Delivery, with enclosure and enlarged plans as requested)

BZA
Case No. 16744
Exhibit No. 46

Board of Zoning Adjustment
District of Columbia
CASE NO.16744
EXHIBIT NO.46A1

bcc:	Jay Hellman	(Via Hand Delivery, with enclosure)
	Byron Black	(Via Hand Delivery, with enclosure)
	Lewis Bolan	(Via Hand Delivery, with enclosure)
	Osborne George	(Via U.S. Mail, with enclosure)
	Whayne S. Quin	(with enclosure)
	Lindsley Williams	(with enclosure)

WAS1 #992764 v1

BEFORE THE BOARD
OF ZONING ADJUSTMENT
FOR THE DISTRICT OF COLUMBIA

APPLICATION OF THE HELLMAN COMPANY, INC./AMOCO OIL COMPANY 500 NEW JERSEY AVENUE, N.W.	BZA APPLICATION NO. 16744 HEARING DATE: JULY 24, 2001 ANC 6A

STATEMENT OF THE APPLICANT

I.
NATURE OF RELIEF SOUGHT

This statement is submitted on behalf of The Hellman Company, inc./Amoco Oil Company (collectively, the "Applicant") in support of the application to the Board of Zoning Adjustment for the following variance relief from the requirements of the Zoning Regulations pursuant to 11 DCMR § 3103.2: (i) a variance from the floor area ratio ("FAR") requirement of Section 771; (ii) a variance from the height requirement under Section 770; (iii) a variance from the parking requirement under Section 2101; and (iv) a variance from the loading requirement under Section 2201.

The relief will permit the construction of an office building with retail uses located at 500 New Jersey Avenue, N.W. (the "Site") and located in the HR/C-3-C District. The development as proposed is appropriate for the Site, fully compatible with the surrounding area, and consistent with both the Comprehensive Plan and the Zoning Regulations. This application has the strong support of virtually all of the property owners within the area. The ANC 6A Zoning and Licensing Committee also supports the application. The Applicant believes that there is no opposition to this application.

BZA
Case No. 16744
Exhibit No. 46-A

II.
JURISDICTION OF THE BOARD

The Board of Zoning Adjustment (the "Board") has jurisdiction to grant the variance relief requested herein pursuant to Section 3103 of the District of Columbia Municipal Regulations ("Zoning Regulations"). 11 DCMR §3103.

III.
BACKGROUND

A. Description of the Site

The Site is located at 500 New Jersey Avenue, N.W. It is a narrow, extremely, small triangle (8,312 square feet) and comprises the entire private land area of Square 627 (Lots 7, 12, 801 and 802). Square 627 is bounded by New Jersey Avenue to the east, E Street to the south, First Street to the west, and Federal Reservation 196 and F Street to the north. The combination of private land area and public, open space comprises over 37,000 square feet of land. The Site is currently improved with a boarded and fenced gas station, vacant retail structures and incidental parking. The Site is located in the HR/C-3-C District and within the Downtown East Receiving District.

B. Description of Surrounding Area

The Site is located northwest of the Capitol along the New Jersey Avenue monumental corridor. The Generalized Land Use Map of the Comprehensive Plan designates the Site and the surrounding area in the highest density commercial designation. Similarly, the Site and the surrounding area are located in the Central Employment Area. The Site is a short walk from Union Station, with Metrorail, Metrobus, and regional rail service, as well as a short walk from the

Capitol, the Supreme Court, and the Senate and House of Representative office buildings.

The area immediately surrounding the Site includes five high density hotels. They are the Hyatt Regency, the Holiday Inn, the Washington Court, the Hotel George and the Phoenix Park Hotel, with heights ranging from ninety to 130 feet. Georgetown University Law Center predominates the area to the west and northwest of the Site. Numerous high density office buildings are also in the area, including law, government, association and union buildings.

C. Project Description

The Applicant proposes to construct an office development with ground floor retail uses (the "Building"). The Building will have twelve stories and a total height of 130 feet, containing approximately 92,350 square feet of gross floor area, or 11.11 FAR. The Building will include fully designed façades on all four street frontages, incorporating French doors and balconies that enhance the façade, enliven the building, and provide views of the Capitol. The quality of these features combined with every office having a street front window make this Building a positive design contribution to the community.

The Building fronts on wide streets, with New Jersey Avenue having a 160 foot right-of-way and E and First Streets having ninety foot rights-of-way. As a result, the Building is framed by wide sidewalks and landscaped public space areas to the east and west (approximately fifty-two feet and twenty-five feet, respectively). The sidewalk and public space area along E Street to the south is approximately seventeen feet. Federal Reservation 196 is adjacent to the Site to

the north. To maximize the wide sidewalks and public space areas as well as the green space to the north, the Building is set back from the private property line approximately forty-five feet, which effectively enlarges the public, open space north of the Site to approximately 11,800 square feet and allows the sidewalks on both sides of the Building to join together at the tip of the Building. This area is being considered for a memorial to a New Jersey patriot. The Building will include a minimum of sixty parking spaces, with six spaces on site and fifty-four spaces in vault space.

IV.
THE APPLICANT MEETS THE BURDEN OF PROOF FOR VARIANCES FROM THE REQUIREMENTS FOR FAR, HEIGHT, PARKING, AND LOADING

A. Standards for Granting Area Variances

Under D.C. Code §5-424(g)(3) and 11 DCMR 3103.2, the Board is authorized to grant an area variance where it finds that three conditions exist:

(1) the Site is unique because, *inter alia*, of its size, shape or topography or other extraordinary or exceptional situation or condition;

(2) the owner would encounter practical difficulties if the zoning regulations were strictly applied; and

(3) the variance would not cause substantial detriment to the public good and would not substantially impair the intent, purpose and integrity of the zone plan as embodied in the Zoning Regulations and Map

See French v. District of Columbia Board of Zoning Adjustment, 658 A.2d 1023, 1035 (D.C. 1995) (*quoting Roumel v. District of Columbia Board of Zoning Adjustment*, 417 A.2d 405, 408 (D.C. 1980)); *see also, Capitol Hill Restoration*

Society, Inc. v. District of Columbia Board of Zoning Adjustment, 534 A.2d 939 (D.C. 1987). As discussed below, the proposed development and the variances requested for the same meet all three prongs of this test.

B. Overview of the Site's Exceptional Conditions

The Site has exceptional conditions as a result of its extremely small size and its unusual shape. First, the Site is unique because it is extremely small. In fact, no other square in the area comes close to the small size of the Site. As stated above, the total private land area of Square 627 is only 8,312 square feet. Yet, the 160 foot right-of-way along New Jersey Avenue, with in excess of fifty feet of sidewalk and public space area on each side, and the Federal Reservation area to the north create usable open space far in excess of a normal building. Similarly, a seventeen foot sidewalk is located along E Street, and the First Street right-of-way and public space area extend twenty-five feet from the curb line. Building out to the property lines (although cutting a small portion from the northern most tip of the triangle), the footprint of the building is only 8,100 square feet. As a result of this small footprint, the Site will produce only 7,350 square feet of rentable square feet per floor. If only eight stories can be built under the matter of right zoning, seven of which would be rentable office space, the Site would only produce approximately 50,000 square feet of total rentable office space. As is discussed in detail below, this result is economically infeasible given extraordinary costs since the small, narrow site has streets on all sides. Therefore, the small size of the Site is an exceptional condition.

Second, the shape of the site is an exceptional condition. The Site is a long, narrow triangle, which significantly affects the layout and configuration of the Building. The base of the triangle is only approximately sixty-eight feet along E Street, while the height is approximately 241 feet along First Street and the hypotenuse is approximately 251 feet along New Jersey Avenue. As evidenced by these dimensions, and as can be further seen in the architectural plans attached hereto as Exhibit D and the site context drawings attached hereto as Exhibit F, the Site is long and extremely narrow.

Furthermore, although there are other triangular-shaped sites in the District of Columbia (the "District"), the angle at which New Jersey Avenues cuts through the L'Enfant grid system renders this Site a one-of-a-kind. Both New Jersey and Delaware Avenues extend from the north-south axis at fifteen degrees, compared to most diagonals in the L'Enfant Plan being twenty degrees or greater. As a result, it was geometrically possible for only four squares to be the same shape as the Site. However, of these four possible squares, only one remains that includes private property: namely, the Site. Accordingly, the Site clearly is unique.

The coincidence of all of these attributes on one site creates a truly unique site, and the need for each of the variances described below is a direct result of the same. Each area of relief is described in detail along with a discussion of the practical difficulty associated with it and the impact of the relief on the public and the Zone Plan. As is shown here and below, the Building satisfies each of the three requirements for the variance relief requested.

C. Variance Relief for Height and FAR under Sections 770 and 771

1. Basis for Variance

Sections 770 and 771 of the Zoning Regulations provide that any structure in the C-3-C District is permitted a maximum height of ninety feet and a maximum FAR of 6.5 (or 54,028 square feet) for any permitted use. As stated above, the Site and the surrounding area are included within the HR Overlay District, which permits as a matter of right a height of 130 feet and a maximum FAR of 8.5 (70,652 square feet), as long as at least 2.0 FAR is devoted to hotel or residential use. Furthermore, the Site and surrounding area are located within the Downtown East Receiving Zone, and as a result, additional height and FAR are permitted through Transferable Development Rights ("TDRs"). Specifically, with TDRs, a building may be built to a height of 110 feet, with a maximum of 9.0 FAR (or 74,808 square feet), as a matter of right. In combination, the maximum theoretical height for a building constructed on the Site is 130 feet and the maximum theoretical FAR is 9.0.

The Applicant proposes a building with a total of approximately 92,350 square feet of gross floor area devoted to office and supporting retail uses, or 11.11 FAR, with a height of 130 feet. Thus, the Applicant requests an area variance of 4.61 FAR (or 38,322 square feet) and a height variance of forty feet from the matter of right provisions. Under the maximum permitted height described above, however, no height variance would be required, and an FAR variance of only 2.11 (or 17,542 gross floor area) would be required. The variances allow the Building to

fill the envelope of the site yet result in a building that is comparable in height with surrounding development but still unusually small in terms of gross square footage.

2. A Strict Application of the Zoning Regulations Would Impose a Peculiar and Exceptional Practical Difficulty on the Applicant

As a result of the unique size and shape of the Site, a strict application of the Zoning Regulations would impose a peculiar and exceptional practical difficulty on the Applicant. First, the Building will only be viable with a certain critical mass of rentable space. Due to the size and shape of the Site, the construction costs are significantly more expensive per square foot of gross floor area than a typical Class A office building in Washington, D.C. As is set forth in the letter from Thomas J. Barnes ("Barnes"), Chief Estimator/Specialist for Tompkins Builders, attached hereto as Exhibit K, a typical Class A office building ranges from 150,000 to 250,000 square feet, while this Building is approximately 93,000 square feet. Similarly, a typical floor size is 15,000 to 25,000 square feet, while this Building's floor size is approximately 8,000 square feet. This significant size difference imposes considerable diseconomies of small scale on the Building. The requested additional rentable space is absolutely necessary in order for the Building to be economically viable.

Additionally, the Building has street frontage on all four faces of the Site. Thus, there are no inexpensive party walls or alley facing walls which can be aesthetically downgraded. As a result, the façade cost per square foot of rentable area and the perimeter-to-area ratio are almost triple that of a typical office building in Washington, D.C. For example, the typical ratio of the square feet of

floor area per linear foot of windowed perimeter is approximately thirty-nine square feet per linear foot, while the ratio for this Building is approximately fifteen square feet per linear foot. *See* Exhibit K. In fact, a comparably sized building would typically have one or two party walls and a wall facing an alley. Comparing to that type building, the façade costs for the Building are almost six times higher. *See* Exhibit K.

The costs of the Building and the façade are further increased by the prominent location of the site on a L'Enfant special street, visibly in close proximity to the Capitol. Any structure at this location should emphasize its proximity and visual link to the Capitol and place importance on its location on a L'Enfant Plan special street. Specifically, New Jersey Avenue constitutes an entryway to the Capitol and is designated as a special street in the Historic Design Feature Element of the Comprehensive Plan for the National Capital (the "Element"). The ceremonial width of New Jersey Avenue and sidewalks in excess of fifty feet on each side emphasize the designation as a special street. The Element specifically states that it is a policy for distinctive buildings to be placed on special streets. Accordingly, a certain caliber building must be built on this Site and such a "trophy building," with a finished design on all four sides of the Site (one side being the rounded northern tip), is significantly more costly to build.

Moreover, significant adverse economies of scale result because the Site is so small. An architecturally prominent building that will command needed premium rents must have three elevators and an elegant lobby. The costs of these, plus the garage entry, ramp system, and extensive site work costs, are fixed costs for the

Building, regardless of the size, and must be amortized over the rentable area provided in the Building. Because the rentable area is so small (approximately 80,000 square feet of rentable area in the Building), these fixed costs cause the Building's cost per rentable square foot to be significantly higher than a typical Class A office building.

Per detailed cost studies by Barnes, a typical Class A office building's cost per gross square foot is approximately $75 to $90 per gross square foot, the estimated building cost for this Building is approximately $120 per square foot. Therefore, without the requested critical mass, developing the Site is not viable.

Further evidence of this practical difficulty is clearly set forth in the Letter Report from Bolan Smart Associates ("Bolan Smart"), attached hereto as Exhibit J. This report establishes that the Building is completely infeasible financially if only permitted to build to the matter of right height and density. In an extensive comparison of the Building proposed for this Site and a generic District office building, Bolan Smart found that to rent the Building in a competitive manner with the generic building would result in a loss of $16.06 per rentable square foot, or a 33% loss per rentable square foot. In its conclusion, Bolan Smart found that the high development costs (as discussed above) will mandate rents per rentable square foot far above market competitive rents, which for this Building would actually need to be significantly below market in order to compensate for chronic building inefficiencies. The result is a building that cannot be built.

Furthermore, Bolan Smart found that additional methods of achieving more height and density under the Zoning Regulations are infeasible in the present case.

Specifically, adding a hotel or residential component to the Site under the HR Overlay worsens the Building's economics and viability. Because hotel and residential development in the District's downtown generally generate less income than Class A office space, including the same would make an already unprofitable office structure an even more unprofitable mixed use structure. Moreover, the required design changes, such as including a second elevator core, a second lobby, and major changes to both the HVAC and mechanical systems of the Building, would have a devastating impact on the Building's economics. Furthermore, the acquisition of TDRs is not feasible and indeed may only compound the problem at the Site. The acquisition of TDRs would add to the cost of the Building, worsening the underlying economic situation. Moreover, the Building would still be capped at less than 77,000 square feet of gross floor area, providing an insufficient increased size to create a financially viable office building.

For these reasons, the small size, unique shape, and grand public space setting of the Site render a matter of right structure practically difficult and, in fact, economically infeasible.

3. Relief Can Be Granted Without Substantial Detriment to the Public and Without Substantially Impairing the Intent, Purpose and Integrity of the Zone Plan as Embodied in the Zoning Regulations and Map

The variance relief can be granted without substantial detriment to the public and without substantially impairing the intent, purpose and integrity of the Zone Plan as embodied in the Zoning Regulations and Map. To the contrary, the requested variances make considerable contributions to improving the public good

by enabling the right building to be built on this small but prominent Site. The Comprehensive Plan designates the Site and the surrounding area in the highest density commercial land use category. The high density commercial land use category includes a mix of employment, retail, office, cultural and entertainment centers which serves as the business and retail heart of the District and the metropolitan area. 10 DCMR §1106.5. Furthermore, the Site and the surrounding area are located within the Central Employment Area. According to the Comprehensive Plan, office use within the Central Employment Area should be, in terms of square footage, the largest commercial use in the area. 10 DCMR §1107.6(b). Therefore, the height and FAR variances are consistent with the Comprehensive Plan.

Second, the increased height and FAR of the Building are consistent and compatible with the surrounding structures. As set forth above, the HR Overlay District and the Downtown East Receiving Zone designations permit certain structures to be built to comparable heights and densities as the Building. This Building is unable to take advantage of either of those designations, as discussed above, and therefore, the Applicant must request these variances. However, the Building will be consistent with the surrounding development and, in fact, be lower in actual built height than the adjacent Washington Court Hotel (which is approximately seven feet higher) and the Georgetown University Law Center (which is approximately fourteen feet higher). The topography of the area enables this Building to have no adverse impact on the surrounding community. Specifically, New Jersey Avenue in the vicinity of the Site has a significantly lower

elevation than surrounding areas, as is shown on the topography map attached hereto as Exhibit G.

Finally, the community strongly supports the Building. All five hotels have written expressing how this building will improve their business, which is consistent with the intent of the HR Overlay District. Almost all property owners and/or building managers within 200 feet of the Site has already filed a letter of support with the Board. Current and former ANC Commissioners for ANC 6A01, including Robert L. Hall and Terri Bishop, have filed letters of support with the Board. Moreover, numerous other organizations and community leaders have filed letters of support for the Building, including Councilmember Harold Brazil, the Union Station Redevelopment Corporation, the Capital Hill Association of Merchants and Professionals, the Quadrangle Development Corporation, the Community for Creative Non-Violence, and the Coalition for Smarter Growth. *See* Exhibit I[1].

The overwhelming support for the Building clearly evidences that there will be no detrimental impact on the public; in fact, quite the opposite is true. The architectural design of the Building is consistent with the historical integrity of the area and will help provide vitality to a corridor of the District which is currently unrealized. The Building will enhance the neighborhood, serve as a catalyst for the highest quality urban revitalization, assist in the execution of the NOMA vision, and represent a first step towards the remarkable possibilities for the area.

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[1] Each letter referenced is part of the official record for this case. However, in the interest of space and time, Exhibit I contains the most relevant quotes from each letter.

D. Variance from the Parking Requirements of Section 2101

Section 2101 of the Zoning Regulations requires that an office building within the C-3-C District provide one parking space for each 1,800 square feet, after the first 2,000 square feet. The Building as proposed includes approximately 92,350 square feet, which requires a total of fifty-one parking spaces on site [(93,250 – 2,000/1,800)][2]. The Building includes a minimum of sixty parking spaces, more than that required; however, only six parking spaces are provided completely within the property line. The remaining parking spaces are located within vault space, and, accordingly, the Applicant must request a variance.

As described above, the Site is affected by exceptional conditions due to its unique shape and size, and a strict application of the Zoning Regulations would impose a peculiar and exceptional practical difficulty on the Applicant. The Site is extremely narrow, being only approximately sixty-eight feet wide at the widest portion of the site. Due to its narrowness, the parking garage ramp must be located at the widest point of the Site, which is on E Street. With the required grade for this ramp, not enough space exists within the property line to locate more than six spaces. However, a minimum of fifty-four spaces can be located within vault space, yielding a minimum of sixty parking spaces, which is more than the required number of spaces.

Moreover, relief can be granted without substantial detriment to the public and without substantially impairing the intent, purpose and integrity of the Zone

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[2] The Applicant anticipates that retail uses will be located on the ground floor. For retail uses in the C-3-C District, parking is required at a rate of one space for each additional 750 square feet of gross floor area in excess of 3,000 square feet. Assuming that the Building includes approximately 3,600 square feet of retail use, the required parking will be decreased to approximately forty-seven

Plan, as embodied in the Zoning Regulations and Map. The Building includes more than the required number of parking spaces; however, because the parking spaces are not located completely within the property line, the parking provided does not satisfy the Zoning Regulations. The parking spaces are provided, however, in the same garage as all other parking spaces and with access to the Building from the garage. The small size and narrowness of the Site are the sole impediments to providing all spaces within the property lines and in strict compliance with the Zoning Regulations. Accordingly, because more than the required number of parking spaces will be provided, there will be no detrimental impact on the public or on the Zone Plan.

E. Variance from the Loading Requirement of Section 2201

Section 2201 of the Zoning Regulations requires that an office building with less than 100,000 square feet of gross floor area in the C-3-C District provide at least one thirty foot deep loading berth, at least one 100 square foot loading platform, and at least one twenty foot deep service/delivery loading space. The Building includes one ten foot by twenty foot service delivery space. However, because of the size and shape of the Site, the Building can not include the required loading berth and platform. Accordingly, the Applicant requests a variance from Section 2201.

As described above, the Site has a unique size and shape which gives rise to an exceptional condition. Specifically, the small size and narrow width of the Site are the sole reasons for the requested variance. At its widest point, the Site is

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spaces. However, the higher number is used for purposes of this statement.

sixty-eight feet wide. Due to the entrance to the garage, the service area must be located along First Street. If a thirty foot loading berth were provided, the Building would be cut in half, due to the fact that the Building is only forty-five feet wide at the point where the service delivery is located. Accordingly, a strict application of the Zoning Regulations would impose a peculiar and exceptional practical difficulty on the Applicant.

Relief can be granted without substantial detriment to the public and without substantially impairing the intent, purpose and integrity of the Zone Plan, as embodied in the Zoning Regulations and Map. The service/delivery space should adequately satisfy all of the loading needs for the Building. This type of Building has a comparatively low population density and should have a corresponding low level of deliveries. *See* Exhibit L. Similarly, the nature of this Building and the tenancy for the same will generate fewer deliveries and deliveries by smaller trucks (such as catering vehicles). Furthermore, an additional screened loading area within the public space will likely be provided along First Street, with the required approvals, to accommodate additional loading needs. Moreover, a loading zone is designated on First Street during the hours between 9:30 a.m. and 6:30 p.m. This additional loading area can be used as a third level of loading in the very rare situation that it may be needed. Accordingly, the requested relief will not have an adverse impact on the public or the Zone Plan.

V.
ADVISORY NEIGHBORHOOD COMMISSION SUPPORT

The Applicant has been working with the ANC 6A since the beginning of the year to present and discuss the Building. In February, 2001, the Applicant made a formal presentation to the Zoning and Licensing Committee. However, due to internal organizational problems, the ANC was unable to vote. At that time, the Single Member District ("SMD") position (6A01) was also vacant, but subsequently, Robert L Hall, Jr., became the SMD representative. The Applicant has met with Mr. Hall, and Mr. Hall has spent several hours walking New Jersey Avenue and the Site with the Applicant as well as reviewing material regarding the Building. A copy of the letter of support from Mr. Hall is attached hereto as Exhibit H.

On June 7, 2001, representatives of the Applicant attended the monthly meeting of the ANC 6A. Because the Building had not officially gone through the Zoning and Licensing Committee ("Z&L Committee") at this time, the ANC could not vote on the Building. Thus, the Building was presented to the Z&L Subcommittee on June 13, 2001, at which time the Z&L Committee voted 10-0-2 to support it. The ANC is scheduled to consider the Building at its monthly meeting on July 26, 2001.

VI.
EXHIBITS SUBMITTED IN SUPPORT OF THE APPLICATION

Exhibit A: Portions of the Sanborn Atlas showing the Subject Site highlighted in yellow;

Exhibit B: A portion of the Zoning Map showing the Subject Site highlighted in yellow;

Exhibit C: Surveyor's Plat of the Subject Site;

Exhibit D: Architectural Drawings and Elevations;

Exhibit E: Photographs of the Subject Site;

Exhibit F: Annotated Site Context Drawings

Exhibit G: Topography Map

Exhibit H: Letter for Support from Robert L. Hall, Jr., SMD 6A01;

Exhibit I: Relevant Quotes from Letters of Support;

Exhibit J: Letter Report from Bolan Smart Associates, Inc.

Exhibit K: Letter from Thomas J. Barnes, Chief Estimator/Specialist for Tompkins Builders,

Exhibit L: Traffic and Parking Impact Analysis[3]

Exhibit M: Outline of Testimony of Jay Hellman, The Hellman Company, inc.

Exhibit N: Outline of Testimony of Representative of Weihe Design Group, Building architect;

Exhibit O: Outline of Testimony for Thomas J. Barnes, Chief Estimator/Specialist for Tompkins Builders;

Exhibit P: Outline of Testimony of Lewis Bolan, Bolan Smart Associates, Inc.;

Exhibit Q: Outline of Testimony of Lindsley Williams, Land Planner; and

Exhibit R: Outline of Testimony for Osborne George, O.R. George & Associates.

VII.
WITNESSES

A. Jay Hellman, The Hellman Company, inc.

B. Weihe Design Group, Building Architect.

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[3] In accordance with Section 3113.9 of the Zoning Regulations, this report was submitted to Ken Laden at the Department of Public Works more than twenty days prior to the public hearing on this application.

C. Thomas J. Barnes, Chief Estimator/Specialist for Tompkins Builders

D. Lewis Bolan, Bolan Smart Associates, Inc.

E. Lindsley Williams, Land Planner

F. Osborne George, O.R. George & Associates

VIII.
CONCLUSION

For the reasons stated above, the requested relief meets the applicable standards for area variances under the Zoning Regulations. Accordingly, the Applicant respectfully requests the Board to grant the application.

Respectfully submitted,

HOLLAND & KNIGHT, LLP

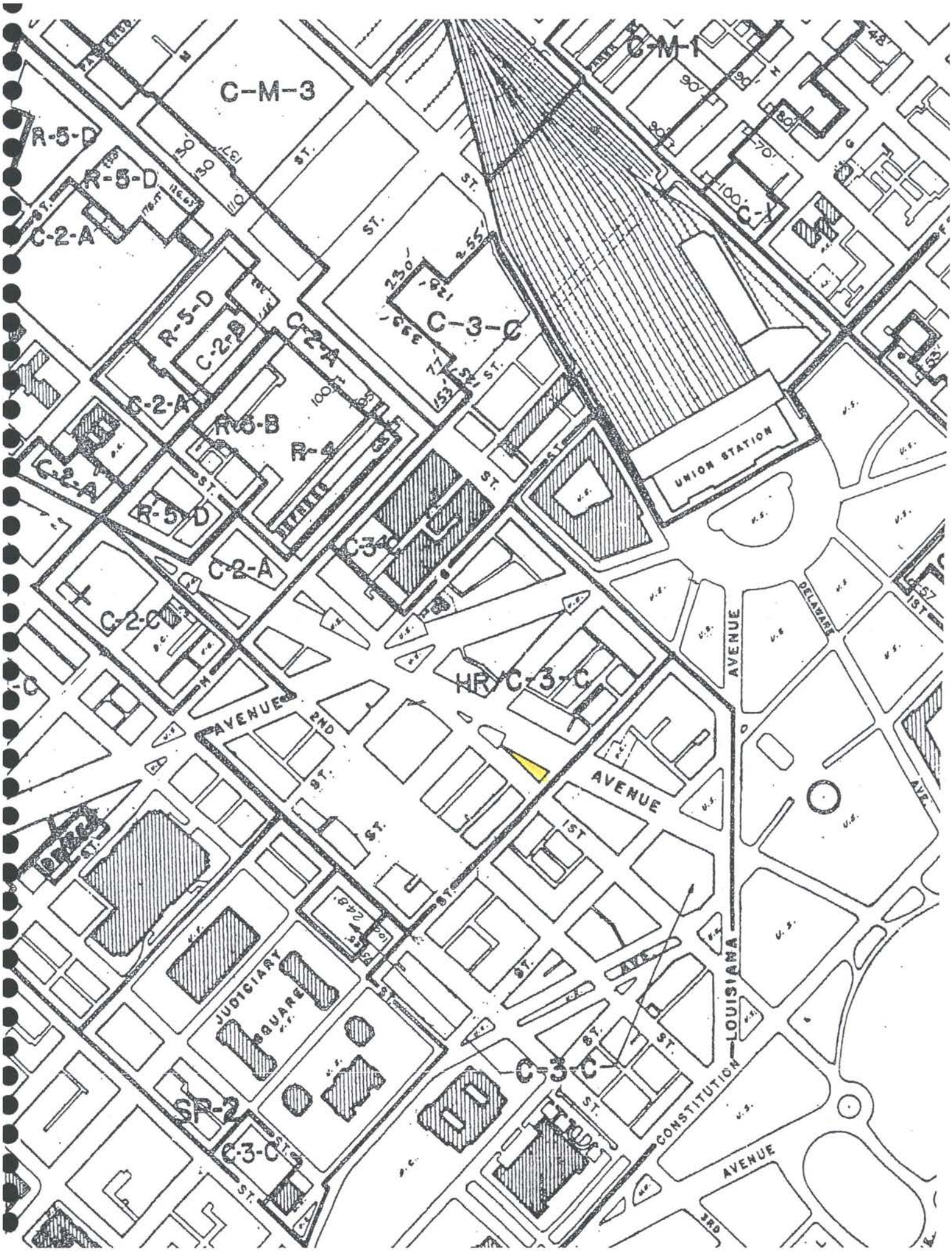
By: Whayne S. Quin /cms
Whayne S. Quin, Esq.

By: Christine Moseley Shiker
Christine Moseley Shiker, Esq.

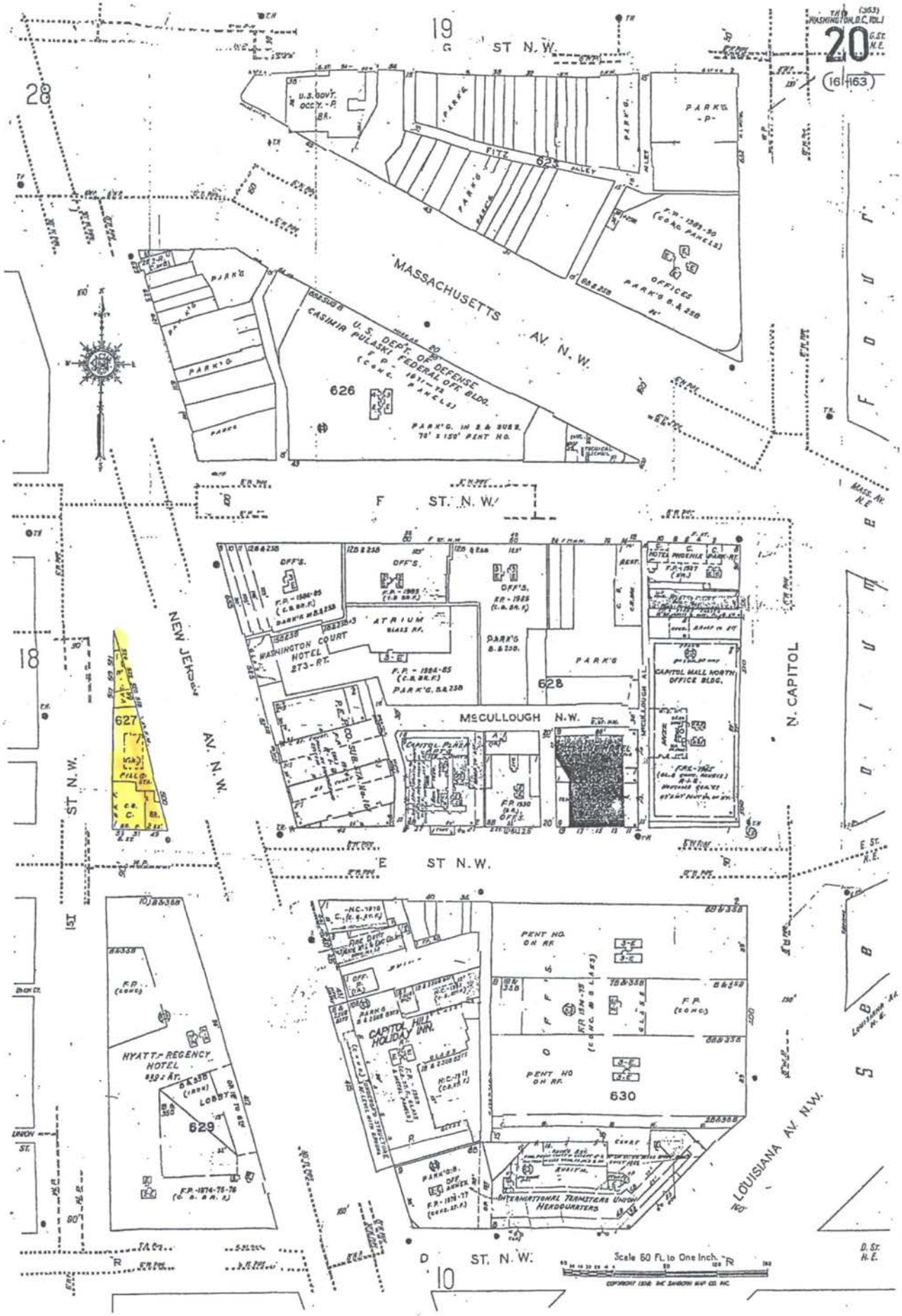
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(202) 955-3000

WAS1 #985576 v1

A


C-M-3
C-M-1
R-5-D
C-2-A
C-3-C
R-5-B
R-4
HR-C-3-C
UNION STATION
JUDICIARY SQUARE
LOUISIANA AVENUE
CONSTITUTION AVENUE
DELAWARE AVENUE
2ND ST.
1ST ST.
3RD




20
(16-163)
19
G ST N.W.
MASSACHUSETTS AV. N.W.
F ST. N.W.
E ST N.W.
D ST. N.W.
NEW JERSEY AV. N.W.
1ST ST N.W.
N. CAPITOL
MCCULLOUGH N.W.
LOUISIANA AV. N.W.
U.S. GOVT. OCCY.-P BR.
PARK'G -P-
OFFICES PARK'G B.& 238
626
U.S. DEPT. OF DEFENSE CASIMIR PULASKI FEDERAL OFF. BLDG.
PARK'G. IN B.& SUB'B. 78' x 158' PENT HO.
WASHINGTON COURT HOTEL 273-RT.
ATRIUM
628
CAPITOL MALL NORTH OFFICE BLDG.
627
629
HYATT-REGENCY HOTEL
LOBBY
CAPITOL HOLIDAY INN.
630
PENT HO OH RR.
INTERNATIONAL TRANSITERS UNION HEADQUARTERS
Scale 60 Ft. to One Inch.



Form 105—R. D.

Surveyor's Office
DISTRICT OF COLUMBIA

Washington, D. C., MAY 1, 2001

Plat, for Building Permit of SQR 627 LOTS 7, 12 801, 802
8-154 72206

Recorded in Book 164/15 page 3245-Z

Scale: 1 inch = 20 feet

S. O. 3419

Furnished to JAY HELLMAN

Surveyor, District of Columbia.

By KEB

04

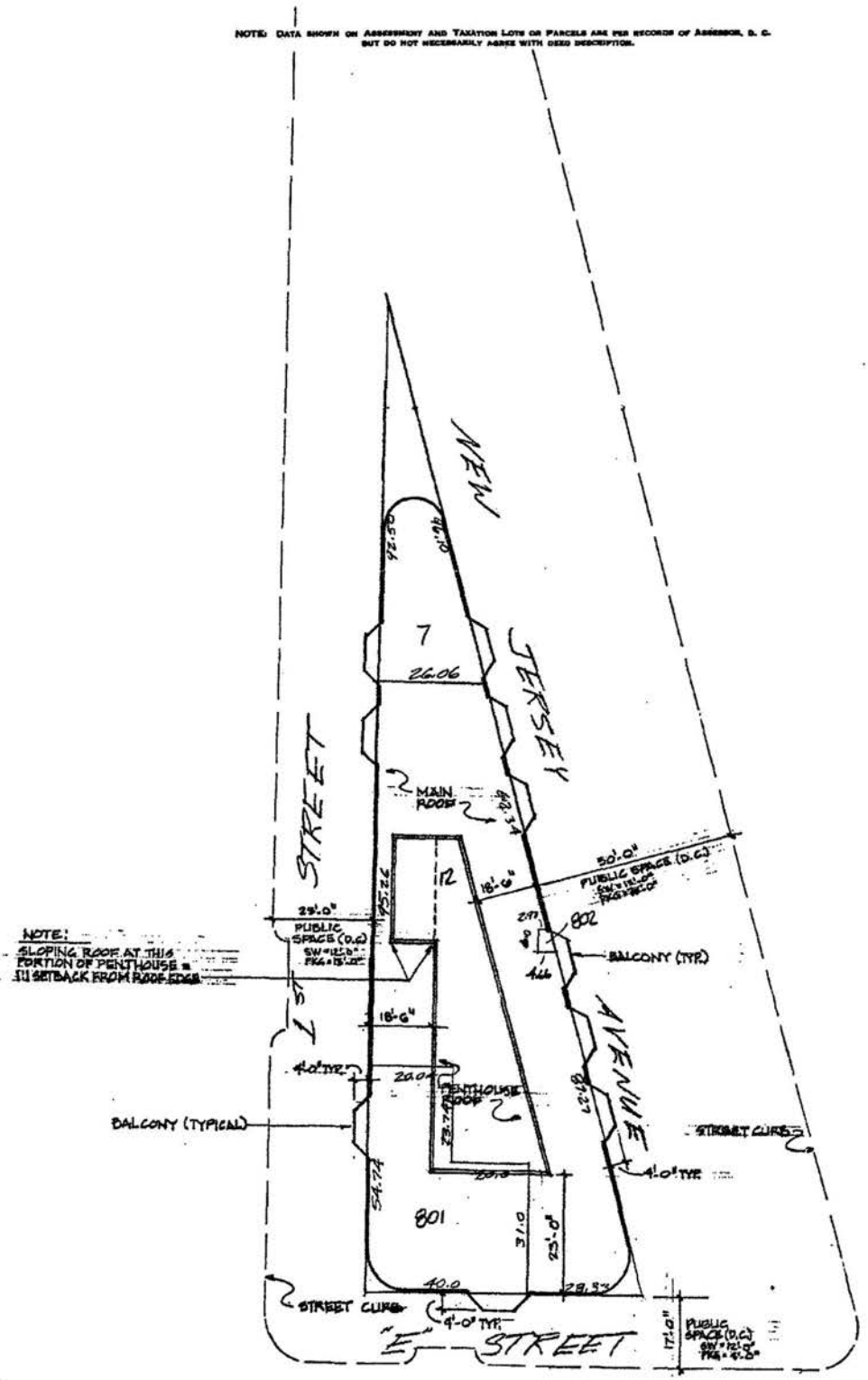
P3

I hereby certify that all existing improvements shown hereon, are completely dimensioned, and are correctly plotted; that all proposed buildings or constructions or parts thereof, including covered porches, are correctly dimensioned and plotted and agree with plans accompanying the application; that the foundation plan as shown hereon is drawn, and dimensioned accurately to the same scale as the property lines shown on this plat; and that by reason of the proposed improvements to be erected as shown hereon the size of any adjoining lot or premises is not decreased to an area less than is required by the Zoning Regulations for light and ventilation; and it is further certified and agreed that accessible parking area where required by the Zoning Regulations will be reserved in accordance with the Zoning Regulations, and that this area has been correctly shown and dimensioned hereon. It is further agreed that the elevation of the accessible parking area with respect to the Highway Department approved curb or alley grade will not result in a rate of grade along centerline of driveway at any point on private property in excess of 20% for single-family dwellings or flats, or in excess of 12% at any point for other buildings. (The policy of the Highway Department permits a maximum driveway grade of 12% across the public parking and the private restricted property).

Date 5-10-01

(Signature of owner or his authorized agent)

NOTE: DATA SHOWN ON ASSESSMENT AND TAXATION LOTS OR PARCELS ARE PER RECORDS OF ASSESSOR, D. C. BUT DO NOT NECESSARILY AGREE WITH DEED DESCRIPTION.



1479-P



500 NEW JERSEY AVENUE

Washington DC

Drawing List

A1.01 COVER SHEET
A1.02 LANDSCAPE PLAN

A2.01 C-2 LEVEL
A2.02 C-1 LEVEL
A2.03 C-1 LEVEL
A2.04 FIRST FLOOR PLAN
A2.05 2 ND FLOOR PLAN
A2.06 THIRD FLOOR PLAN
A2.07 TYPICAL FLOOR PLAN (4-12)
A2.08 ELEVENTH FLOOR PLAN
A2.09 PENTHOUSE FLOOR PLAN
A2.10 PENTHOUSE FLOOR PLAN
A2.11 ROOF PLAN

A3.01 NEW JERSEY AVENUE ELEVATION
A3.02 FIRST STREET ELEVATION
A3.03 E STREET & F STREET ELEVATIONS

A4.01 BUILDING SECTION EAST-WEST
A4.02 BUILDING SECTION NORTH-SOUTH

Project Data

GROSS AREA

FLOOR	GROSS AREA (SF)
PENTHOUSE	
12 TH FLOOR	7,635
11 TH FLOOR	7,635
10 TH FLOOR	7,823
9 TH FLOOR	7,835
8 TH FLOOR	7,835
7 TH FLOOR	7,835
6 TH FLOOR	7,823
5 TH FLOOR	7,835
4 TH FLOOR	7,835
3 RD FLOOR	7,835
2 ND FLOOR	7,835
1 ST FLOOR	8,275
C -1	
C -2	
C -3	
TOTAL	83,366 SF

FAR

84,356 / 8,313 = 11.01

PARKING

PARKING REQUIRED = (84,356 - 5000)/400 = 49 CARS

PARKING PROVIDED

9 COMPACT

PARKING IN VAULT SPACE

30 FULL SIZE

24 COMPACT

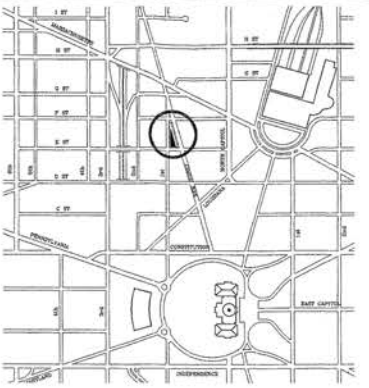
63 TOTAL

LOADING

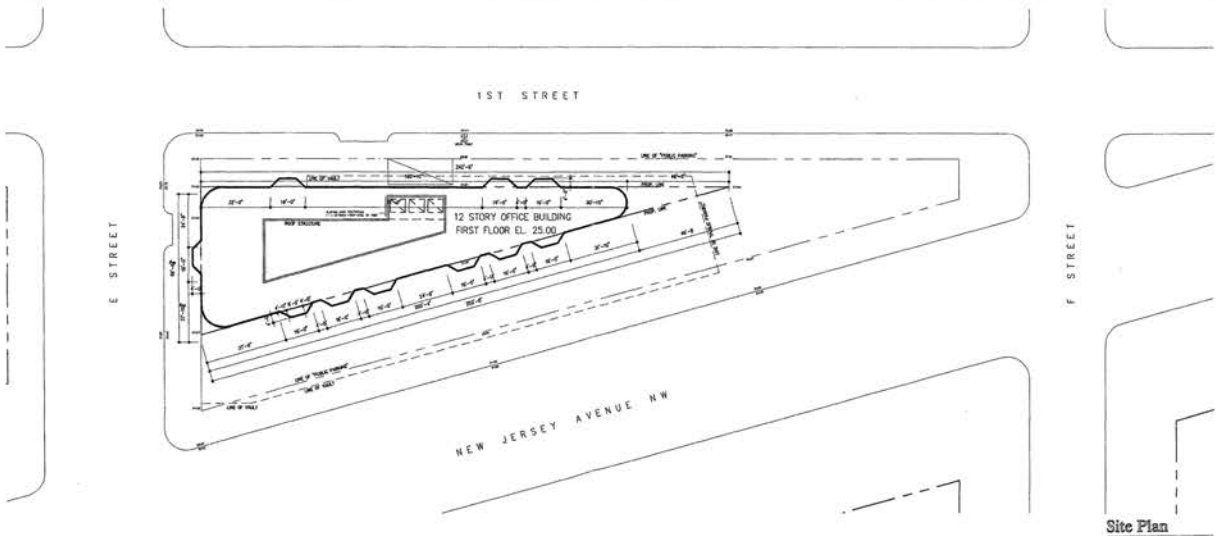
REQUIRED

1 @ 12 X 30' LOADING

1@ 10' X 20' SERVICE SPACE



Location Plan



Site Plan

Scale: 1/16" = 1'-0"

WDG

Washington DC

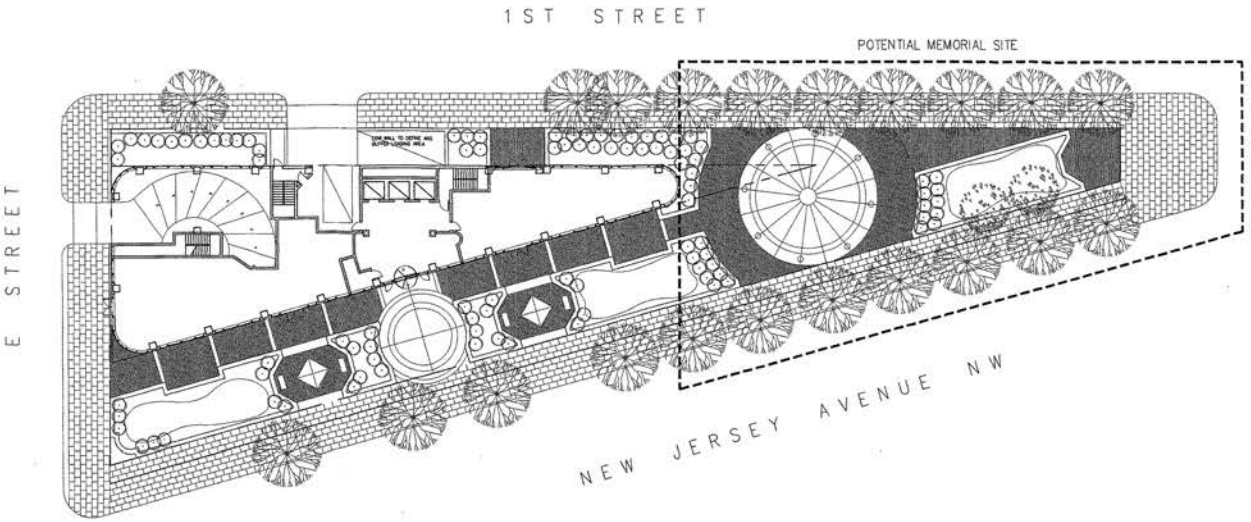
500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, Inc

LOCATION PLAN
SITE PLAN
COMPILATION
DRAWING INDEX

A1.01

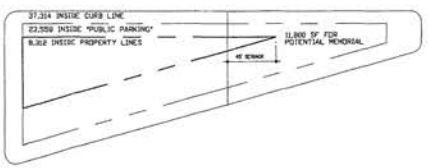


LANDSCAPE DESIGN CONCEPTS

FINAL DESIGN OF LANDSCAPING TO BE INTEGRATED WITH VIEWS OF THE US CAPITOL TO ENHANCE PEDESTRIAN EXPERIENCE PER WHITE PAPER "AN EXAMINATION OF NEW JERSEY AVENUE" BY CHRISTIAN ZAPATKA.

POTENTIAL MEMORIAL SITE FOR A NEW JERSEY PATRIOT PER LETTER FROM DONALD R. KENNON, PHD, CHIEF HISTORIAN OF THE US CAPITOL HISTORICAL SOCIETY

POSSIBLE SCULPTURED SKYLIGHTS IN LANDSCAPE AREA ON NEW JERSEY AVENUE IN THE SPIRIT OF SKYLIGHTS IN THE EAST WING NATIONAL GALLERY TO GIVE NATURAL LIGHT INTO LOWER LEVEL SPACE AND SERVE AS SIDEWALK ART FEATURE.



A UNIQUE SITE

A SMALL NARROW PRIVATE LAND AREA IN A SETTING OF GRAND PUBLIC SPACE.



LOCATION PLAN

WDG

500 NEW JERSEY AVENUE NW

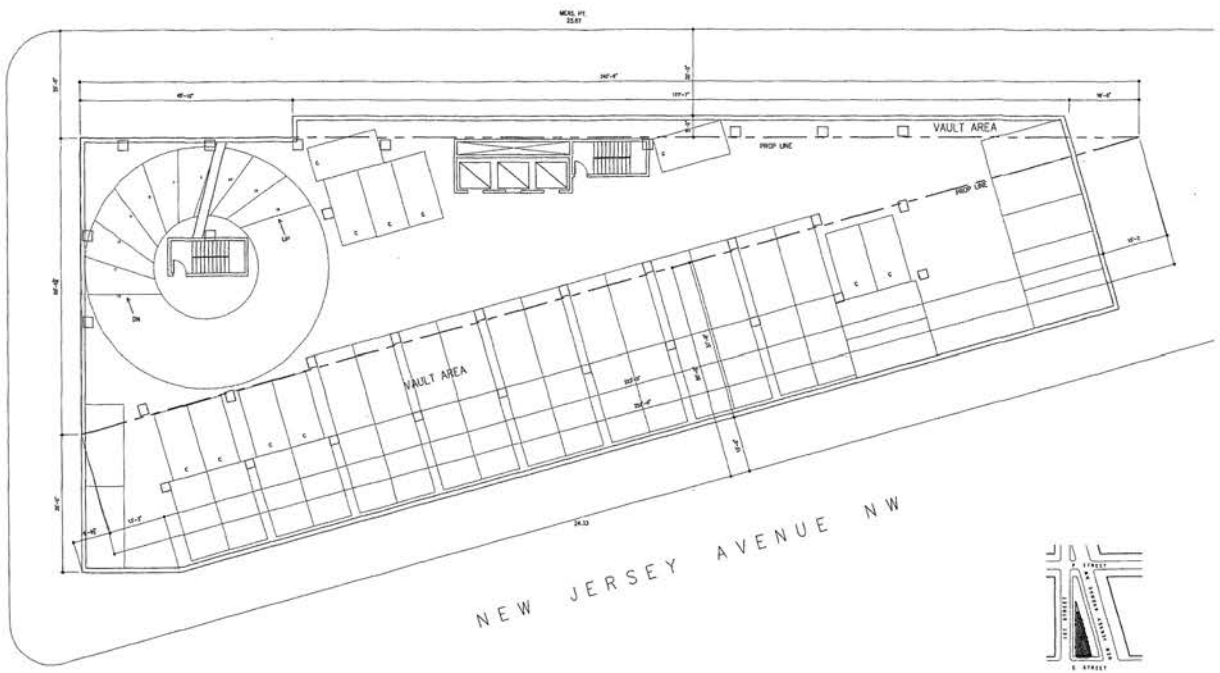
WASHINGTON DC

The Hellmuth Company, Inc

CONCEPT LANDSCAPE PLAN

SITE ANALYSIS

A 1.02



LOCATION PLAN

WDG

Wiehe Design Group, PLLC
Architecture
Planning
Interior Design

1025 Connecticut Avenue, NW
Suite 300
Washington, DC 20036

tel 202.657.0200
fax 202.463.2199
email wdg@wdgpllc.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

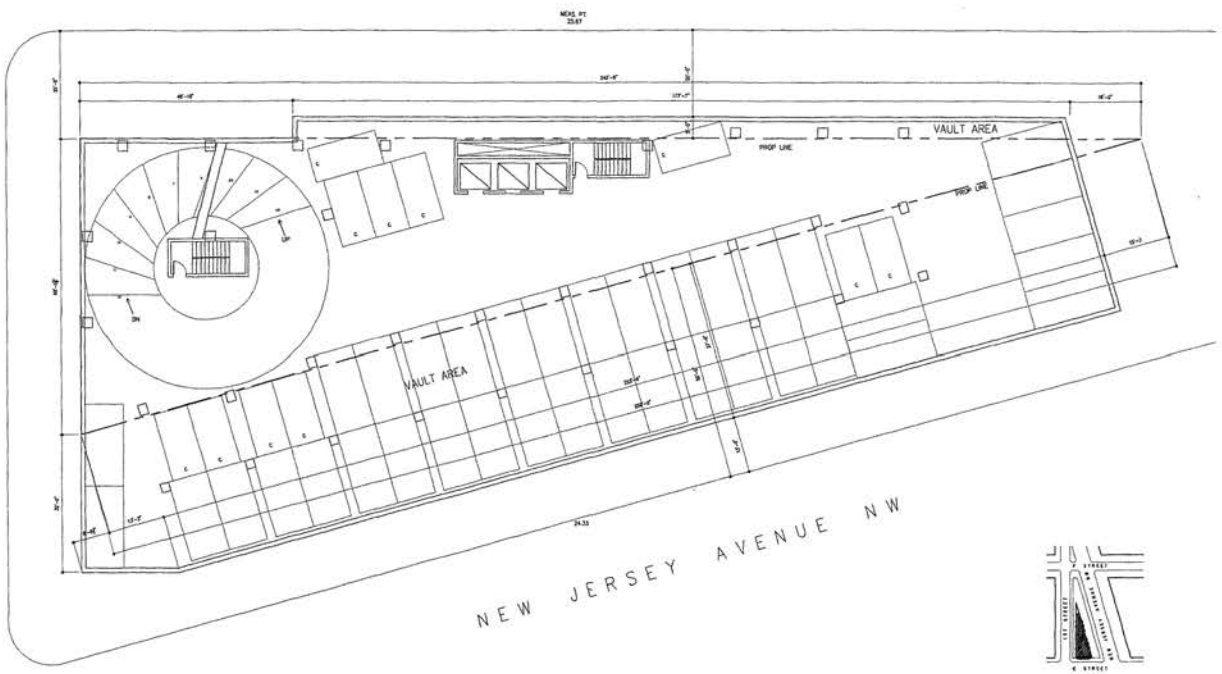
The Hellman Company, Inc

© 2008 Wiehe Design Group, PLLC
WDG Project No. 0605.040

THIRD CELLAR

SCALE: 1/8" = 1'-0"

A 2.01



WDG

Wells Design Group, PLLC
Architecture
Planning
Interior Design

1025 Connecticut Avenue, NW
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Washington, DC 20036

tel 202.857.6000
fax 202.463.2198
e-mail wdg@wells.com

500 NEW JERSEY AVENUE NW

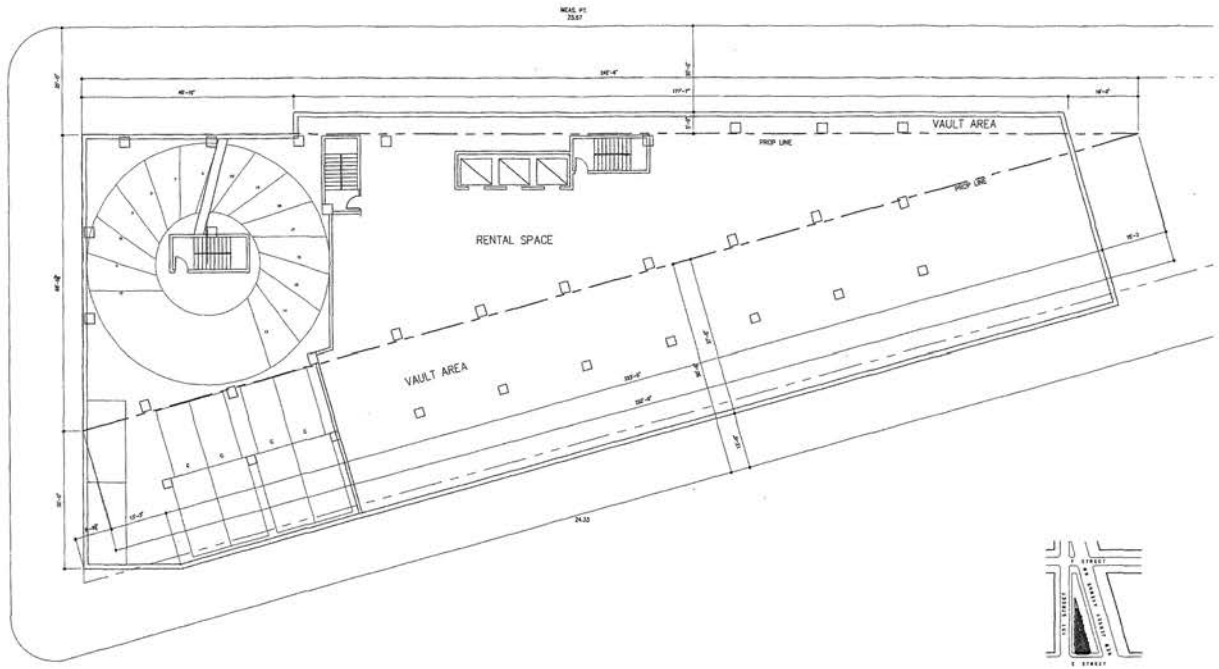
WASHINGTON DC

The Hellman Company, Inc

SECOND CELLAR

SCALE: 1/8" = 1'-0"

A 2.02



LOCATION PLAN

WDG

Wahe Design Group, PLLC
Architecture
Planning
Interior Design

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tel 202.857.6300
fax 202.463.5196
e-mail info@wahe.com

500 NEW JERSEY AVENUE NW

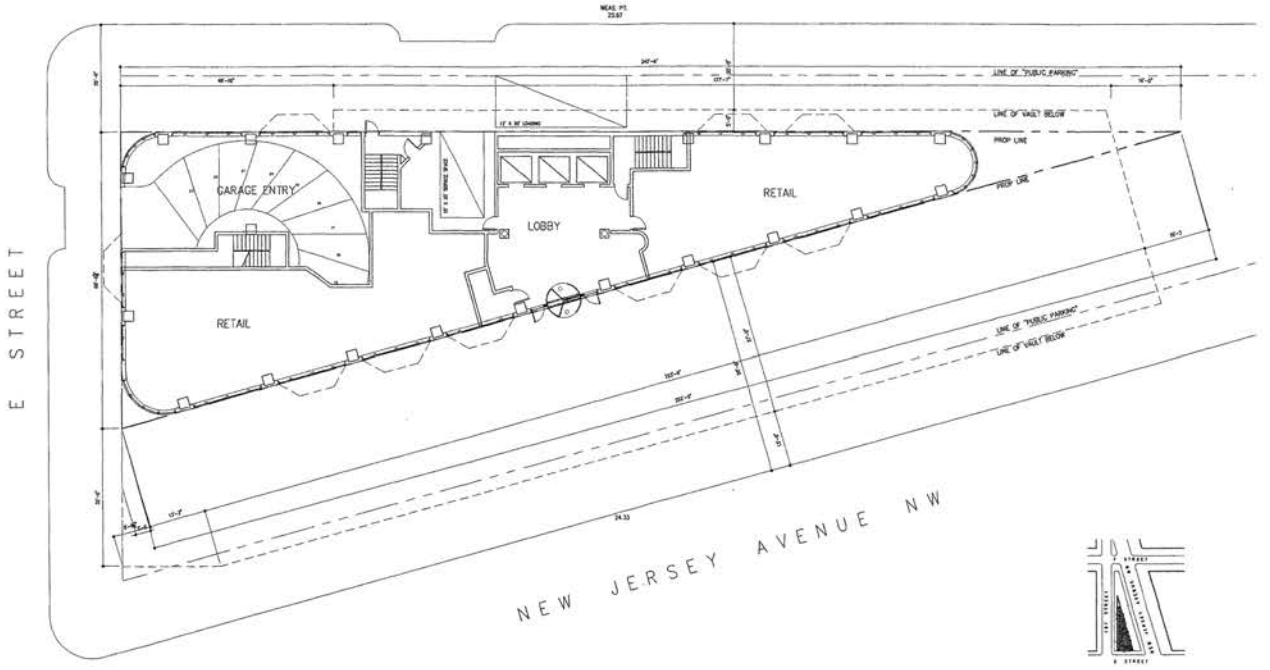
WASHINGTON DC

The Hellman Company, Inc

FIRST CELLAR

SCALE: 1/8" = 1'-0"

A 2.03



WDG

Wolfe Design Group, PLLC
Architecture
Interiors
Historic Design

1025 Connecticut Avenue, NW
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Washington, DC 20036

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e-mail wdg@wolfe.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, inc

FIRST FLOOR PLAN

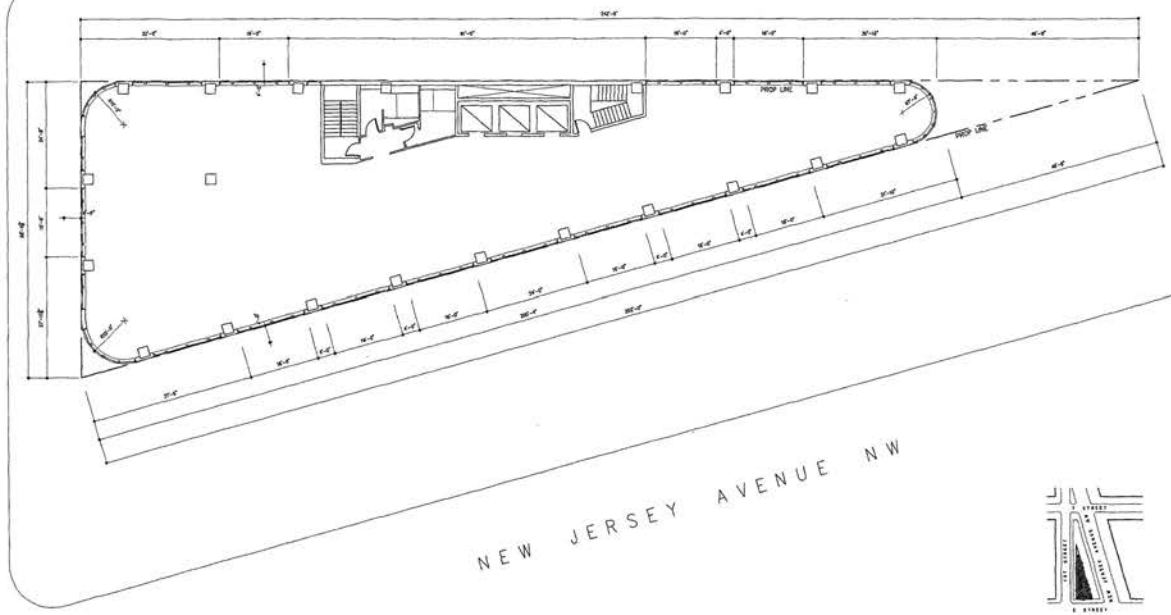
SCALE: 1/8" = 1'-0"

A 2.04

1ST STREET

E STREET

NEW JERSEY AVENUE NW



LOCATION PLAN

WDG

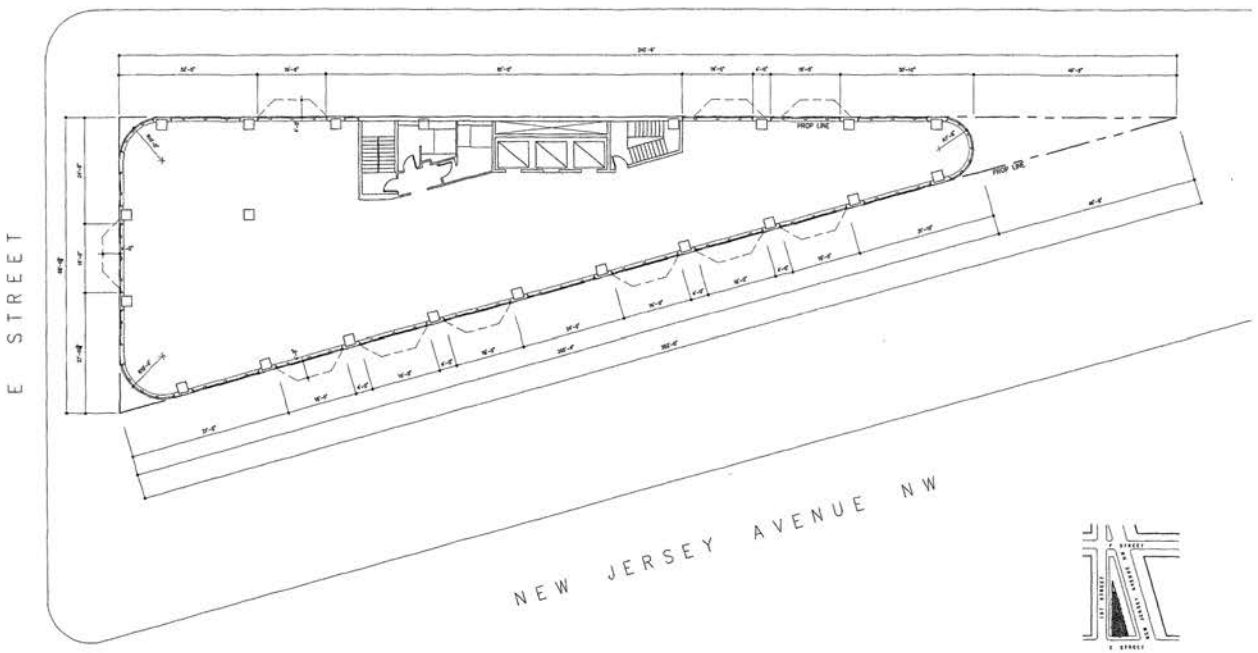
Washington DC

500 NEW JERSEY AVENUE NW

The Hellman Company, Inc

SECOND FLOOR

A 2.05



LOCATION PLAN

WDG

Wahe Design Group, PLLC
Architecture
Planning
Interior Design

1023 Connecticut Avenue, NW
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Washington, DC 20036

tel 202.857.6300
fax 202.463.0165
e-mail wdg@wahe.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

500 New Jersey Avenue NW
Washington DC

The Hellman Company, Inc

1001 L Street
Washington DC 20036

May 15, 12
Rev. 08, 12

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WDG Project No. 2007.047

THIRD FLOOR

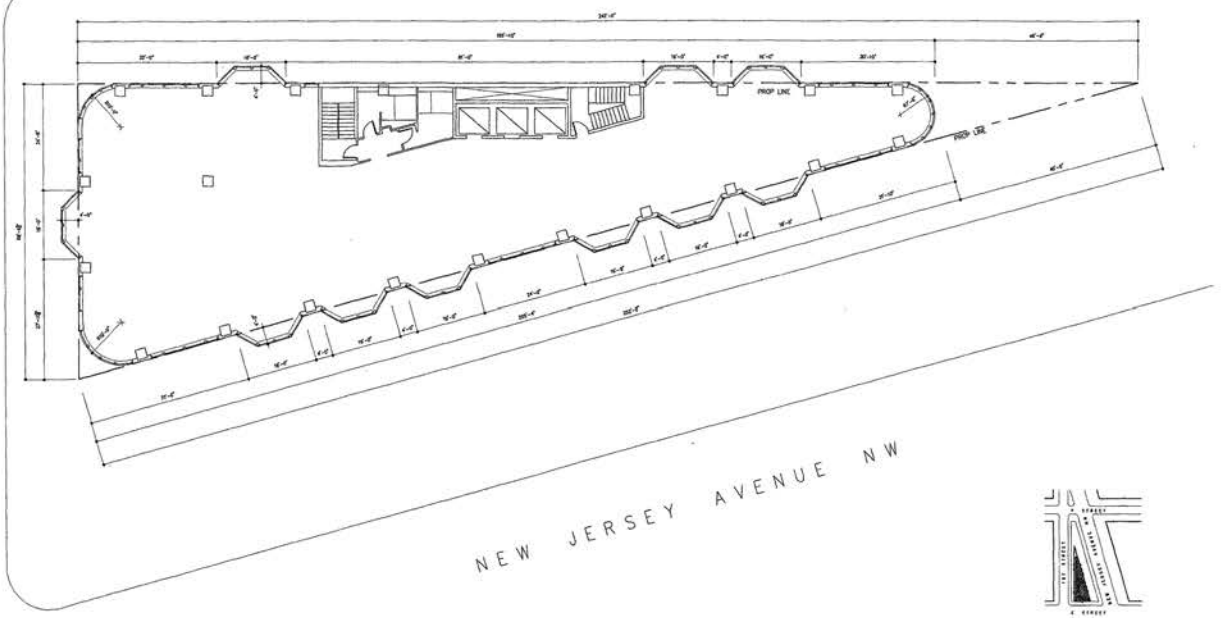
SCALE: 1/8" = 1'-0"

A 2.06

1ST STREET

E STREET

NEW JERSEY AVENUE NW



LOCATION PLAN

WDG

Wdns Design Group, PLLC
Architecture
Planning
Interior Design
1025 Connecticut Avenue, NW
Suite 300
Washington, DC 20036
tel 202.857.0200
fax 202.463.3146
e-mail info@wdns.com

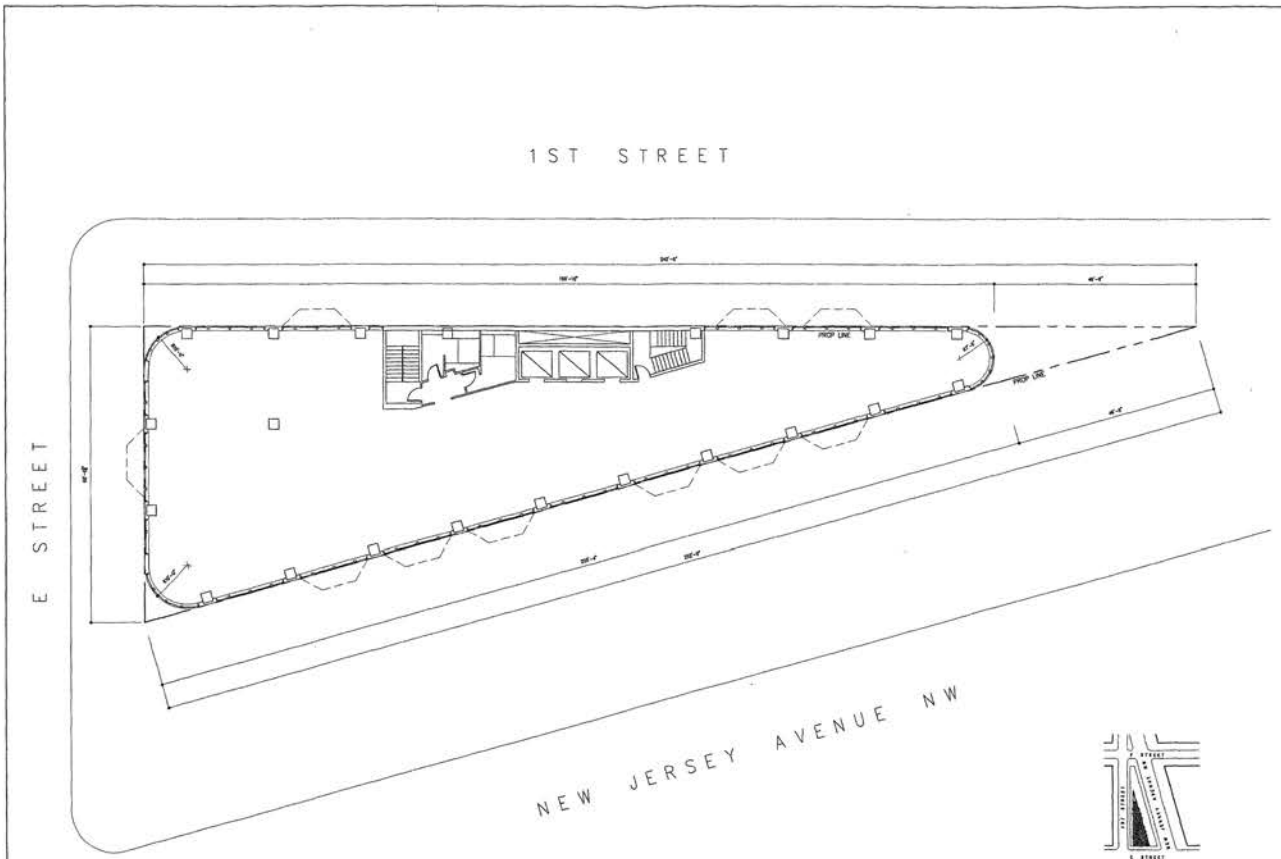
500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, Inc

TYP FL 3-12 FLOOR

A 2.07



WDG
Wolfe Design Group, PLLC
Architecture
Preservation
Interior Design
1025 Connecticut Avenue, NW
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Washington, DC 20036
tel 202.457.8309
fax 202.463.2146
e-mail wdg@wolfedc.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, Inc

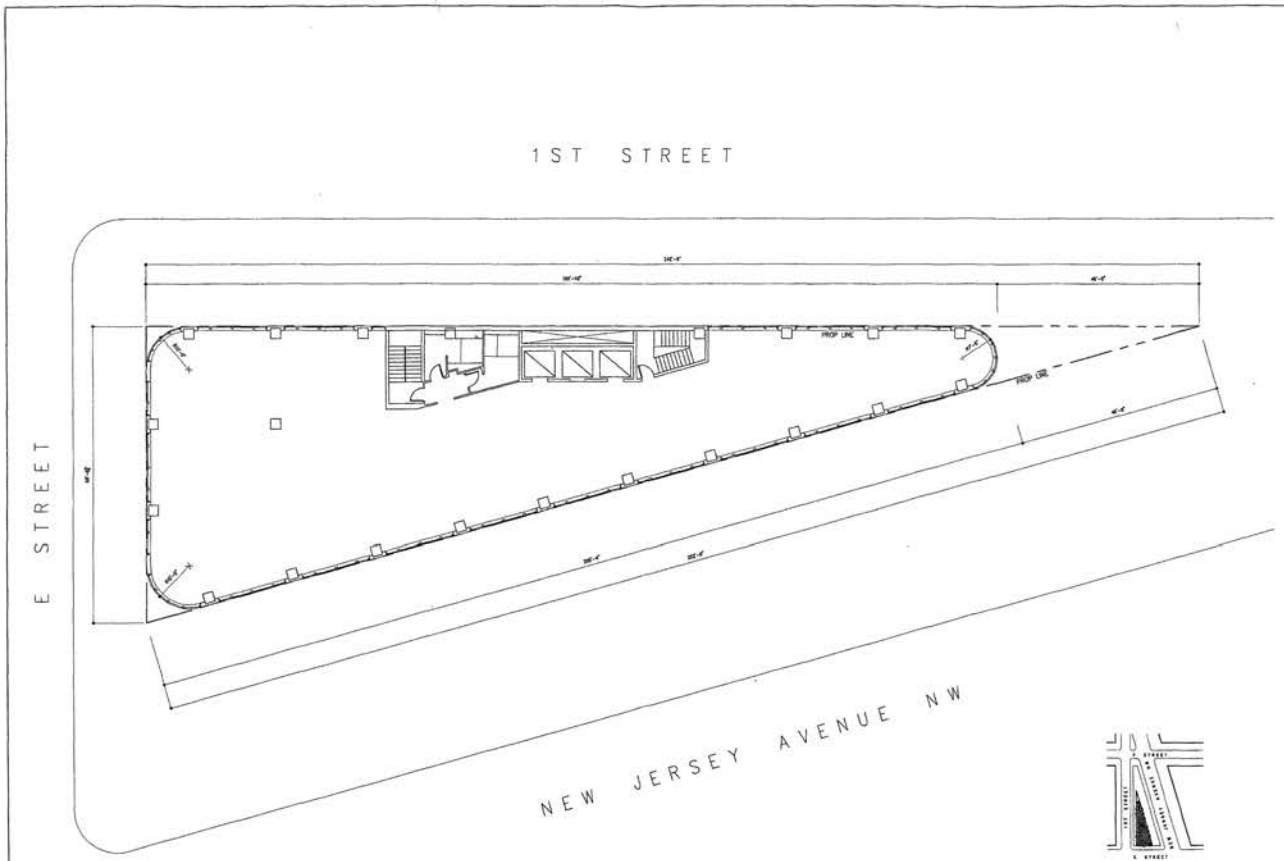
May 11, 21
Jul. 13, 21

©2021 Wolfe Design Group, PLLC
WDG Project No. NAD-047

ELEVENTH FLOOR

SCALE: 1/8" = 1'-0"

A 2.08



WDG

Wahe Design Group, PLLC
Architecture
Planning
Interior Design

1025 Connecticut Avenue, NW
Suite 200
Washington, DC 20036

tel 202.857.6300
fax 202.463.3186
e-mail wdg@wahe.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hoffman Company, Inc

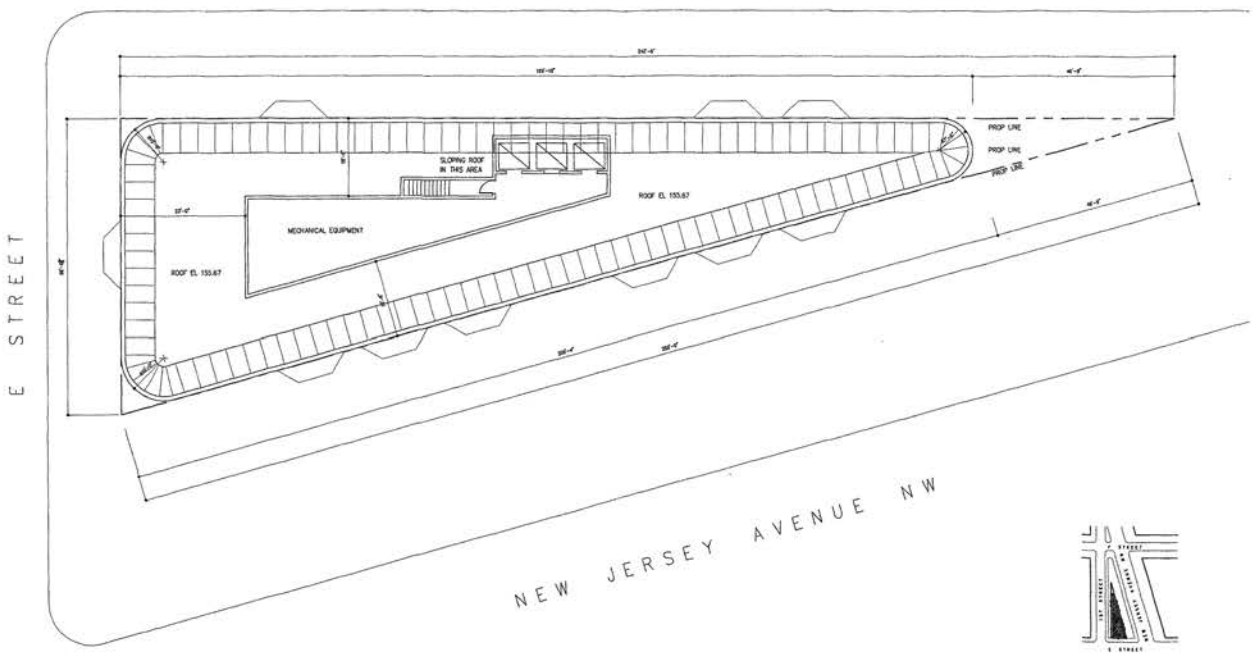
Mar 11, 20
Apr 15, 20

© 2011 Wahe Design Group, PLLC
WDG Project No. 1010.07

TWELFTH FLOOR

SCALE: 1/8" = 1'-0"

A 2.09



LOCATION PLAN

WDG

Wahle Design Group, PLLC
Architecture
Planning
Interior Design
1023 Connecticut Avenue, NW
Suite 300
Washington, DC 20036
tel 202.857.5300
fax 202.463.9168
e-mail wdg@wdgdc.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

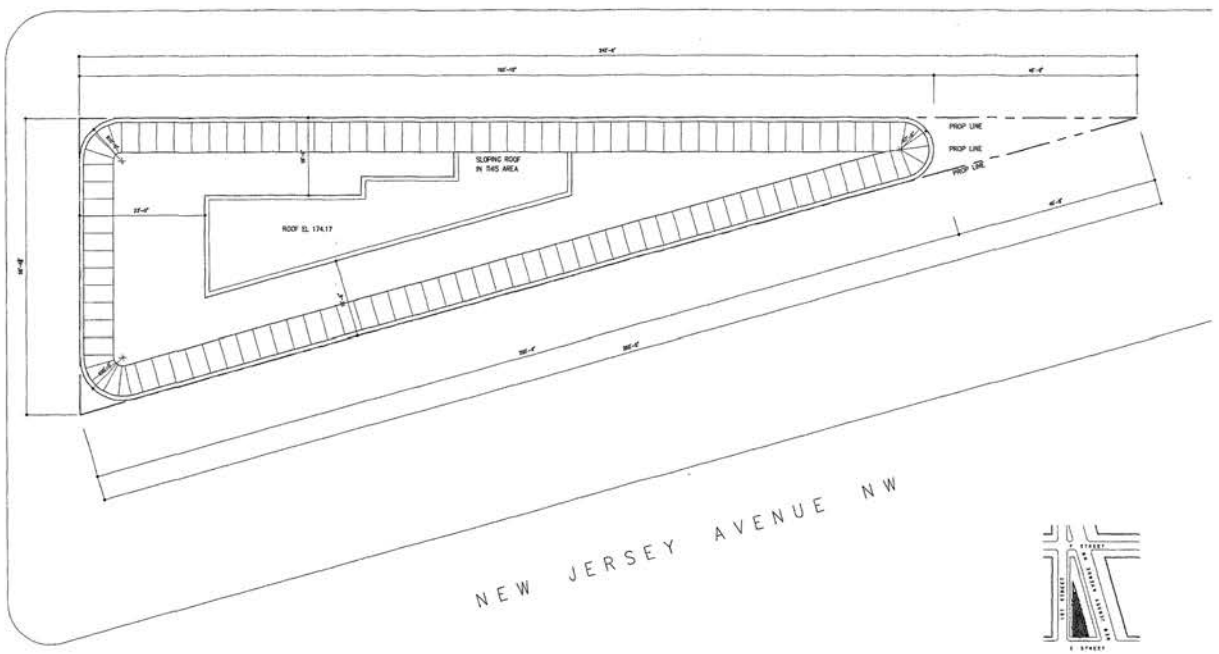
The Hallman Company, Inc

PENTHOUSE

SCALE: 1/8" = 1'-0"

A 2.10

1ST STREET



LOCATION PLAN

WDG

500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, Inc

PENTHOUSE ROOF

A 2.11



NEW JERSEY AVENUE (EAST) ELEVATION

WDG

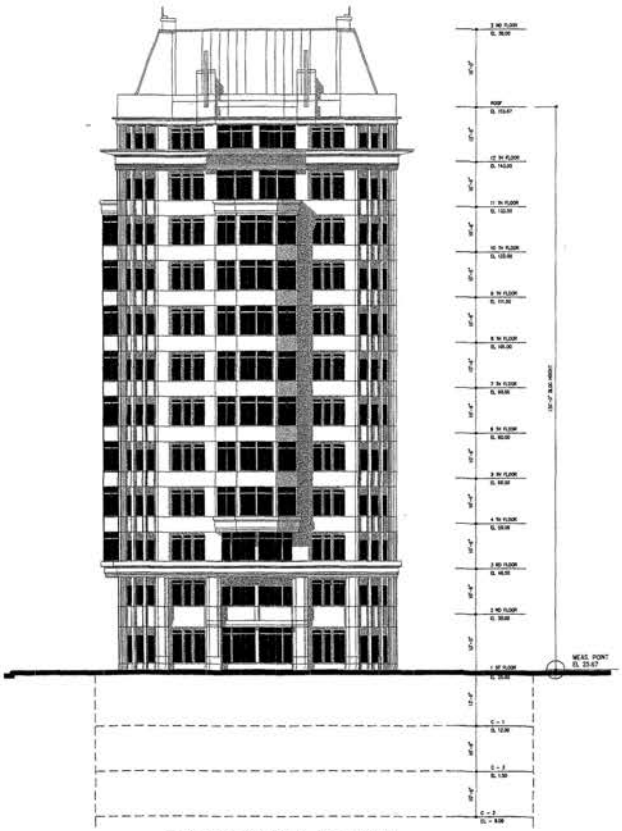
500 NEW JERSEY AVENUE NW

WASHINGTON DC

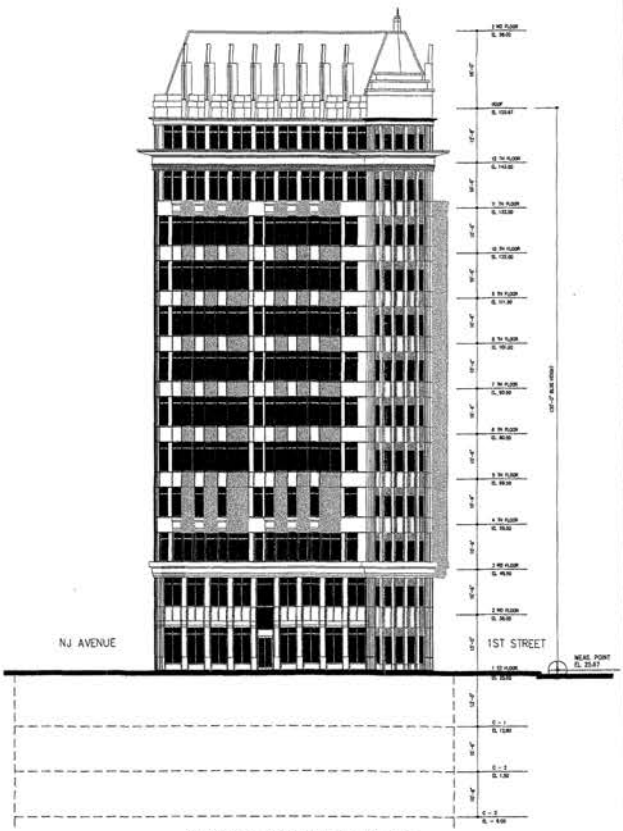
The Hellman Company, Inc

NEW JERSEY AVENUE ELEVATION

A 3.01



E STREET (SOUTH) ELEVATION



F STREET (NORTH) ELEVATION

WDG

Waha Design Group, PLLC
Architecture
Planning
Interior Design
1025 Connecticut Avenue, NW
Suite 300
Washington, DC 20036
Tel 202.857.6336
Fax 202.463.2199
e-mail info@wdgpllc.com

500 NEW JERSEY AVENUE NW

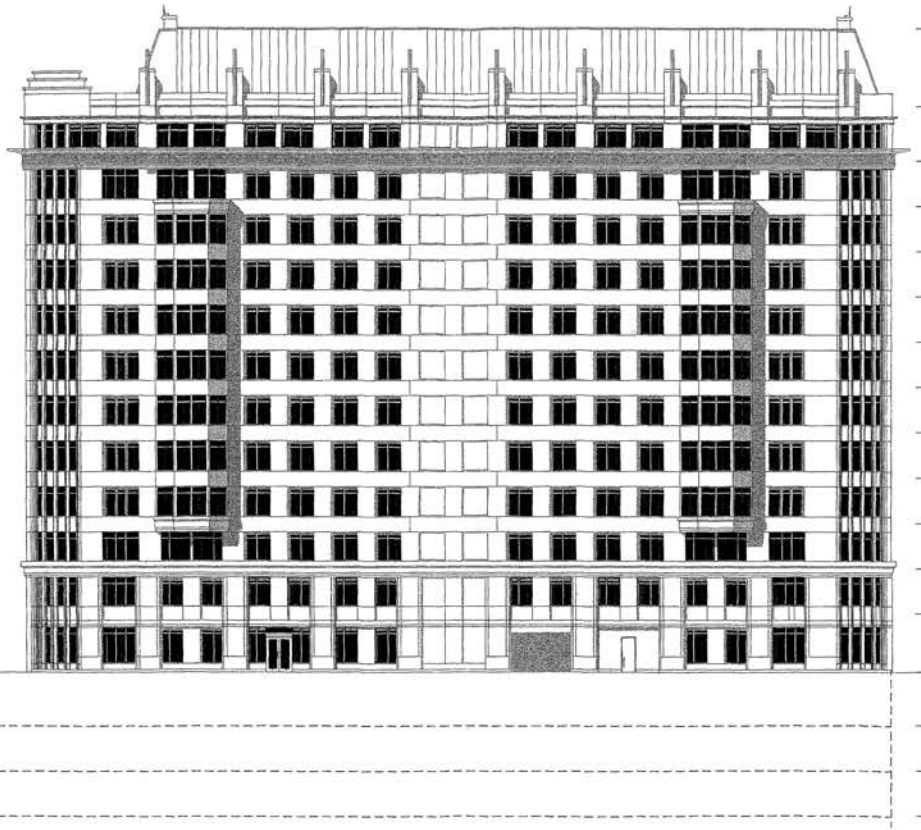
WASHINGTON DC

The Hellman Company, Inc

B STREET
F STREET
ELEVATIONS

SCALE: 1/8" = 1'-0"

A 3.02



1ST STREET (WEST) ELEVATION

WDG

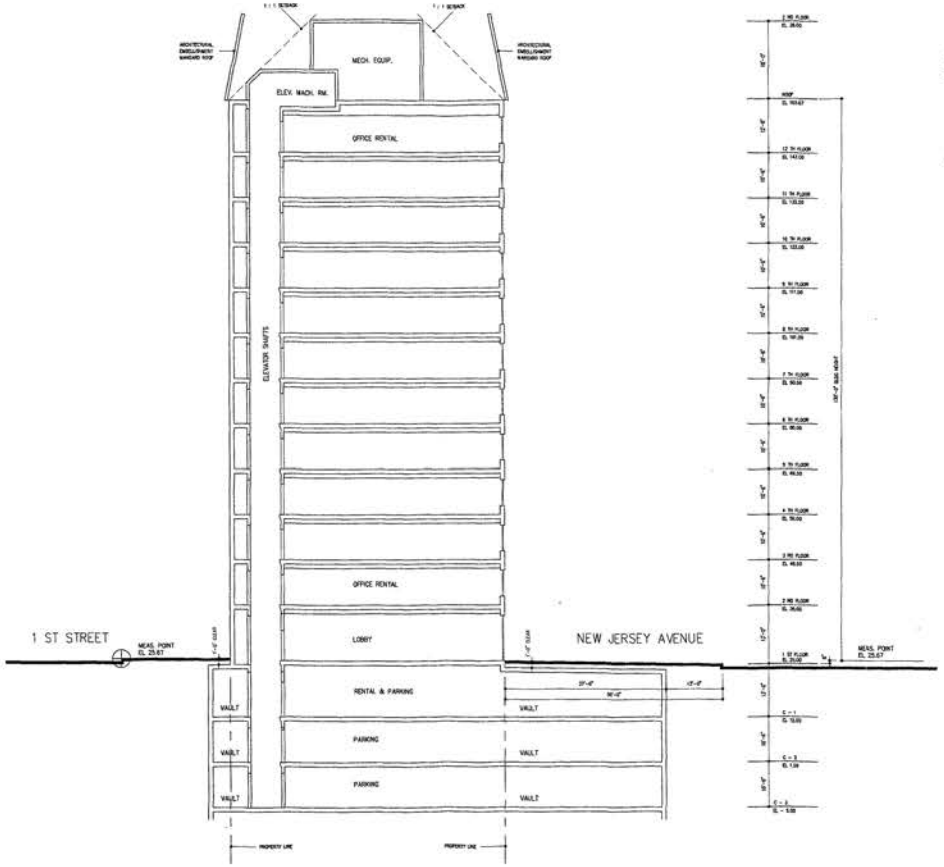
500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, Inc

1ST STREET ELEVATION

A 3.03



WDG

Wahe Design Group, PLLC
Architecture
Planning
Interior Design

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email wdg@wdg.com

500 NEW JERSEY AVENUE NW

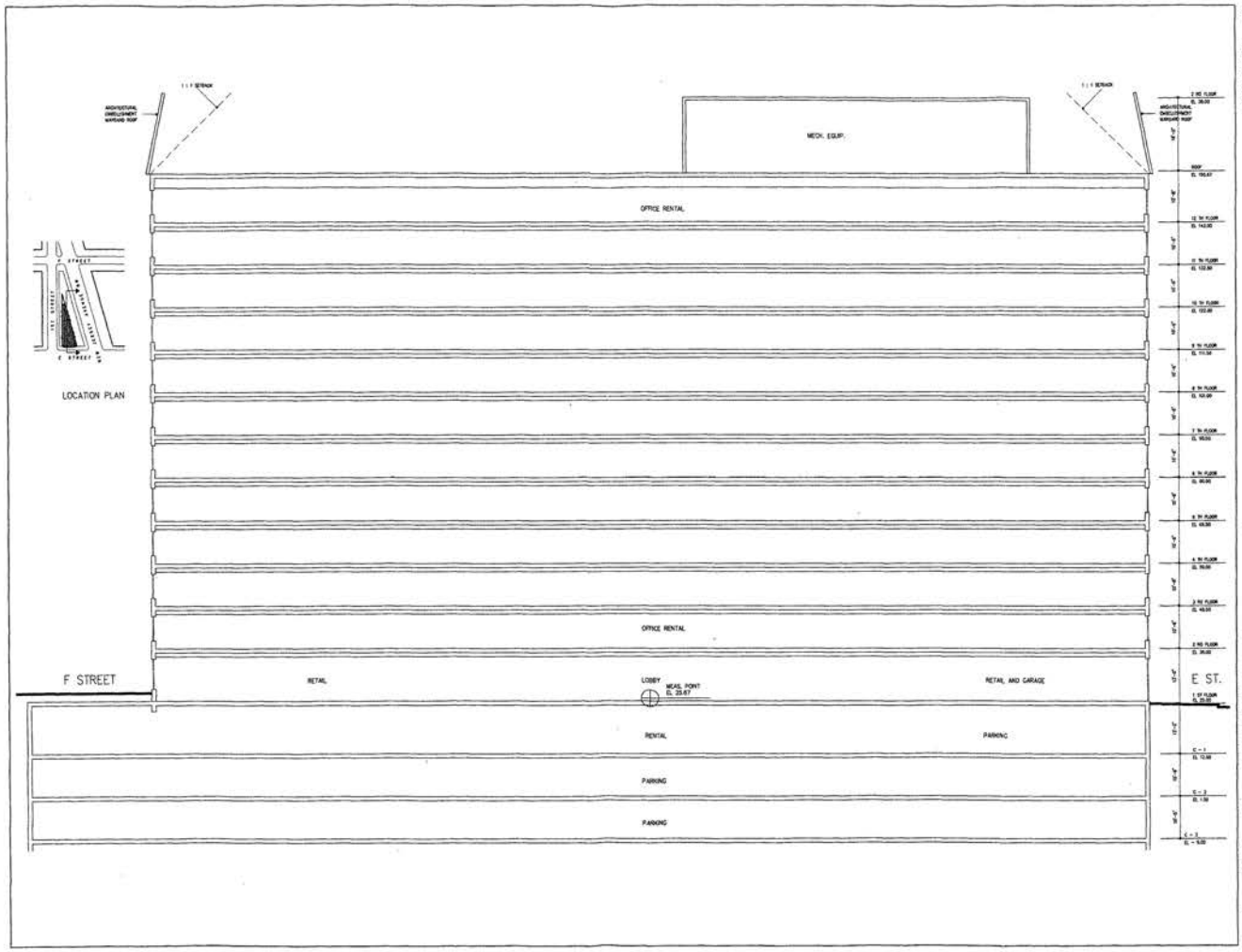
WASHINGTON DC

The Hellman Company, inc

BUILDING SECTION
VAULT SECTION

SCALE: 1/8" = 1'-0"

A 4.01



WDG

Weiss Design Group, PLLC
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Planning
Interior Design

1025 Connecticut Avenue, NW
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tel 202.457.8200
fax 202.463.2148
e-mail wdg@wdgpllc.com

500 NEW JERSEY AVENUE NW

WASHINGTON DC

The Hellman Company, Inc

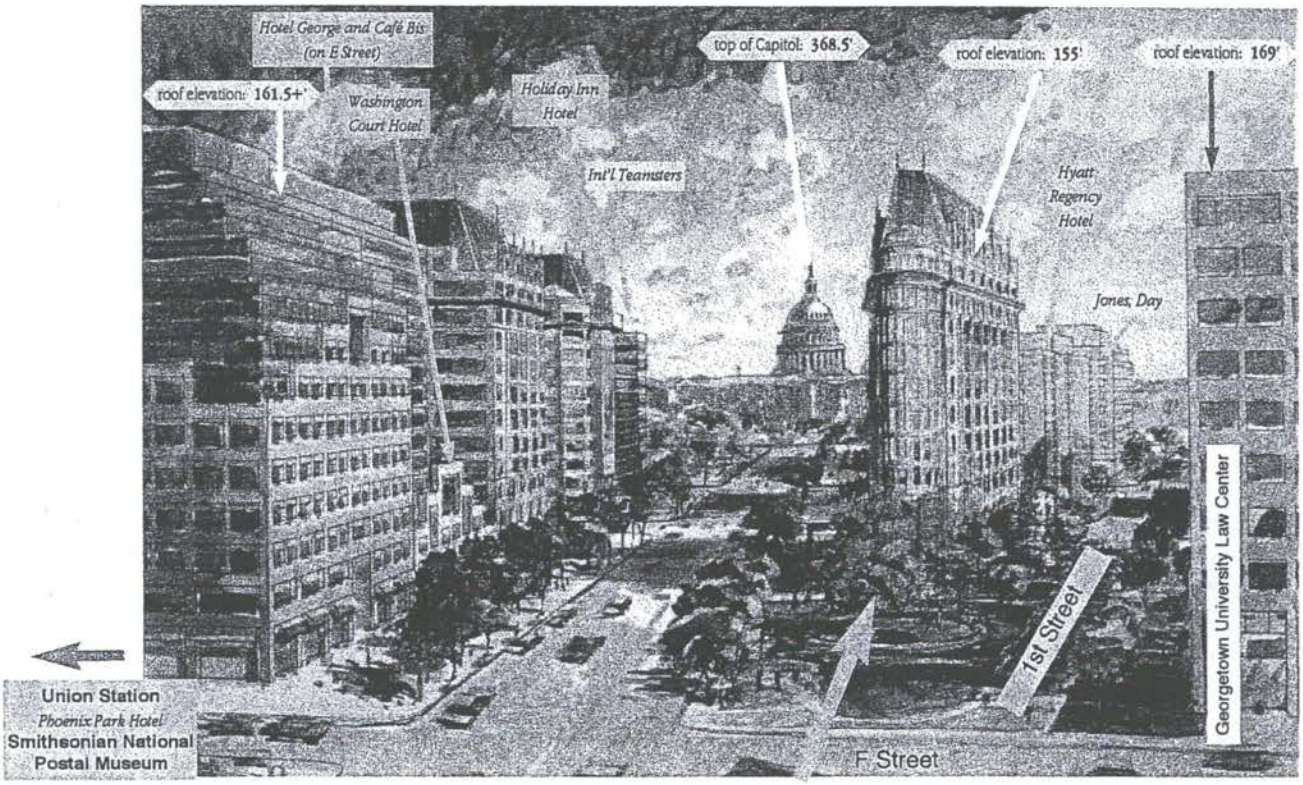
NORTH-SOUTH BUILDING SECTION

SCALE: 1/8" = 1'-0"

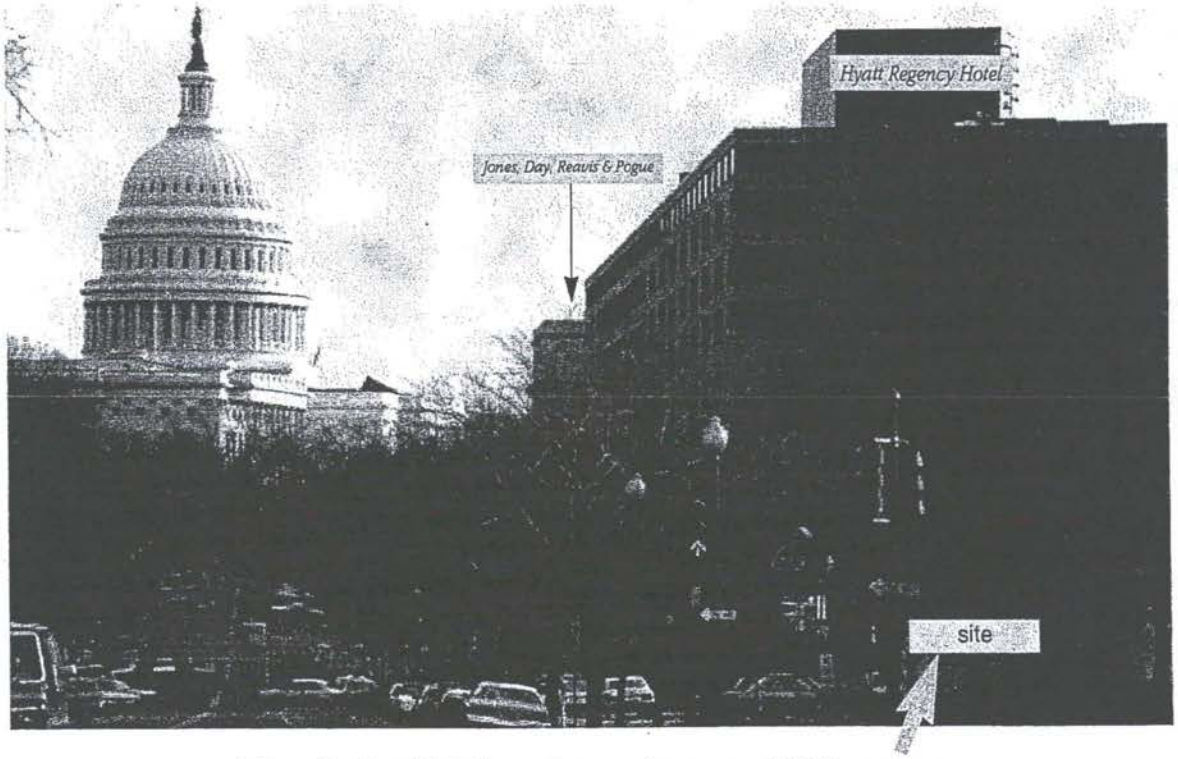
A 4.02



500 New Jersey Avenue, NW



A respectful, architecturally prominent building on a L'Enfant Special Street.



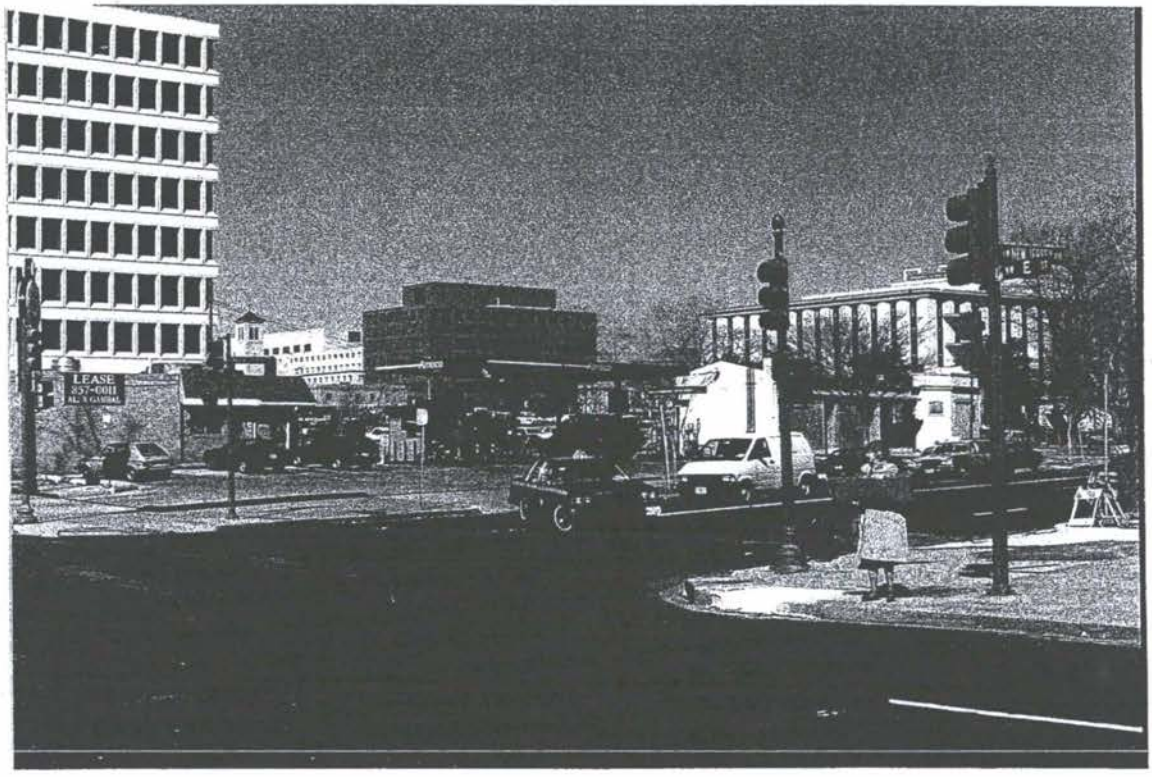
The site for 500 New Jersey Avenue, NW is unique.

The Hellman Company, inc.






LEASE
857-0011

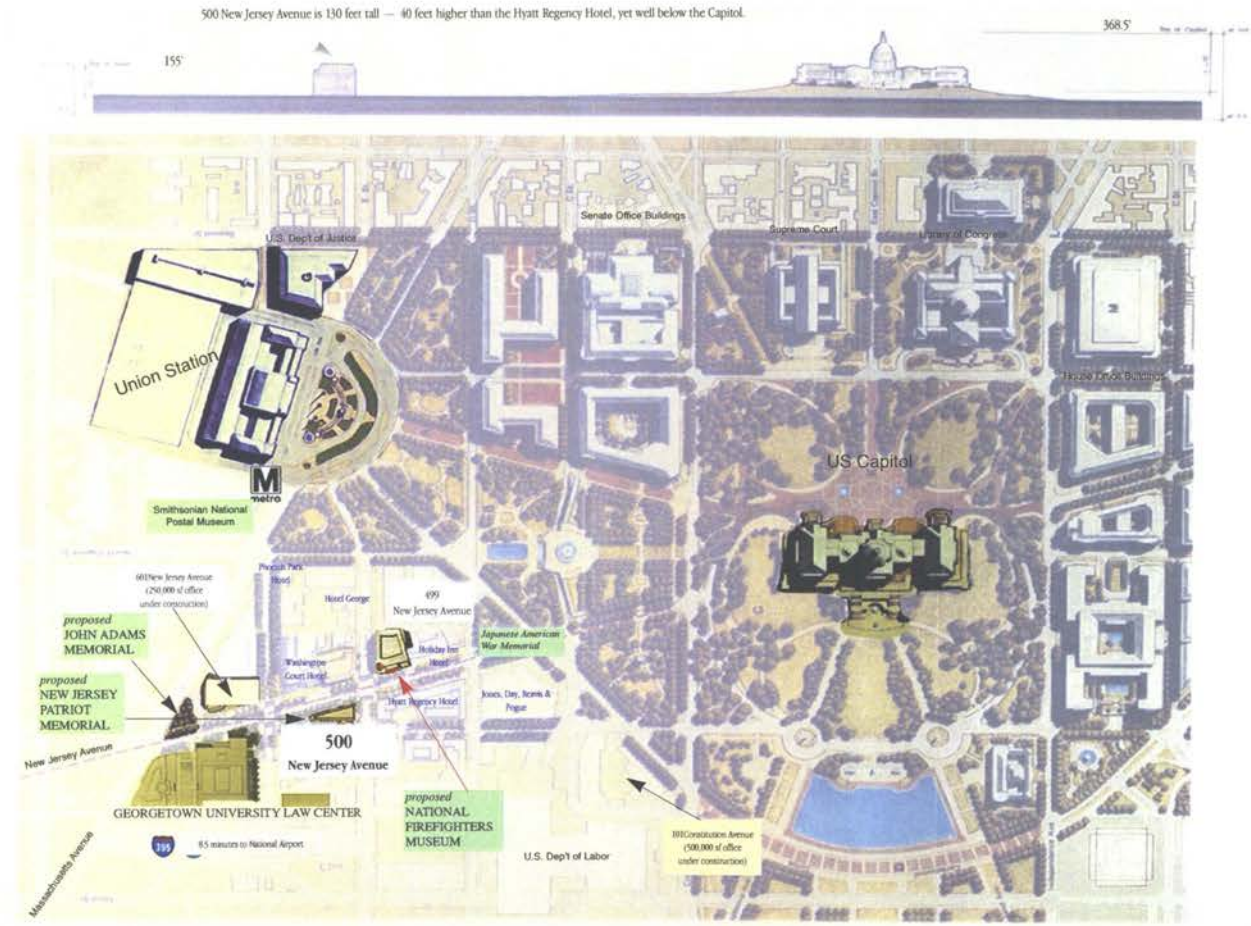

LEASE
857-0011

F



This is "ground-zero" for smart growth. There is no dirt in the world with more infrastructure underneath.

The Hellman Company, inc.



500 NEW JERSEY AVENUE DEVELOPMENT

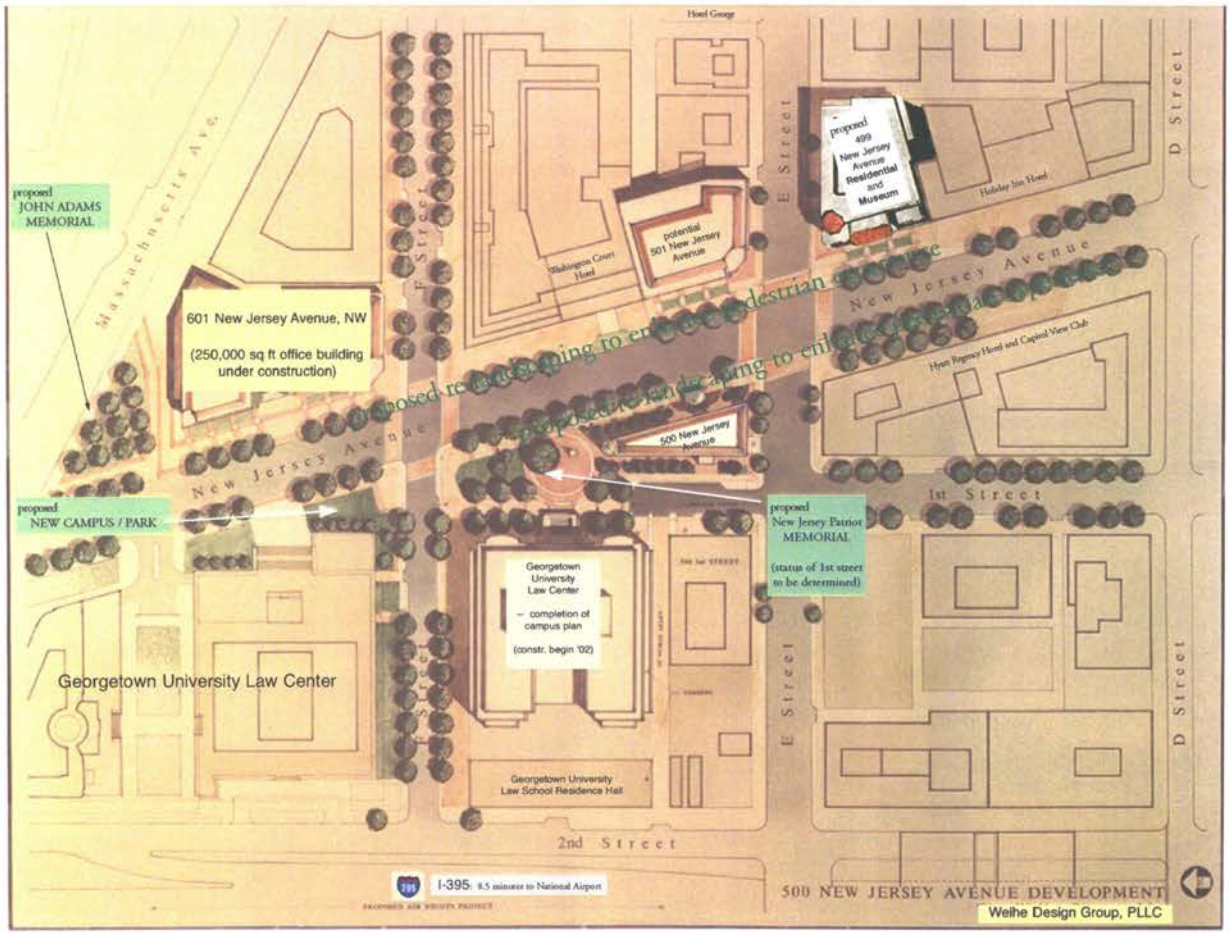
CONTEXT PLAN

Weihe Design Group, PLLC

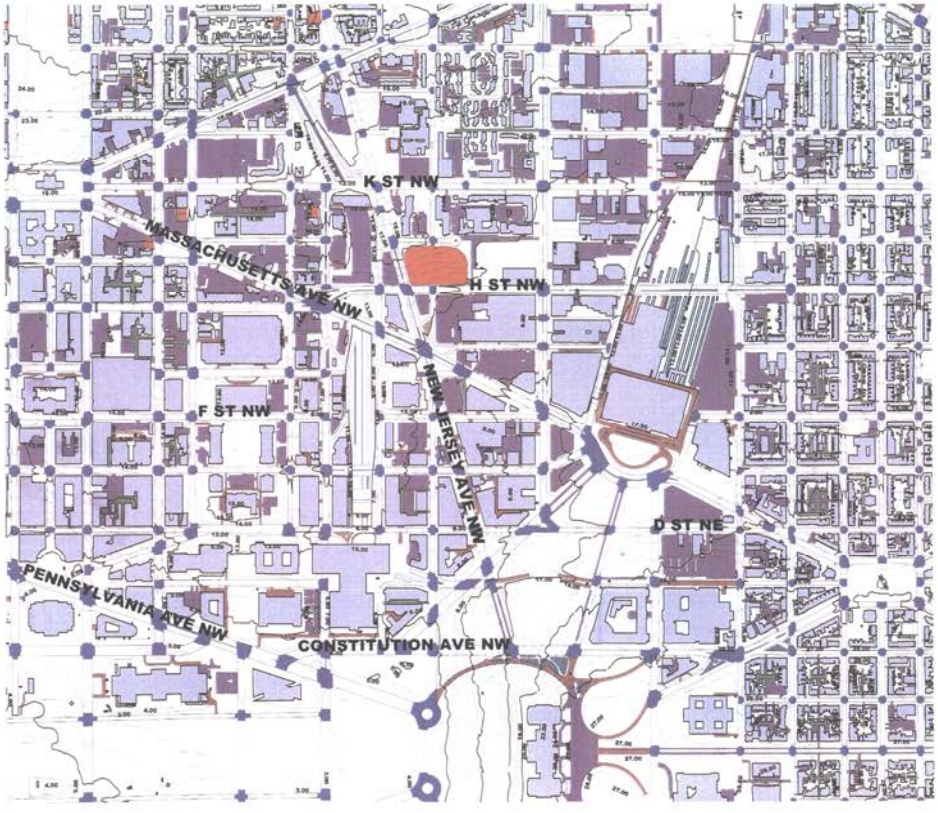
"Laboratory" for re-inventing the city in the age of the computer:
New Jersey Avenue from the Capitol to Massachusetts Avenue, NW

The Hellman Company, inc.

Our New Jersey Avenue development plan creates considerable value in the near term by solving problems.
500 New Jersey Avenue, NW will generate income and appreciate in value more surely and more rapidly than any other.
And because of its human-scale and power of place, it is incredibly low risk.



Topo Map of New Jersey Ave from Constitution Ave to K St



legend

CONTOURS
- INDEX
- INTERMEDIATE

- Building
- Road Polygon
- Median Island
- Traffic Island
- Alley Polygon
- Driveway, Paved
- Parking Lot, Paved
- Parking Lot, Unpaved
- Intersection

3000 0 3000 Feet

Scale: 1inch = 250 Feet

H

District Of Columbia Government
ADVISORY NEIGHBORHOOD COMMISSION 6A
624 H., Street, NE 1st Floor. Washington, D.C. 20002
Office 202 547-8741 * Fax 202 547-8742

May 17, 2001

RECEIVED
D.C. OFFICE OF ZONING
2001 MAY 17 PM 4:55

Mr. Eric Price
Deputy Mayor for Planning and Economic Development
Government of the District of Columbia
One Judiciary Square
441 4th Street, N. W., 11th Floor
Washington, DC 20001

Dear Mr. Price:

The purpose of this correspondence is to submit my endorsement and request your support for the proposed development by Mr. Jay Hellman on the site of 500 New Jersey Ave NW (BZA Case #16744). The development of the site as proposed by The Hellman Company, inc. represents a unique opportunity for not only SMD 6A01, but for the citizenry of the District of Columbia at large. In the context of Mr. Hellman's comprehensive vision for the area, this development represents the first step toward the manifestation of a delightfully bustling corridor that would be a fitting gift to our great nation.

In the short time that I have been exposed to Mr. Hellman and his development plans for the site and the area, I am most impressed by his uncanny ability to bring together seemingly unrelated and certainly underutilized resources of varying genre in harmonious synthesis. The use of the existing underground infrastructure and strategic position of the 500 New Jersey Ave NW site relative to The US Capitol, I-395, Union Station and it's Metro, NOMA and the Massachusetts Ave thoroughfare epitomizes the idea of intelligent land use.

Mr. Hellman's plan displays incredible sensitivity to key aspects of development often overlooked by other developers. Having walked the proposed site with Jay, I find that his observations regarding the pedestrian experience have great merit. The architectural design of the proposed 12 story, 96,000 sf structure is consistent with the historical integrity of the region. It is aesthetically pleasing and because it will be built to human scale, offers a degree of pleasant functionality that is not often afforded by modern building design. Providing a view of the US Capitol Building to the pedestrian would undoubtedly deliver a splendor to the corridor currently unrealized.

I am aware that the building of the proposed structure would require a variance from the existing Euclidean zoning restrictions for a common building site. However, this unique site is surely a situation where case specific consideration should be employed.

As a representative of the residents of SMD 6A01, I emphatically endorse the proposed development of the 500 New Jersey Avenue NW site by Jay Hellman of The Hellman Company, inc. I would greatly appreciate your support of this project and your best efforts to expedite the acceptance and processing of its' BZA application which is critical to bringing the effort to fruition.

Sincerely,

Robert L. Hall, Commissioner ANC 6A01





The Hellman Company, inc.

500 New Jersey Avenue, NW

a special project on a unique site

(BZA Case No. 16744)

The work on this project began with R&D (relating the evolution of computer and communication technology to downtown office buildings) in 1980. Site acquisition began in 1985.

Relevant quotes:

You know the extent to which I admire your vision for this area. Your articulate and imaginative presentation needs no amendment by me.

J. Carter Brown, Director Emeritus, National Gallery of Art
Chairman, Commission of Fine Arts (Sep 22, 1998)

I truly wish more developers had your practical creativity and sensitivity to design and place.

Reginald Griffith, Executive Director,
National Capital Planning Commission (Oct 14, 1998)

Jay has really done his homework. He provided me the most cogent and thorough redevelopment briefing I have received in 17 years on the Council.

Charlene Drew Jarvis, Chairperson,
Comm. on Econ Dev, DC City Council (Feb 15, 1996)

Although the property that you intend to develop at 500 New Jersey Avenue, N.W., is one or two blocks outside the limits of the Master Plan and Capitol Grounds, it is nevertheless in a prominent location in the nearby vicinity and is therefore important in my view. ... A sensitively and well designed development in that location could certainly enhance the area and I would support such a proposal given that proviso.

George M. White, FAIA,
Architect of the Capitol (Jan 16, 1986)

We believe that a carefully designed plaza could be a valuable amenity for the public as well as the private development such as your project.

John G. Parsons, Associate Regional Director, Land Use Coordination
US Dep't of the Interior, National Park Service, National Capital Region (Nov 7, 1988)

We are especially interested in the significance of your proposals as they impact the U.S. Capitol. ... We support your proposal to redevelop this critical block.

Cong. Fred Schwengel (ret.), President
US Capitol Historical Society (Jun 22, 1988)

1828 L Street, NW
Washington, DC 20036
jay.hellman@alum.mit.edu
tel. 202 879-5500
fax: 301 983-9556

Jay John Hellman's exciting, innovative, and visionary ideas concerning the redevelopment of the area around the intersection of New Jersey and Massachusetts avenues, NW ... My work with the U.S. Capitol Historical Society has brought me to a unique appreciation for how redevelopment of this area can enhance the Capitol's role in the historic and commemorative sense of place. ... [Implementing Mr. Hellman's vision] restores this neglected area to its deserved prominence. I heartily endorse the most serious consideration of Mr. Hellman's proposal.

Donald R. Kennon, Ph.D., Chief Historian
US Capitol Historical Society (May 21, 2001)

I have met several times over the last year with Jay Hellman regarding his redevelopment plan for New Jersey Avenue. I am impressed with his vision and tenacity. ... I share his belief that the District must create and execute big, bold, and well-integrated, redevelopment plans for its most valuable sites.

Charlene Drew Jarvis, Chairperson,
Comm. on Economic Development, DC City Council (Oct 31, 1996)

The development of the site as proposed by The Hellman Company, inc. represents a unique opportunity for not only SMD 6A01, but for the citizenry of the District of Columbia at large. ... I am most impressed by his uncanny ability to bring together seemingly unrelated and certainly underutilized resources of varying genre in harmonious synthesis. ... The architectural design of the proposed 12 story, 96,000 sf structure is consistent with the historical integrity of the region. ... I emphatically endorse the proposed development ...

Robert L. Hall, Jr., ANC Commissioner SMD 6A01,
(May 17, 2001)

Your proposals are creative and could contribute in a major way to the enhancement of the New Jersey Avenue corridor.

Daniel C. Bryant, Assoc. VP Business & Financial Affairs
Georgetown University Law Center (Dec 18, 1996)

I first became aware of Mr. Hellman's considerable efforts to redevelop New Jersey Avenue near the Capitol and Union Station several years ago when I was the Councilmember representing Ward 6. He has been working on the development plans for a long time. I support his work and am delighted he is in a position to proceed. ... developing it in an elegant, high density office building with street-front retail would generate considerable benefits both for the private sector and the public sector. ... Mr. Hellman's building will attract government affairs offices of significant companies. This will greatly assist the hotel and restaurant business in the immediate vicinity. Mr. Hellman's proposal presents Washington with an exceptional opportunity.

Harold Brazil, Chairperson,
Comm. on Economic Development, DC City Council (May 10, 2001)

I am writing in three capacities, seeking your assistance in expediting the zoning and permit process for 500 New Jersey Avenue, NW. ... I am concerned about economic development and the health of the District as the centerpiece of our region. ... Jay's proposed 12 story, 95,000 square foot elegant office building is ideal for this site. ... this building could be an important catalyst to the grand revitalization of your Noma vision. ... Under-developing an urban site is not in the public interest - particularly one so central, so prominent, surrounded by so much open space and supported by massive public infrastructure investments ...

John M. Derrick, Jr., Chairman and CEO, Pepco;,
also Chairman Metropolitan Washington Board of Trade (May 14, 2001)

I write simply to say that redevelopment of the area would be a public service. From all that I have seen, Mr. Hellman's plans seem promising and deserve your support.

Robert Pitofsky, Dean
Georgetown University Law Center (Jun 9, 1988)

I quite agree with you that improvement along the 500 block of New Jersey Avenue is needed.

Walter E. Fauntroy
Member of Congress, DC (Jun 10, 1988)

Enlightened land-use policies recognize that certain parcels of real property are more prominent than others. Urban planning, geographical features, and proximity to amenities such as transportation provide our streetscapes with a hierarchy of land-use functions and real estate values.

Patrick J. Lally, Architect, Capitol Hill resident,
member of Capitol Hill Restoration Society (*A Better Use for D.C. Site*, Legal Times, Jun 23, 1997)

"Pierre L'Enfant's 1791 plan for the city, one of our most historic documents, treats New Jersey Avenue as very special. ... Special Streets and Places should be maintained and enhanced in a manner that promotes their roles as major features... They should be embellished, when possible, with monuments, fountains, sculpture, gardens, distinctive buildings ... placed strategically to serve as frequent points of orientation and visual delight. ... Architecturally prominent buildings should be located in Special Streets..." [my underline]

Reginald Griffith, Executive Director,
National Capital Planning Commission (Jan 22, 1986)

I am writing to encourage your support for a project that can be a centerpiece for smart growth ... Mr. Hellman's proposal for 500 New Jersey Avenue, NW will set an important example of re-invention of the city. It is the right building in a very special place. ... We are impressed with Mr. Hellman's proposed design for a 12-story, elegant office building that makes maximum use of the site. We urge you to use your office to support the steps necessary to make this project a reality.

Stewart Schwartz, Executive Director,
Coalition for Smarter Growth (Apr 23, 2001)

.. Residential and commercial development needs to be increased in areas adjacent to the 83 rail stations.... A recent study reported that vacant and under-used land around many Metro stations has the potential capacity to meet all the foreseeable demand for employment and residential needs between 2000 and 2020. ...

Phillip Dearborn, Executive Director,
Greater Washington Research Center (*Let the Region Revive the Spirit of '68*, Wash Post Feb 4, 2001)

Building densely, diversely and urbanely around transit stations is the right thing to do. ... Yet, in transit-oriented developments ... shrinking the project's scope is tantamount to dumbing down smart growth.

Roger Lewis, FAIA,
Professor, U. of Maryland, columnist, Architect / Planner (*Shape of the City*, Wash Post, Mar 10, 2001)

Metro needs to be more aggressive in encouraging 'smart growth' around subway stations. ... That would dramatically limit sprawl ... Sprawl is the biggest long-term threat to the bay's health ... Metro should encourage walkable residential and commercial development ...near its transit facilities

Metro Can Limit Sprawl, Bay Group Says,
Chesapeake Bay Foundation (Wash Post Mar 9, 2001)

I was pleased to receive your recent letter regarding your real estate development efforts near the Union Station Metro Station. ... The Washington Metro System is of particular interest given the massive present Federal investment and future Federal assistance anticipated by the area jurisdictions. ... Your Union Station proposal is typical of the kind of development which increases the intensity of land use around Metro stations. More intensified use of station area property results in a more efficient Metro system through increased ridership

Ralph Stanley, Administrator,
UMTA Urban Mass Transportation Administration (Oct 9, 1996)

Union Station Redevelopment Corporation, USRC, offers this letter in support of Jay Hellman's planned project for the 500 block of New Jersey Avenue, N.W. ... This appears to be one of those instances that variances are needed to obtain the highest and best use of the site. ... The building is designed to create a sense of place on this uniquely shaped parcel. We look at 500 New Jersey Avenue as an integral part of the Union Station neighborhood. The proposed 12 story building fits well ...

David S. Ball, President,
Union Station Redevelopment Corporation (May 8, 2001)

CHAMPS wholeheartedly supports and requests your office's support for ... 500 New Jersey Avenue, NW by developer Jay John Hellman. We believe his concept for this parcel of land is exactly what is needed. The building he proposes is most apropos in terms of design, purpose, history, sense of place and economic development. ... Because of the prominence of this site, nothing less than the proposed twelve-story office building would be appropriate.

Rob Gabany, Executive Director,
CHAMPS Capitol Hill Association of Merchants and Professionals (May 3, 2001)

Your plans are just what this site needs and would be a terrific compliment and upgrade to the neighborhood. The occupants of this proposed building would be potential customers for the hotel and a boost to the neighborhood economy in general. This building would transform 500 New Jersey Avenue to a showplace to set the tone for further enhancements on this side of Capital Hill. I heartily support your proposed building as do the owner's of the Washington Court Hotel. I also support the requested variances for the proposed building in order to make it commercially viable.

Mac McNeill, Managing Director,
Washington Court Hotel (Apr 13, 2001)

You have asked me to comment on my reaction to the possibility of creating a National Firefighter's Museum at 499 New Jersey Avenue, NW ... I can't think of a more qualified site to display the history of our nation's fire service. ... as part of an urban development whose scale, architecture and mixture of uses would contribute so strongly to the revitalization of a singularly important part of our nation's capitol. ... With its close proximity to Union Station, the Metro and hotels, the fire museum would become a popular attraction.

William M. Webb, Executive Director
Congressional Fire Services Institute (Apr 4, 1996)

Early Saturday morning I walked to the intersection of New Jersey and Massachusetts. You are correct. The site would be an excellent choice for a memorial to John Adams.

John Ferling, Professor of History
West Georgia College (Apr 16, 1996)

We both saw your vision and agreed that this building could be a unique jewel if executed effectively and without delay. It is consistent with my own thinking about the convergence of computer and communication technology and its relationship to the future of office buildings and the meaning of location. Because of my extensive international real estate experience in the past 33 years, I was quite confident ... [that we could] lease it to the highest quality global Corporations at premium rents.

Cesar Chekijian, Real Estate Investor,
former head of real estate Chase Manhattan Bank (23 Apr 2001)

You asked me to comment on why certain zoning variances are necessary to build the right building on this special site. ... It is a unique site. Its configuration is small and narrow. All sides front on streets. It sits in an open setting, visually linked to the most architecturally dramatic building in Washington -- the US Capitol. ... Because the site is small you have diseconomies of scale. A 95,000 square foot building is still small, but on the edge of viable. Anything less would not allow 3 elevators -- the minimum for an architecturally significant building that must command top market rents to be economically viable . ... The building you are proposing at 500 New Jersey Avenue is exactly correct.

Robert Gladstone, Chairman
Quadrangle Development Corporation (May 16, 2001)

As you know, we have spent considerable time studying your proposed new building at 500 New Jersey Avenue, NW. You have asked me to explain briefly why the construction costs are significantly more expensive (per square foot of floor area) than a typical Class A office building. There are several reasons. They all relate to the site itself.

This is a unique site. The private buildable area is small, but the total sitework square footage is quite large due to the exceptionally wide sidewalk and the almost 60 foot setback at the north. The building is narrow. Streets surround it on all sides so there are no inexpensive party walls or alley facing walls which can be aesthetically downgraded. ... At 12 floors above grade your building is still quite small. If you were forced to further reduce the building size by eliminating floors this would significantly burden your diseconomies of small scale.

Thomas J. Barnes, Chief Estimator / Specialist
J. A. Jones / Tompkins Builders (Apr 9, 2001)

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BOLAN SMART ASSOCIATES, INC.
1150 CONNECTICUT AVE. NW, SUITE 300, WASHINGTON, DC 20036 • (202) 371-1333 • FAX (202) 371-1334

July 2001

District of Columbia Board of Zoning Adjustment
Washington, DC

RE: 500 New Jersey Avenue, NW Application for Zoning Modification
Economic Viability Analysis

Dear Board Members:

Bolan Smart Associates has undertaken an economic feasibility analysis of the proposed 500 New Jersey Avenue, NW office building. The approximately 54,000 gross square feet of building area permitted under the existing zoning has proven uneconomic to develop, a condition which remains true even after the strong upturn in overall downtown office market conditions. The principal reason relates to the inordinate cost of building and operating a small, triangular shaped building footprint that renders the building significantly less efficient than market competitive properties. The solution lies in building a larger, more market competitive building (@ approximately 92,000 gross square feet), allowing construction and operating inefficiencies as well as land cost components to be spread over a broader base.

Our findings are summarized as follows:

1. **The building, as permitted by-right, flies in the face of all established office building development practices in the District of Columbia.** Since 1996, a total of 33 new private office buildings have been constructed in downtown Washington, DC for delivery through and including 2001. A listing of those properties is attached as Table 1 to this letter. These buildings total 7,512,932 square feet of rentable space. Of those buildings, 27 (or 82%) have rentable square footage in excess of 100,000 square feet of space. Of the remaining six buildings, four were developed for pre-identified occupants (build-to-suit buildings). Those included buildings for The Carnegie Endowment, Faith Family and Freedom, The American

Public Health Association, and The Institute for International Economics. That leaves only ***two*** office buildings constructed in downtown Washington during the past five years with less than 100,000 square feet rentable area, representing less than 1% of total new construction. It should also be noted that both of these buildings (800 8th Street, NW, and 800 Eye Street, NW) are infill buildings, and have a normal rectangular configuration, rather than the triangular configuration of the proposed 500 New Jersey Avenue, NW.

2. **The size and configuration, when combined under the by-right provisions, are intrinsically uneconomic.** Clearly, there are a number of triangular shaped private office buildings in downtown Washington. The proposed by-right 500 New Jersey Avenue differs from virtually all of them in three important respects. First, it would be smaller than any other such building, at less than 54,000 gross square feet of space. Second, it would be the only such building whose all four sides require "front door" architectural treatment. That is to say, most buildings either abut another building or have at least one façade requiring a less costly architectural treatment than in the front façade. 500 New Jersey Avenue has four sides with street frontage. Third, the building as permitted by-right, would require three passenger elevators if it is to compete with other quality downtown buildings for tenants – or one elevator for every 18,000 square feet of gross building area. A normal downtown Washington office building typically provides one passenger elevator for every 40,000 or more square feet of building area. Combined, these three factors make a building of this size and configuration permitted by right at 500 New Jersey Avenue intrinsically prohibitively expensive to build and rent at market determined competitive rates.

3. **The cost of base building construction of 500 New Jersey Avenue, NW, as permitted by-right, is approximately 50% more costly than for a larger, typically configured office building.** Tompkins Builders, a large local construction contractor for 500 New Jersey Avenue building, has stated that they estimate that 500 New Jersey Avenue, NW will cost $135 per gross square foot for core (elevators, stairs, lobby, garage entry/ramps)

and shell construction. Tompkins also notes that a more typical urban speculative office building could be expected to cost between $70 and $90 per gross square foot.

4. **500 New Jersey Avenue, NW if developed by-right, is completely uneconomic.** Bolan Smart Associates has developed a financial pro-forma for 500 New Jersey Avenue if developed on a by-right basis, and secondly, as requested in this application. For comparative purposes, we have also developed a financial pro-forma for a generic downtown Washington, DC office building. That analysis is shown in Table 2. From this table, several facts are immediately apparent:

   a) The generic new downtown office building, containing 250,000 square feet of space, would need to rent for $41.43 per rentable square foot (line 25, Table 2) to break-even, a number virtually identical to recent rent comparables and current market experience. Adjusting for a generic market core factor (building lobbies, access areas, restrooms, etc.) of 8% of total square footage produces a competitive market cost to the office space user equivalent to $44.75 per useable square foot (line 27, Table 2).

   b) The by-right building, containing 54,000 gross square feet, would need to rent for $48.81 per rentable square foot (line 25, Table 2), or $56.62 per useable square foot (line 27, Table 2) to be financially feasible. On a useable basis, that is 26% greater than for the so-called generic downtown office building. The reasons for this enormous cost differential are clear. First, the construction cost per square foot of base building construction is substantially greater ($135/gross square foot versus $85/gross square foot for a more typical Washington office building according to Tompkins Builders). Second, the soft costs are substantially higher because they are a percentage of base building costs. Thus, for example, construction interest costs increase sharply since a greater amount must be financed. Third, due to the high proportion of vertical structural elements and building common area relative to actual

useable square footage, the by-right building contains proportionately less rentable square feet, and as a further derivative, less usable square feet of space, than a more typical office building, placing it in an impossible competitive position in the marketplace. Our analysis concludes that the by-right building would cost an office user $11.87 per useable square foot (line 29, Table 2) more than a typical first class downtown Washington office building. The consequence of this is that an office user would refuse to rent the by-right building without the landlord agreeing to mark down the cost per rentable square foot to equalize for the same end cost per useable square foot achievable at a generic competitive building. Under these conditions, the 500 New Jersey Avenue building would need to rent for $32.75 per rentable square foot (line 30, Table 2) to stand competitive with a generic office property, resulting in a landlord loss of $16.06 per rentable square foot (line 31, Table 2). Without question, it would be inconceivable for the landlord to absorb a whopping 33% loss per rentable square foot between the market competitive rent for the space and the required break-even cost.

c) The proposed building as requested, containing 92,000 gross square feet of space, would need to rent for $41.76 per rentable square foot (line 25, Table 2) to break-even, or $47.76 per useable square foot (line 27, Table 2). That is still $2.86 per useable square foot (line 29, Table 2) more than a comparable new Class A downtown Washington office building. The reasons this building requires a greater rent than a more typical downtown Washington office building are twofold. First, due to the unusual configuration of the site, the base building cost per square foot is still substantially greater than for a more conventional office building with a more conventional rectangular footprint. Secondly, the proposed building would still contain fewer usable square feet of office space than a more typical building with the same gross square footage because of its small size and unusual shape. Nonetheless,.

we believe that the additional 6% to 7% of required rent to lease an expanded 500 New Jersey Avenue compared with a generic office property may be justified in the marketplace, to a limited extent, due to the high proportion of window line offices.

5. **Acquisition of TDRs is not feasible, and indeed may only compound the problem at 500 New Jersey Avenue, NW.** TDR rights would have to be acquired in the open market and at whatever private market costs prevail for such rights. Thus, acquisition of TDR rights would add to the cost of the building instead of directly improving the underlying economics. Furthermore, if TDR rights were acquired under by-right provision, that would presumably still cap the building at less than 77,000 gross square feet, which is insufficient increased size to create a financially viable office building, for reasons noted above.

6. **Adding a hotel or residential component to 500 New Jersey Avenue, NW worsens the project's economics and viability.** On a per square foot basis, hotel and residential development in downtown Washington generally generate less income than Class A office space. Substituting hotel or residential space for office space would make an already unprofitable office structure even more unprofitable mixed use structure. Furthermore, a number of major design changes would be required to absorb two or more uses on such a small site (including very likely a second elevator core, a second lobby, and major changes to both the HVAC and mechanical systems of the structure, that would have a devastating impact on project's economics). Finally, the small size of a lodging or residential component that could be added would in themselves be very expensive to operate when considered on a per unit basis. Regardless of the economic constraints, the site can simply not physically support the addition of either hotel or residential use, due its extraordinarily small, narrow building footprint.

Conclusion

The results of our analysis lead to a clear and unambiguous conclusion: 500 New Jersey Avenue NW is completely infeasible financially if only 54,000 gross square feet of space can be developed. The small size of the building will limit its appeal and marketability. High development costs will mandate rents per rentable square foot far above market competitive rents, which for this building, will actually need to be significantly below market in order to compensate for chronic building inefficiencies. The result is a building that cannot be built.

If the applicant's request is granted, seeking a total of approximately 92,350 gross square feet of building space, then, and only then, does our analysis lead to the conclusion of a building that approaches financial feasibility.

We hope this overview and the attached tables are helpful in framing the economic issues associated with the proposed 500 New Jersey Avenue, NW.

Sincerely,

Lewis Bolan,
Principal, Bolan Smart Associates

Eric Smart,
Principal, Bolan Smart Associates

Table 1 - 07/2001

NEW CLASS A OFFICE BUILDINGS; 1996 - 2001

Building Address	Building Name	Type	RBA	Typ Flr	Stories	Year Blt	% Leased	Class	Submarket	City
445 12th St SW	The Portals Ph II	Office	588,500	59,000	8	1997	100.0	A	Southwest	Washington, DC 20024
80 M St SE	Navy Yard Metro Center	Office	267,995	38,285	7	2001	100.0	A	Capitol Hill	Washington, DC 20003
401 9th St NW	Market Square North	Office	404,695	37,722	11	1999	100.0	A	East End	Washington, DC 20004
1201 M St SE	Maritime Plaza Ph I	Office	185,361	37,100	5	2001	90.0	A	Capitol Hill	Washington, DC 20003
300 M St SE		Office	281,296	36,910	8	2001	100.0	A	Capitol Hill	Washington, DC 20003
750 9th St NW	The Victor Bldg	Office	310,604	35,574	9	2000	93.0	A	East End	Washington, DC 20001
701 9th St NW	Edison Place	Office	349,000	34,900	10	2001	95.0	A	East End	Washington, DC 20001
10 G St NE		Office	258,000	34,000	8	1997	100.0	A	Capitol Hill	Washington, DC 20002
555 11th St NW	Lincoln Square	Office	368,880	30,500	14	2001	87.0	A	East End	Washington, DC 20004
801 9th St NW	Bldg 1	Office	232,000	30,000	8	1999	100.0	A	East End	Washington, DC 20001
1501 K St NW	Investment Bldg	Office	370,855	30,000	12	2001	85.0	A	CBD	Washington, DC 20005
1900 K St NW		Office	337,270	25,912	13	1996	100.0	A	CBD	Washington, DC 20006
600 14th St NW	Hamilton Square	Office	249,922	25,051	9	1999	100.0	A	East End	Washington, DC 20005
1111 Pennsylvania Ave NW	Presidential Bldg	Office	355,855	24,552	12	2001	93.0	A	East End	Washington, DC 20004
1725 Eye St NW	Farragut Center	Office	246,528	24,100	10	2001	49.0	A	CBD	Washington, DC 20006
1201 Eye St NW		Office	271,756	23,375	12	2001	0.0	A	East End	Washington, DC 20005
1300 Pennsylvania Ave NW	Int'l Trade Ctr and Ronald Reagan B	Office	213,550	23,000	9	1998	96.0	A	East End	Washington, DC 20004
2001 K St NW	William P. Rogers Bldg	Office	231,767	21,177	11	2000	100.0	A	CBD	Washington, DC 20006
799 9th St NW		Office	201,462	21,084	10	2001	74.0	A	East End	Washington, DC 20001
600 13th St NW	600 Thirteenth Street	Office	236,941	20,800	12	1997	100.0	A	East End	Washington, DC 20005
830 1st St NE	Union Center Plaza Ph 3	Office	225,000	18,624	11	2001	100.0	A	Capitol Hill	Washington, DC 20002
1201 F St NW		Office	225,365	18,300	12	2000	95.0	A	East End	Washington, DC 20004
2099 Pennsylvania Ave NW		Office	199,118	16,868	12	2001	100.0	A	CBD	Washington, DC 20006
1200 New York Ave NW	Center for Science & Engineering	Office	200,000	16,666	12	1996	100.0	A	East End	Washington, DC 20005
1875 K St NW		Office	170,132	15,289	12	2001	49.0	A	CBD	Washington, DC 20006
1310 L St NW	Under Construction	Office	135,975	14,294	10	2001	1.0	A	East End	Washington, DC 20005
1399 New York Ave NW	The Executive Tower	Office	122,930	11,864	11	2001	81.0	A	East End	Washington, DC 20005
1779 Massachusetts Ave NW		Office	80,000	10,000	8	1997	100.0	A	CBD	Washington, DC 20036
800 Eye St NW	Bldg 2	Office	46,836	7,800	6	1999	100.0	A	East End	Washington, DC 20001
801 G St NW	Faith, Family, Freedom Bldg	Office	45,072	7,512	6	1996	100.0	A	East End	Washington, DC 20001
1750 Massachusetts Ave NW		Office	32,738	7,008	5	2001	100.0	A	CBD	Washington, DC 20036
800 8th St NW	Gallery Center	Office	35,000	4,000	9	2001	15.0	A	East End	Washington, DC 20001
1808 Eye St NW		Office	32,529	3,966	9	2000	97.0	A	CBD	Washington, DC 20006

Summary Statistics

RBA: 7,512,932

Avg Height: 9.7
Avg Yr Blt: 2000

Total Buildings: 33
Fully Leased Bldgs: 13

Source: Bolan Smart Associates, Inc. and CoStar (07/01)

Table 2 - 07/2001

REQUIRED REVENUES FOR FINANCIAL FEASIBILITY - ($2001)
500 NEW JERSEY AVENUE, NW

			Generic Market Standard Bldg.	500 New Jersey By-right Dev.	500 New Jersey Proposed Dev.
Total Project					
1)	gross square feet above grade (FAR)		250,000 gsf	54,000 gsf	92,000 gsf
2)	efficiency adjustment		96.00% efficiency	91.00% efficiency	91.00% efficiency
3)	gross to rentable sf		240,000 rsf	49,140 rsf	83,720 rsf
4)	useable adjustment (core factor)		8.00% core factor	18.00% core factor	16.00% core factor
5)	rentable sf to useable sf		220,800 usf	40,295 usf	70,325 usf
6)	parking ratio		0.72 / 1,000 rsf	0.72 / 1,000 rsf	0.72 / 1,000 rsf
7)	parking spaces		173 spaces	35 spaces	60 spaces
Development Costs			**per sf**	**per sf**	**per sf**
8)	land cost		$80.00 /gsf	$80.00 /gsf	$46.96 /gsf
9)	base building construction		$85.00 /gsf	$135.00 /gsf	$120.00 /gsf
10)	soft costs (ae, fin, legl, market, etc	25.00% of dev. costs	$41.25 /gsf	$53.75 /gsf	$41.74 /gsf
11)	contingency / developer fee	7.00% of dev. costs	$11.55 /gsf	$15.05 /gsf	$11.69 /gsf
12)	tenant improvements	$40.00 /rsf	$38.40 /gsf	$36.40 /gsf	$36.40 /gsf
13)	total delivery costs per unit		$256.20 /gsf	$320.20 /gsf	$256.78 /gsf
Funding Requirements					
14)	debt	75.00% of dev. costs	$192.15 total	$240.15 total	$192.59 total
15)	25 years amortization	7.25% interest rate	$16.86 /year	$21.07 /year	$16.90 /year
16)	cash equity	25.00% of dev. costs	$64.05 total	$80.05 total	$64.20 total
17)	pv of value after 25 yrs amort.		($7.94)	($9.92)	($7.96)
18)	net equity		$56.11	$70.13	$56.24
19)	net equity yield	16.00% yield	$8.98 /year	$11.22 /year	$9.00 /year
20)	net annual cost		$25.84 /year	$32.29 /year	$25.90 /year
Required Rent					
21)	vacancy / credit loss	6.00%	$2.35 /rsf	$2.76 /rsf	$2.36 /rsf
22)	operating cost		$8.25 /rsf	$8.75 /rsf	$8.50 /rsf
23)	real-estate taxes		$5.00 /rsf	$5.00 /rsf	$5.00 /rsf
24)	annual financing costs		$25.84 /rsf	$32.29 /rsf	$25.90 /rsf
25)	total annual cost (incl. parking) - required rent		$41.43 /rsf	$48.81 /rsf	$41.76 /rsf
Competitive Position					
26)	core factor (rentable to useable adjustment)		8.00% bldg	16.00% bldg	14.00% bldg
27)	implied effective market rent (cost to user)		$44.75 /usf	$56.62 /usf	$47.61 /usf
28)	generic building competitive rent per usf		$44.75 /usf	$44.75 /usf	$44.75 /usf
29)	market competitive position per usf		$0.00 /usf	$11.87 /usf over mkt	$2.86 /usf over mkt
30)	market rent per rsf to compete for user		$41.43 /rsf	$32.75 /rsf	$38.95 /rsf
31)	market competitive position per rsf		$0.00 /rsf loss	($16.06) /rsf loss	($2.82) /rsf loss

Note: 8) Total land cost assumed fixed per by-right assumptions, meaning per gsf cost can drop when factored against larger building.
17) Residual value after 25 years assumed as delivery cost escalated annually @1.75% minus return of original cash equity

Source: Bolan Smart Associates, Inc. (07/01)



TOMPKINS
BUILDERS

9 April 2001

Mr. Jay Hellman, Managing General Partner
500NJ Associates
1828 L Street, NW
Washington, DC 20036

Re: Construction Cost Premiums Suffered Implicit in the 500 New Jersey Avenue, NW Project

Dear Mr. Hellman:

As you know, we have spent considerable time studying your proposed new building at 500 New Jersey Avenue, NW. You have asked me to explain briefly why the construction costs are significantly more expensive (per square foot of floor area) than a typical Class A office building.

There are several reasons. They all relate to the site itself. This is a unique site. The private buildable area is small, but the total sitework square footage is quite large due to the exceptionally wide sidewalk and the almost 60 foot setback at the north. The building is narrow. Streets surround it on all sides so there are no inexpensive party walls or alley facing walls which can be aesthetically downgraded.

A typical Class A office building ranges from 150,000 to 250,000 square feet. Yours is approximately 90,000. A typical floor size is 15,000 to 25,000 square feet. Yours is approximately 8,000. The typical ratio of a square foot of floor area to linear foot of windowed perimeter is 39 sf/lf. Your ratio is 15 sf/lf.

In summary, your "core costs" per square foot (elevators, stairs, lobby, garage entry / ramps) are higher. Your exterior wall costs are higher. And the exterior site-work / landscaping is higher. Based upon data from buildings that Tompkins has constructed over the past 5 years, a 'normal' class A office building costs $ 75 to $90 per sf. We estimate that 500 New Jersey Avenue, NW will cost $120/sf for core and shell construction.

At 12 floors above grade your building is still quite small. If you were forced to further reduce the building size by eliminating floors this would significantly burden your diseconomies of small scale.

Sincerely,

Thomas J. Barnes
Chief Estimator / Specialist

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Tabulation of typical historical costs for office buildings in the Washington DC Metro area:

Urban headquarters building	$85.00 - $125.00 per sf
Urban spec. office building	$70.00 - $85.00 per sf
Suburban spec. office building	$60.00 - $72.00 per sf
Parking garage building above grade	$20.00 - $30.00 per sf
Parking garage below grade	$40.00 - $55.00 per sf