



Louis J. Slade, PE, PTOE

Vice President and Principal

Mr. Slade's diverse experience bridges the disciplines of civil engineering design, urban transportation planning, traffic engineering, land development, environmental analysis, and transportation systems design. Mr. Slade has directed major regional comprehensive transportation planning studies and corridor studies, traffic circulation and transit studies, and parking needs and design optimization studies for central business districts and new developments. He has devised and analyzed alternative public transportation modal options. He is familiar with road rating and sufficiency evaluation systems for primary and secondary roads. He has performed analytical assessments of air quality and noise levels of transportation facilities and systems. He has performed traffic impact assessments for residential, office, shopping and convention centers, and institutional complexes. He has been responsible for the transportation and parking components for academic, government, and corporate campuses.

Professional Certification

Registered Professional Engineer: District of Columbia and Maryland
Certified PTOE (Professional Traffic Operations Engineer)

Education

Master of Science, Civil Engineering
Northwestern University, Chicago, IL

Bachelor of Science, Civil Engineering
Northwestern University, Chicago, IL

Professional Associations

Fellow: ITE
Urban Land Institute
Lambda Alpha International Land Economics Society

Representative Projects

DOWNTOWN PROJECT PLANNING

Mr. Slade has directed all of the firm's projects in downtown Washington D.C. including transportation management and traffic operations planning for the MCI Center Sports Arena, and the new Washington Convention Center, and traffic, loading and parking plans for the National Gallery of Art, the Newseum, the Arts and Industries Building, and the National Museum of Native Americans. He has been a consultant to both the Downtown and Georgetown Business Improvement Districts, and he has directed the firm's assignments on numerous large-scale in-town residential and mixed-use development projects.

PUBLIC TESTIMONY:

Mr. Slade has provided expert testimony in the District of Columbia throughout the firm's 26 years. Projects include:

- Dunmarlin Development
- The George Washington University
- Kennedy Warren Apartment Expansion
- The National Cathedral
- The Washington International School
- Beauvoir School
- 2200 M Street Mixed Use Development

CONSTRUCTION TRAFFIC MANAGEMENT PLANS

WWII Memorial Truck Access

Principal-in-Charge. Seven months into a 30-month construction schedule, Gorove/Slade Associates, was given the challenge of developing a construction truck access plan to improve construction access to the site on the National Mall. G/SA balanced construction access needs with tourist and pedestrian safety. G/SA proposed four creative alternatives including rerouting pedestrians, and changing lane configuration to accommodate left-turning trucks, and ensuring that trucks could safely



navigate between trees. The National Park Service mandated strict observance of environmental issues including the protection, relocation and in some cases the removal of mature trees.

U.S. Capitol Visitors' Center, Construction Traffic Management Plan, Washington, DC

Principal-in-Charge. G/SA developed a traffic management plan for the construction of the new underground visitors' center in front of the U.S. Capitol. Construction is expected to last until mid 2005. The traffic management plan will minimize the impact of truck traffic upon the neighboring residential districts and downtown DC. Key issues for this project include taking into consideration the security issues resulting from recent terrorism events.

RAIL STATION PLANNING AND DESIGN

Mr. Slade has extensive experience with the planning and design of the vehicular and pedestrian components of commuter rail stations and bus terminals. This includes roadway access, circulation, and parking planning for several Metrorail stations on the Washington, D.C. system for the Transit Authority, the planning of major commuter heavy and light rail stations at the Meadowlands Sports Complex and the Carlstadt New Town Center in Bergen County, N.J., the planning of the station modifications associated with the new MCI Center sports arena at the Gallery Place Station in Washington, D.C., and planning studies for joint public/private developments at several Metrorail stations in the Washington metropolitan area.

TRANSPORTATION PLANNING STUDIES

Nashua Area Transportation Study, New Hampshire; Genessee/Finger Lakes Regional Study, Rochester, New York; Hartford County Thoroughfare Plan, Maryland; James City County Thoroughfare Plan, Virginia.

TRANSIT IMPACT STUDIES AND TRANSIT ALTERNATIVES ANALYSES

York County, Pennsylvania; Crystal City in Arlington, Virginia; Albany, New York.

CENTRAL BUSINESS DISTRICT CIRCULATION STUDIES

Washington D.C.; Alexandria, Virginia; Herndon, Virginia; Leesburg, Virginia; Baltimore, Maryland; Atlantic City, New Jersey; Indianapolis, Indiana; Albany, New York; Quincy, Massachusetts; Bowling Green, Kentucky, Takoma Center, DC.

UNIQUE AND SPECIAL TRAFFIC STUDIES AND ASSIGNMENTS

District of Columbia Comprehensive Bikeway Study; U.S. Army Museum, Arlington, Virginia; The Challenger Center for Space, Washington, D.C.; The Universal Ballet School, Washington, DC; The Capital Centre Arena, Prince George's County, Maryland; Convention Centers in Atlantic City and Trenton, New Jersey and Baltimore, Maryland; Casino Hotels in Atlantic City, New Jersey; Civil War Battle Reenactment, Fairfax, Virginia; Highway noise barrier design and design guidelines, Federal Highway Administration; Salvation Army headquarters and residence for the homeless, Washington, D.C.

TRANSPORTATION MANAGEMENT EXPERIENCE

Developed management programs to reduce peak hour traffic loads and parking requirements and development of traffic monitoring systems for various private developments in the Northern Virginia suburbs of Washington, D.C. and for federal agencies in the metropolitan area.

The National Institutes of Health (NIH)

As part of the Master Plan, Mr. Slade developed a cost-effectiveness matrix for candidate demand management programs that NIH used to advance their overall efforts to reduce trip generation. This work was presented at the I.T.E. Conference in February 1994. Gorove/Slade Associates has had an ongoing contract with NIH to expand and monitor the effectiveness of their demand management program.

The City of Alexandria, Virginia

Virginia passed a demand management ordinance in 1988 which required that all new development include a demand management program customized for the particular site based on proximity to transit, characteristics of the tenants, etc. Gorove/Slade Associates, Inc. worked with a number of clients to help interpret this new ordinance and to prepare the required program.



Robert Bernard Schiesel, P.E.
Project Manager

Mr. Schiesel gained significant transportation engineering and planning experience in both the public and private sectors. His experience includes traffic impact studies, parking studies, traffic and parking forecasting, queuing analysis, security impact assessments, campus planning, traffic simulation, transportation demand management, and intelligent transportation systems planning. Prior to Gorove/Slade Associates, Inc., Mr. Schiesel worked at the international transportation and engineering consulting firm of Kimley Horn & Associates. Projects Mr. Schiesel has been involved with include entertainment complexes, Universities, churches, small and large commercial facilities, residential developments, government facilities and mixed-use developments. While the many of the aforementioned projects have been concentrated in the DC metropolitan region, Mr. Schiesel has worked on projects throughout the United States and internationally.

PROFFESIONAL CERTIFICATION

Registered Professional Engineer; Commonwealth of Virginia

EDUCATION

University of Virginia: Charlottesville, Virginia
Master of Science: Civil Engineering, May 2000
Bachelor of Science: Civil Engineering, May 1998

PROFESSIONAL ASSOCIATIONS

Member, Institute of Transportation Engineers

RELEVANT EXPERIENCE

Major League Ballpark Studies
Washington, D.C.

Mr. Schiesel served as the project manager for the transportation portions of the Environmental Mitigation Study (EMS) for the new Ballpark. The purpose of the EMS was to examine the impact of the Ballpark on the surrounding neighborhood. The transportation section included forecasts, assignments, and capacity analyses for private automobile, transit and pedestrian traffic.

In addition, Mr. Schiesel served as the project manager for the transportation management plan (TMP) for the new Nationals Ballpark. The TMP contained an analysis of the transportation demand profile of ballpark patrons, and draws conclusion from collected data and trends on how patrons will get to and leave games from the new Ballpark. Based on these assumptions, the TMP included recommendations on how to manage and operation each mode of transportation to ensure safe and efficient traffic to and from and new Ballpark.

Previously, Mr. Schiesel served as the project manager for the analysis of potential baseball sites in the District of Columbia. These analyses included traffic and parking forecasts, demand modeling, mode split calculations, and assembling collected data in a Geographical Information System. Upon site selection, Mr. Schiesel conducted analyses of existing transit system and performed a through on and off street parking inventory and demand analysis.

National Institutes of Health (NIH)
Montgomery County, MD

Mr. Schiesel served as manager for various projects including traffic forecasting, analysis of traffic conditions as part of the Master Plan process, and internal roadway design. In addition, Mr. Schiesel has constructed traffic



simulations of the entire NIH campus as a planning tool to examine campus security plans and future traffic conditions.

More recently, Mr. Schiesel has served as project manager for a review of the NIH Transportation Management Plan (TMP), including documenting analytical measures of its success and possible enhancements. The study of the TMP included reviewing historical traffic and parking data at NIH, employee surveys, and a search of Nationwide TMP trends in search of state-of-the-art measure that could be applied to NIH.

Ohio State University Columbus, OH

Mr. Schiesel served as the project manager on several projects for Ohio State University in a campus planning role. The projects include traffic forecasts and analyses of future transportation improvements and campus development, and the creation of a traffic simulation for the entire campus to assist campus-wide operations and planning. In addition to overall campus planning, Mr. Schiesel served as the project manager for the Ohio State University Heart Hospital project which included traffic forecasting and access control issues and Project Manager for the OSU James Cancer Expansion, a site location and planning study. In addition, Mr. Schiesel is serving as the project manager for the on-going campus crosswalks and pedestrians study, which involves the study and observation of pedestrian crossings campus-wide. This effort will recommend a roadway hierarchy and elements for campus roadways to efficiently and safely handle pedestrian, bicycle and vehicular traffic.

The George Washington University Washington, D.C.

Mr. Schiesel served as the project engineer on several projects for the George Washington University, including traffic impact studies, and parking demand studies for University expansion and campus planning. In addition, Mr. Schiesel performed parking demand and traffic forecasting for the Lerner Health and Wellness Center on the Foggy Bottom Campus.

Turning Stone Casino Resort Verona, NY

Mr. Schiesel served as the project engineer for traffic and parking analyses performed for the expansion of Turning Stone Casino Resort. These analyses included traffic and parking forecasts and demand models to assist the Resort expansion planning process.

Traffic Impact Studies

Mr. Schiesel has served as both Project Engineer and Project Manager on numerous impact studies. These studies range from small to large scale developments throughout the DC metropolitan region. Specific developments include the following:

- Macomb Woodley Shops, Washington, DC (KHA)
- Parkside PUD, Washington, DC
- Fairfield at Capitol Commerce Center, Washington, DC
- Maritime Plaza, Washington, DC
- Dunmarlin Residential Development, Washington, DC
- Riverside PUD, Washington, DC
- Harbourside, Washington, DC
- DC-USA, Washington, DC
- 51 Louisiana Ave, Washington, DC
- Southeast Federal Center, Washington, DC
- Square 71, Washington, DC
- 700 6th Street, Washington, DC
- 1117 10th Street, Washington, DC



- Coal House Garage, Washington, DC
- Quincy Park, Washington DC
- Hecht's, Friendship Heights, MD (KHA)
- Tower Oaks, Mont. County, MD (KHA)
- Washingtonian Center, Mont. County, MD (KHA)
- CSAAC, Mont. County, MD (KHA)
- Choice Hotels Rezoning, Mont. County, MD (KHA)
- Stoney Mill Square Retail Center Expansion, Mont. County, MD (KHA)
- Automobile Dealership EDP – East, Mont. County, MD (KHA)
- Fox Hill Senior Living Facility, Bethesda, MD (KHA)
- Piedmont Crossing Residential Development, Mont. County MD, (KHA)
- Bethesda View, Mont. County, MD
- Clarksburg Day Care, Mont. County, MD
- GW Virginia Campus, Loudoun County, VA
- Belmont Executive Center, Loudoun County, VA
- Balmoral Residential Development, Prince William County, VA

ADDITIONAL EXPERIENCE

Intelligent Transportation Systems

- Staten Island Bridges ITS, Planning and Design (KHA)
- Richmond Highway ITS, Planning and Design (KHA)

Corridor Studies

- DC Bike Plan Corridor Analyses, Washington, DC
- Jones Falls Expressway Replacement, Baltimore, MD
- Route 8 Corridor Study, Kent Island, MD (KHA)
- Stonestreet Avenue, Rockville, MD
- Lee Highway Corridor, Arlington, VA
- Centreville Road, Loudoun County, VA

Planning Studies

- Former Convention Center Site, Washington, DC
- Wesley Seminary Master Plan, Washington, DC
- Trinity College Master Plan, Washington, DC
- UVa Health Science Master Plan, Charlottesville, VA
- NCI Frederick Master Plan, Frederick, MD

Parking Demand Analyses

- Takoma Park Demand Analysis, Takoma Park, MD
- ACAP/George Mason Center, Arlington, VA
- Gettysburg Village Factory Stores, Gettysburg, PA
- Meskwaki Casino & Report, Meskwaki, Iowa

Parking Operations Analysis

- Ronald Reagan National Airport Garages Expansion, Arlington, VA
- W Hotels, Mexico City

Firm Overview

City Street Properties provides comprehensive strategic advisory services for the planning and development of large-scale pedestrian-oriented mixed-use developments as well as real estate investment banking services. In addition to the firm's proven ability to create significant monetary value for our clients as a result of our structuring and negotiating skills, the firm provides the unique perspective of both a developer and a principal. The philosophy of City Street Properties is to focus on one or two projects intensely and to provide principal-level attention and expertise.

Often when cities have public benefits and initiatives they seek to create, they do so recognizing that they must entice a developer to work through a process with them. The combination of our experience as a developer and principal and our experience representing cities in master planning, land owner negotiations, and public-private partnerships can result in a qualitatively and financially superior project.

Firm Experience with the District of Columbia

City Street, and its principal, Mr. Ron Kaplan, began working with the District of Columbia at the time the initial responses to the RFP for developers of the former convention center site were being received in 2002. City Street was brought in as an expert in retail, mixed-use, pedestrian-oriented development, with particular focus on master planning implications as well as the financial, fiscal impact and capital aspects of public/private developments. City Street, acting through Mr. Kaplan, assisted the District in designing the selection process, evaluating the respondents, and creating the financial commitments for the finalists of the RFP process. On behalf of the District, Mr. Kaplan also led the analysis of the financial aspects of the bids.

As a result of having established City Street Properties as an expert in providing public/private development and investment advisory services including proposal and disposition evaluation, City Street Properties was engaged directly for Development Transaction Implementation Services to represent the District's interests in negotiating the Letter of Intent for the 10.2 acre former convention center site that Hines/Archstone-Smith submitted. Mr. Kaplan conceived of the structure for the transaction and represented the District's interests in determining and assuring the District's master planning goals were incorporated into the developer commitments and all of the substantive business terms of the relationship were incorporated into outlines of the business terms for the ground lease and development agreements. The Deputy Mayor of Planning and Economic Development acknowledged that financial structuring ideas promulgated by City Street Properties resulted in tens of millions of dollars of incremental value.



Ron D. Kaplan, Principal

Prior to forming City Street Properties, the firm's principal, Mr. Ron Kaplan, was with Federal Realty Investment Trust (hereinafter "FRIT") from 1992 to 2002, most recently as the Chief Investment Officer and Senior Vice President of Capital Markets. FRIT is a publicly traded (NYSE) national company and one of the major public real estate companies in the area. During the decade under Mr. Kaplan's stewardship, FRIT grew earnings by more than 8% per year. In addition to his role as Chief of Investment Activities, Mr. Kaplan was responsible for arranging 100% of FRIT's financings and at the culmination of this decade of activity, Federal Realty was ranked by Goldman Sachs as having the #1 lowest cost of capital of any public real estate company.

As a senior Executive Officer of Federal Realty for ten years, Mr. Kaplan had responsibility for supervising all financial aspects of the company. This included Wall Street relationships, analyst relationships and banking relationships. In addition, Mr. Kaplan completed over \$2 billion of real estate transactions as he was responsible for structuring and negotiating the financial aspects of every significant real estate transaction, joint-venture and individual development transaction.

In 1994, Mr. Kaplan co-founded Street Retail, Inc. a wholly-owned subsidiary of FRIT exclusively focused on urban mixed-use development. Mixed-use, pedestrian oriented development became the principal focus of FRIT. FRIT developed Bethesda Row, a widely acclaimed residential/retail project involving the redevelopment of 7 blocks in downtown Bethesda. In addition to Bethesda Row, Mr. Kaplan had significant responsibility for Pentagon Row in Arlington, the Village of Shirlington and Santana Row outside of San Jose. The Village of Shirlington was a significant repositioning of a mixed-use real estate project, adding an office building, residential buildings, a hotel site, relocating a public library and bringing a live theater to the project. Santana Row involved master planning a 40-acre site for redevelopment as pedestrian-oriented retail, residential and hotel, and is leading the market in terms of rental rates achieved and attracting unique first-time retailers.

From 1985 – 1992, Mr. Kaplan was a real estate investment banker with Salomon Brothers Inc in both New York and Los Angeles.

Mr. Kaplan graduated with honors from the University of Pennsylvania's Wharton School of Business.