

LARGE SCALE, MIXED-USE LAND DEVELOPMENTS

Delta Associates has since its inception in 1980, and its principals prior to that, provided a variety of consulting services to large scale land owners and developers. Mr. Leisch worked extensively with The Rouse Company in the early 1970's on its Columbia New Town – assessing marketability and projecting absorption of a variety of housing types not yet offered at the then eight year old new town located between Baltimore and Washington.

ILLUSTRATIVE OF RECENT EXPERIENCE AND SERVICES PROVIDED

Absorption study of a variety of land uses within a large scale, mixed use project:

POTOMAC YARD

- 2 miles from downtown Washington, DC
- 350 acres
- Client: Commonwealth Atlantic Properties, Inc. (Successor to RF&P Corporation)

SUGARLAND

- 20 miles from downtown Houston, Texas
- 13,000 acres
- Client: The Gerald Hines Interests

ELKWOOD DOWNS

- Culpeper, Virginia
- 5,000 acres
- Client: Wells Fargo Bank on behalf of their customer Lee Sammis & Associates

Marketability/feasibility study of components of large, mixed use projects:

PAPAGO PARK

- Tempe, AZ
- Evaluated apartments, retail and office uses for this 80 acre holding
- Client: Transwestern Commercial Services

CRYSTAL CITY OFFICE

- Crystal City, Arlington, Virginia
- 4 acre site for office development on the edge of Crystal City, by C.E. Smith & Co.
- Client: Richard Morauer

Land use optimization study of large scale, mixed use projects:

POTOMAC YARD

- 2 miles from downtown Washington, DC
- 350 acres, 7 land uses
- Client: Commonwealth Atlantic Properties, Inc. (Successor to RF&P Corporation)

STONEGATE

- 4 miles south of downtown Washington, DC at Braddock Road & I-395
- 35 acres, 4 land uses
- Client: The Stone Family

BALLENGER CREEK CENTER

- Frederick County
- 115 acres, 5 uses
- Client: AEW Capital Management (formerly Copley Real Estate Advisors)

Financial Analysis of large, mixed use projects:

PITTSBURGH CENTER CITY DEVELOPMENT

- 7 acres over the Grant Street Subway Station
- Analysis of 6 uses totaling almost 3 million square feet of development
- Client: Pittsburgh Center City Development Corp.

DALE CITY, VIRGINIA

- 4,000 acres
- Analysis of 6,000 housing units of all types, 3 shopping centers and a variety of commercial uses
- Client: Arnold & Porter, representing Hylton Enterprises, Inc.

SOUTHBRIDGE, PRINCE WILLIAM COUNTY, VIRGINIA

- Analysis of 3,000 acres to accommodate 12 million S.F. of office space, regional shopping center and 2,000 housing units
- Client: Mr. James Joyce, formerly with The Anden Company

CLIENTS/REFERENCES FOR LARGE-SCALE MIXED USE DEVELOPMENT SERVICES OF THE FIRM

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