

Proposed Student Housing Community Santa Clara, CA



Executive Summary

- Republic Properties Corporation is proposing development of a *purpose-built* student housing community serving students attending Santa Clara University
- Located at the intersection of El Camino Real / Franklin Street / Benton Street
- Pedestrian location to Santa Clara University campus, classes, and student services
- SCU enrolls 8,274 total students, with 5,438 undergraduates
- SCU projects undergraduate enrollment growth to 6,000 undergrads/9,000 total
- SCU housing stock falls short of enrollment with 4,430 beds and 300 beds planned
- Student housing deficit totals 3,844 beds, growing to more than 4,100
- Over 1,000 undergraduates currently live off campus, growing to more than 1,300
- Housing deficit negatively impacting community and elevating housing cost
- Republic's plan will alleviate negative impact caused by the student housing deficit
- The project will be a modern "Study-Live-Play" community
- Delivery of retail will provide access to services and community enhancement
- Project will be the gateway to the Franklin Street corridor connection to downtown
- Republic committed to a collaborative process with key stakeholder involvement (SCU officials, Santa Clara city and community leaders, and local resident input)

Purpose Built Student Housing

“Not Your Parent’s Dorm”

- Modern student communities differ greatly from traditional dorm living
 - Purpose built communities rival luxury Class A apartment in quality and design
 - Designed to accommodate unique characteristics and needs of university students
 - Features “by the bed” lease terms and rental rates
 - Bed/bath parity with private en suite baths
 - Fully furnished units
 - All-inclusive and bundled rental rates include utility and technology packages
 - Enhanced security features, including keyed bedroom locks and gated entrances
 - Amenities directed at student lifestyles and academic needs
 - Active residence life and student support programs
 - Professionally managed by dedicated best of class student operators
 - Institutionally accepted product type found at all major US universities
 - Four student housing companies have publicly traded on US exchanges. Largest owner (ACC) boasts a \$6.5 Billion market cap, 205 properties, 133,000 beds owned
 - Total transactional volume nationwide exceeded \$9B in 2016
-

Examples of PB Student Housing Projects

The Catalyst - Florida State University
130 Units / 402 Beds



Sterling Alvarado – San Diego State University
320 Units / 770 Beds

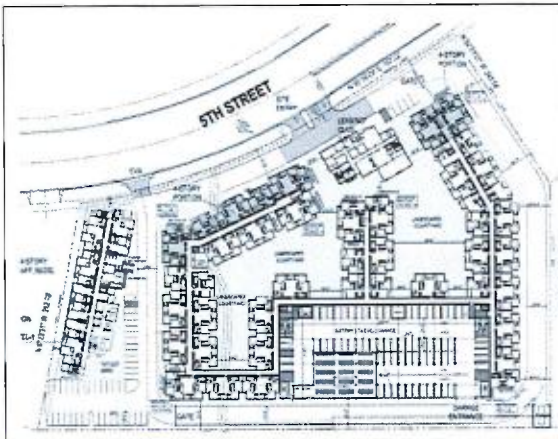


Examples of PB Student Housing Projects

West Village – University of California, Davis
863 Units / 1,950 Beds



Sterling 5th Street - University of California, Davis (Approval Pending)
203 Units / 727 Beds



Santa Clara University

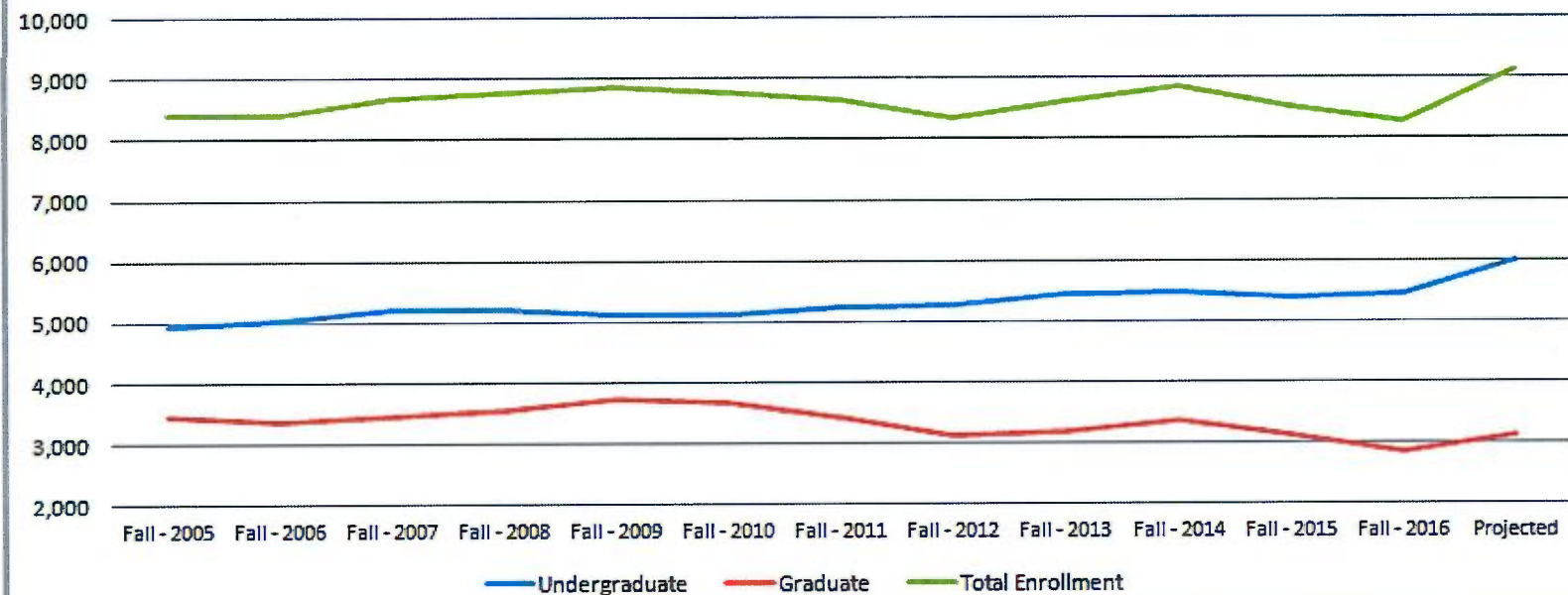
Total Headcount Enrollment Fall, 2016

Major	Undergraduate	Graduate	Total
Arts & Sciences	3,005	74	3,079
Business	1,452	653	2,105
Engineering	981	784	1,765
Education & Counseling	0	600	600
Law	0	725	725
Total	5,438	2,836	8,274

Founded in 1851, SCU is a nationally recognized university with diverse academic offerings. SCU is ranked #2 in Regional Universities West by US News & World Report. SCU's campus in the heart of Silicon Valley brings international interest. SCU boasts accomplished alumni including governors, congressmen, mayors, senators, presidential cabinet members, and business leaders. SCU alumni founded Nvidia and Farmer's Insurance, and created JavaScript, they have been awarded Pulitzer Prizes and an NBA MVP.

Student demand has been consistent with enrollment in excess of 8,000 students and 5,000 undergraduates for more than a decade. SCU has projected growth in enrollment to 9,000 total.

Santa Clara University Enrollment Trend



Santa Clara Student Housing Gap

Santa Clara University Housing Supply Deficit		
	<u>Current</u>	<u>Planned</u>
Undergraduate Enrollment	5,438	6,038
Graduate Enrollment	2,836	2,836
Total Enrollment	8,274	8,874
University Owned Beds	4,030	4,030
Affiliated Beds (University Villas/Sabrato)	400	400
University Beds - New/Planned	0	300
Total University Controlled Beds	4,430	4,730
Housing Deficit - Total Enrollment	3,844	4,144
Housing Deficit - Undergraduates	1,008	1,308
<i>Proposed Republic Student Housing Project</i>	688	688
Post Completion Deficit-Total Enrollment	3,156	3,456
Post Completion Deficit - Undergraduates	320	620

Total Housing Deficit
3,844 beds

Undergraduate Housing Deficit
1,008 beds

Future Undergraduate Deficit
1,300 beds

Republic's student housing project will reduce future undergraduate housing deficit by 50%

Santa Clara University Housing Cost

	Santa Clara University On Campus Housing Cost (2016-2017 Academic Year)							
	Total Cost per Academic Year				Total Cost Monthly Equivalent			
	Preferred	Basic	Jr./Sr.	Apartment	Preferred	Basic	Jr. / Sr.	Apartment
Single Accommodations					10 Months	10 Months	10 Months	10 Months
Standard Single	\$16,491	\$15,732	\$14,133	-	\$1,649	\$1,573	\$1,413	
Double as Single	\$17,187	\$16,428	\$14,829	-	\$1,719	\$1,643	\$1,483	
Suite Single	\$17,406	\$16,647	\$15,048	-	\$1,741	\$1,665	\$1,505	
Mini-Suite Single	\$17,406	\$16,647	\$15,048	-	\$1,741	\$1,665	\$1,505	
Triple/Double Accommodations								
Extended Triple	\$14,061	\$13,302	\$11,703	-	\$1,406	\$1,330	\$1,170	
Standard Double	\$14,724	\$13,965	\$12,366	-	\$1,472	\$1,397	\$1,237	
4 Bdrm/1 Bdrm Suite Double	\$14,937	\$14,178	\$12,579	-	\$1,494	\$1,418	\$1,258	
Mini-Suite Double	\$14,937	\$14,178	\$12,090	-	\$1,494	\$1,418	\$1,209	
Apartment Accommodations								
1 Bdrm Triple/4 Bdrm Double Apt.	\$15,747	\$14,988	\$13,389	\$10,590	\$1,575	\$1,499	\$1,339	\$1,059
1 Bdrm Suite Single	\$17,961	\$17,202	\$15,603	\$12,804	\$1,796	\$1,720	\$1,560	\$1,280
1 Bdrm Single Apt.	\$18,252	\$17,493	\$15,894	\$13,095	\$1,825	\$1,749	\$1,589	\$1,310
2 Bdrm/4 Bdrm Single Townhouse	\$19,461	\$18,702	\$17,103	\$14,304	\$1,946	\$1,870	\$1,710	\$1,430
4 Bdrm Single Townhouse	\$19,692	\$18,933	\$17,334	\$14,535	\$1,969	\$1,893	\$1,733	\$1,454
1 Bdrm Single Townhouse	\$21,546	\$20,787	\$19,188	\$16,389	\$2,155	\$2,079	\$1,919	\$1,639

On campus housing cost for apartment living ranges from \$1,059/month for Triple Occupancy, to \$1,649/month for single occupancy

Santa Clara Off Campus Housing Cost

Housing costs off campus elevated due to student housing deficit and strong demand

Viewing 1 - 10 of 22

1 2 3 next >

A. \$1088 - Room for rent in spacious apartment near Santa Clara University
for Graduate/Law Students, Undergraduate Students, Faculty/Staff, Quarter
Sublet:

less than 0.1 miles from campus
available: 1/23/17 2 BR (1 available) / 1 BA

B. \$1200 - Master bedroom for rent in a beautiful home
for Graduate/Law Students, Undergraduate Students, Faculty/Staff
available: 2/8/17 3 BR (1 available) / 2 BA

C. \$1200 - Master Bed Room in a quiet 4 bedroom house
for Graduate/Law Students, Undergraduate Students, Faculty/Staff
2 miles from campus
available: 2/1/17 4 BR (1 available) / 2 BA

D. \$1250 - Rose Garden room for rent utilities, kitchen access, and laundry included
for Graduate/Law Students, Undergraduate Students, Faculty/Staff
1 miles from campus
available: 3/1/17 2 BR (1 available) / 2.5 BA

E. \$1250 - Los Gatos Room
for Graduate/Law Students, Undergraduate Students, Faculty/Staff
6 miles from campus
available: 2/6/17 2 BR (1 available) / 2 BA

F. \$1300 - 1300\$ furnished 2b1.5b 3min walk to scu
for Graduate/Law Students, Undergraduate Students, Faculty/Staff
less than 0.1 miles from campus
available: 6/17/17 2 BR (1 available) / 1.5 BA

G. \$1395 - \$1395 Furnished Private Bdrm, Private Bathroom, Housecleaning every other week
for Graduate/Law Students, Faculty/Staff
less than 0.1 miles from campus
available: 1/19/17 3 BR (2 available) / 3 BA

H. \$1425 - Large Master/Studio 0.5 mi from SCU
for Graduate/Law Students, Undergraduate Students
1 miles from campus
available: 2/6/17 5 BR (1 available) / 3 BA

I. \$1550 - Two separate Private rooms with baths for individual rent.
for Graduate/Law Students, Undergraduate Students, Faculty/Staff, Quarter
Sublet:
7 miles from campus
available: 2/1/17 4 BR (2 available) / 3 BA

J. \$2200 - Don't Drive walk to class every day
for Graduate/Law Students, Undergraduate Students, Faculty/Staff
less than 0.1 miles from campus
available: 7/1/17 1 BR (3 available) / 1 BA

Property Name/Address	Rating	Yr Built	Property Size		Asking Rent Per Month Per Unit				Rent/SF
			Units	Avg Unit SF	Studio	1 Bed	2 Bed	3 Bed	
Tuscany Apartments 3229 El Camino Real	★★★★★	2014	133	890	-	\$2,256	\$3,512	-	\$3.54
La Palma Apartments 2555 Homestead Rd	★★★★★	1962	61	692	-	\$2,023	\$2,250	-	\$3.09
Avalon Silicon Valley 1257 Lakeside Dr	★★★★★	1998	708	980	-	\$2,563	\$3,082	\$4,123	\$3.03
Monticello Village 3555 Monroe St	★★★★★	2016	199	1,024	\$2,735	\$2,772	\$3,558	-	\$3.00
Bella Vista 1500 Vista Club Cir	★★★★★	1993	634	812	-	\$2,104	\$2,794	-	\$3.00
Lincoln Park Apartments 1601 Santa Clara St	★★★★★	1986	36	744	\$1,847	\$2,167	\$2,456	-	\$2.97
Normandy Park Apartments 48 Washington St	★★★★★	1966	140	736	-	\$1,925	\$2,575	-	\$2.96
Velocity at Lawrence Station 3488 Agate Dr	★★★★★	1961	56	1,053	-	-	\$2,616	\$3,275	\$2.95
The Crossings 1180 Lochinvar Ave	★★★★★	1974	148	825	-	\$2,269	\$2,558	-	\$2.93
Elan at River Oaks 345 Village Center Dr	★★★★★	1992	941	886	\$2,070	\$2,238	\$2,828	-	\$2.82
Orchard Glen 101 Saratoga Ave	★★★★★	1986	340	833	-	\$2,140	\$2,476	-	\$2.77
Estancia at Santa Clara Ap... 1650 Hope Dr	★★★★★	2000	450	955	-	\$2,404	\$2,736	\$3,505	\$2.75
Mansion Grove 502 Mansion Park Dr	★★★★★	1988	1,000	997	-	\$2,573	\$2,932	\$3,610	\$2.75
Marina Playa 3500 Granada Ave	★★★★★	1971	272	844	-	\$2,067	\$2,644	\$3,106	\$2.74
eaves Sunnyvale 355 N Wolfe Rd	★★★★★	1991	192	1,062	-	\$2,464	\$2,887	\$3,700	\$2.74
Avalon on the Alameda 1300 The Alameda	★★★★★	1999	305	1,078	-	\$2,307	\$2,871	\$3,827	\$2.71
Domicilio 431 El Camino Real	★★★★★	2006	306	1,066	\$2,419	\$2,536	\$2,923	\$4,065	\$2.60
River Terrace 700-730 Agnew Rd	★★★★★	2005	250	1,055	-	\$2,341	\$2,767	\$3,830	\$2.51

Source: SCU Office of Student Life Rental Listings

Source: CoStar Market Analytics

Republic Santa Clara Student Housing Site



Republic Santa Clara Student Housing Preliminary Project Details

- Units: 230
- Beds: 688

	<u>Units</u>	<u>Beds</u>	<u>Avg. SF</u>	<u>Total SF</u>
1 Bed/1 Bath	20	20	701	14,020
2 Bed/2 Bath	86	172	835	71,780
4 Bed/4 Bath	124	496	1,386	171,842
Total	230	688	1,120	257,642

- Retail SF: Up to 42,000
- Total SF: 299,642

- Parking: 270 Spaces

Amenities:

- Clubhouse (5,000 SF)
- Pool
- Lounges
- Ground floor retail
- Open courtyard
- “Smart” Study/Lab Rooms
- Game / Club Room

Preliminary Site Plan



Site Plan Details



Site Plan Details



Preliminary Design



HUMPHREYS & PARTNERS ARCHITECTS, L.P.
5509 Alamo Rd., Suite 300, Dallas, TX 75240 | 972.701.9636 | www.humphreys.com

REPUBLIC PROPERTIES CORPORATION

February 22, 2017

SANTA CLARA
SANTA CLARA, CA
HPAR 17052

The Team

- **Republic** - The Republic Family of Companies encompasses several businesses including Republic Land Development LLC, Republic Properties Corporation, Republic Metropolitan, and Republic Urban Properties LLC. Republic is a privately owned, full-service real estate investment, management and development enterprise. For more than 30 years Republic has focused on institutional quality real estate, actively managing partnerships and other fiduciary relationships for successful real estate investments throughout the United States. Republic has developed award-winning real estate projects ranging from land development to historic adaptive reuse to shopping malls. Republic has developed and invested in real property transactions totaling over 17 million square feet with a value in excess of \$4 billion.
- **Putnam Atlantic Properties** - John DeRiggi, President and founder of Putnam Atlantic Properties has a deep background in student housing. He has lead the formation and the growth of several student housing platforms during his 24 year career with \$4 Billion transactions completed. John's experience in the student housing industry began in the 1990's where he was a member of the team at GMH Associates. GMH was a pioneer in the industry and one of the first nationwide owners of purpose built student housing with 45,000 beds owned and managed. John was also a member of the senior management team responsible for the expansive growth and the successful IPO of GMH Communities Trust (NYSE: GCT). At the time GCT was the largest owner and operator of student housing in the United States. John served as Chief Investment Officer where he lead the acquisition and financing of \$1.6 Billion in student housing assets and development activity. John later was named President of GCT's student housing division where he was responsible for operations, property management, and asset management for 70,000 beds of student housing located at 73 university campuses across the United States.
- **Humphreys & Partners Architects** - For over 25 years, Humphreys & Partners Architects has been providing high quality, innovative planning and design services. An award-winning firm specializing in multifamily, mixed-use and hospitality/resort design, HPA has extensive experience in high-rise, mid-rise, student housing, senior, tax credit, affordable, moderate and luxury communities. Headquartered in Dallas, with regional offices all over the world, HPA employs a talented team of professionals with artistic talent, classical training and diverse experience in all aspects of the architectural process.

Sample Projects - Republic Companies

MERIDIAN AT MIDTOWN

San Jose, CA

OVERVIEW

PROPERTY FEATURES / AMENITIES

LOCATION



Meridian at Midtown

www.meridianatmidtown.com

1432 West San Carlos Street

San Jose, CA 95126

Meridian at Midtown is helping to revitalize midtown San Jose with new premium residential and commercial retail space. Developed by Republic Family of Companies, Meridian at Midtown is an upscale, multifamily mixed-use development situated on three acres at 1432 West San Carlos Street. Meridian will feature 218 residential apartments and 15,000 square feet of retail space. Pre-leasing will begin in June 2014 and residents will have a choice of over 20 different floor plans for studios and one- and two-bedroom flats.

With an urban signature feel, Meridian at Midtown boasts an industrial chic interior with rustic finishes, clean lines and modern accents that hint at the cosmopolitan sophistication of New York

City's SoHo district. Bursts of bright color and geometric patterns breathe life into the contemporary design, while nature makes itself at home with environmentally friendly elements at every turn. The result is an eye-catching space that is sleek and functional. Deluxe amenities available in the apartments include high-gloss Euro-style cabinetry, granite countertops, stainless steel appliances, and a full-size washer and dryer.



Sample Projects - Republic Companies

THE OHLONE

San Jose, CA

OVERVIEW

LOCATION



860 W San Carlos St
San Jose, CA 95126



Republic is planning this Transit Oriented Development (TOD) project to include up to 800 residential units and over 12,500 square feet of retail. The Ohlone is a premier, \$250 million development on one of San Jose, CA's last large infill properties. As the project is located directly next to a planned light rail station, and located along West San Carlos Street, a street that has been designated a TOD corridor and a planned bus rapid transit line by the City of San Jose and Valley Transportation Authority respectively, it will represent San Jose's new vision for transit oriented, sustainable development. The Ohlone will deliver to the City of San Jose a four acre park located directly next to the project and planned light rail station called Del Monte Park. This park (5.5 acres with the neighboring developments property) could include: lighted soccer fields, picnic areas, a gazebo for live entertainment,

a dog park and many other facilities. The building heights will vary throughout the four phase project from four to eleven stories. The first phase of the project is anticipated to begin construction in mid 2012.

Expected construction start: Early 2016

Sample Projects - Republic Companies

GATEWAY AT MILLBRAE STATION

Millbrae, CA

OVERVIEW

LOCATION



"GATEWAY at Republic Station" Project Overview:

150,000 sf of Class A Office Space

42,200 sf of retail and restaurants

321 rental apartment homes

55 veterans preferred affordable housing units

135 room hotel

Community event plaza, bike & pedestrian facilities, linear park

The project is a partnership between BART and Republic Family of Companies, a San Jose based development company

Our Vision: Gateway at Millbrae Station

Our vision is to create neighborhood-defining real estate projects, a centerpiece, that provide quality spaces where residents can access and enjoy everything their community has to offer. Our multifaceted business starts with identifying a concept for a neighborhood and being an agent of positive change. We create not only a place to live and work, but also a growing and thriving community.

High Quality Design, Quality Shopping

Distinctive architecture, enhanced open space and appealing retail shopping will be hallmarks of Gateway at Millbrae Station. By creating an attractive place for people to live, work, shop, and dine, Gateway will complement and connect Millbrae's existing downtown area to the BART/Caltrain station. Walkable and bikeable civic spaces will offer residents and commuters the opportunity to shop, socialize in the plaza, relax in open spaces throughout the property, or grab a bite to eat at a sidewalk café.

Sample Projects - Republic Companies

THE PORTALS

Washington, DC

OVERVIEW

LOCATION



The Portals

One of the largest projects in the history of the Nation's Capital, The Portals is a \$1 billion mixed-use development representing the last major Urban Renewal project to be constructed on sites in Southwest Washington, DC. This monumental undertaking was also the largest mixed-used project offered by the DC Redevelopment Land Agency, the District's key development arm.

The massive nature of The Portals required extensive negotiations and coordination with numerous government agencies and private entities in its design and development, including the Commission of Fine Arts, National Capital Planning Commission, Consolidated Rail Corporation ("ConRail") and the DC City Council.

Development of The Portals included building an elevated extension of Maryland Avenue over railroad tracks, transforming a previously unsightly area into an elegant gateway with commanding views of the Capitol, the Jefferson Memorial, the Tidal Basin and the Potomac River. The \$150 million, 440,000 square foot Phase I

of The Portals is principally occupied by agencies of the United States Government including the Federal Aviation Administration and related private contractors. Phase II represents a \$200 million investment totaling approximately 600,000 square feet. The Phase II building is 100% leased to the U.S. Government and serves as headquarters for the Federal Communications Commission. The Phase III building is more than 500,000 square feet located on the northeastern portion of the site.

The Portals includes approximately 1,500,000 square feet of Class A office space which is leased to a variety of private and U.S. Government tenants.

In February, 2004, the 400-room Mandarin Oriental Hotel opened on-site, featuring luxurious and spacious accommodations including 51 suites, significant meeting space including an 8,300 square foot pillar-less ballroom, a vibrant signature restaurant, an all-day dining restaurant, a lobby lounge and a cocktail bar. The hotel further differentiates itself with the introduction of the Mandarin Oriental's Spa Collection – a highly personalized, full-service spa and health club with indoor pool and deck. The Mandarin Oriental at The Portals is the flagship property in the nation's capital, and upon its opening, was heralded in Washington's Press as Washington DC's only five-star hotel.

Sample Projects - Republic Companies

MARKET SQUARE

Washington, D.C.

OVERVIEW

LOCATION



*801 Pennsylvania Ave NW,
Washington, DC 20004*

A landmark twin-tower office, residential and retail project located on Pennsylvania Avenue, midway between the historic Capitol Rotunda and the White House, Market Square is one of the most innovative projects gracing the Washington, DC, skyline. Republic's principals were awarded development rights to this site through a rigorous competition sponsored by the U.S. Government, through the Congressionally chartered Pennsylvania Avenue Development Corporation (PADC).

The project encompasses more than 686,000 square feet of office and retail space, along with 220 of the most sought-after condominium residences in Washington, DC. Market Square serves as a majestic backdrop for the recently dedicated U.S. Navy Memorial. Republic and its partners sold their interests in the property in 2009.

Working hand in hand with the PADC, the Commission of Fine Arts, the National Capital Planning Commission and the Washington Metropolitan Area Transit Authority, the developers of Market Square have brought new breath and vitality to the "Avenue of the Presidents."

In February 2011, Market Square sold to Wells Real Estate Investment Trust for \$653 million (or over \$900 per square foot), the highest price in the history of Washington D.C.

Sample Projects - Republic Companies

GEORGETOWN PARK

Washington, DC

OVERVIEW

LOCATION



*3222 M St NW
Washington, DC 20007*

Georgetown Park, a \$150 million development, is a one-of-a-kind retail and residential project located on a 2.36-acre tract of land at the intersection of Wisconsin Avenue and M Street, NW, in the heart of the Georgetown sector of Washington, DC. The project is composed of two buildings straddle the historic C&O Canal National Park. Landscaped pedestrian walkways and trestle bridges connect the two buildings, creating an integrated shopping and residential complex.

Georgetown Park carefully preserves the historic exterior of these buildings while creating dynamic interior space. A block-long skylight over a central court, triple-tiered marble fountain, glass elevator and cast iron railings are among the unique architectural elements incorporated into the design of the project. To ensure that every aspect of Georgetown Park was in keeping with the historic character of the community, the project was developed through

extensive interaction with community residents and historic preservation groups. The development has provided an exciting in-town shopping opportunity, and has served to refine and anchor Georgetown's central retail area.



Sample Projects - Republic Companies

WASHINGTON HARBOUR

3000 & 3050 K Street, NW Washington, D.C.

OVERVIEW

LOCATION



Washington Harbour

As a \$300 million, mixed-use development beside the Potomac River in Georgetown, Washington Harbour offers panoramic views of the river and the city of Washington, DC. Composed of two buildings surrounding a landscaped plaza and an elliptical fountain, the project contains 441,000 square feet of office space, retail shops and restaurants, 36 luxury condominiums and underground parking for over 500 cars.

This landmark project is located in one of Washington's most desirable settings. Great care was taken to preserve ample open space and easy access to the waterfront. As such, Washington Harbour has become a favorite destination for residents and tourists alike.

Sample Projects – Humphreys & Partners



THE STANDARD AT ATHENS

ATHENS, GA

- 5-story over podium
- 190 units/610 beds
- 62 units per acre/199 beds per acre
- 1, 2, 3, 4 & 5 bedroom units
- 478 – 1,665 sq ft units
- Retail space below

PROJECT DETAILS

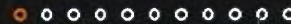
AWARDS

*NAHB's Pillars of the Industry Award
Finalist - Best Student Housing Project*

CERTIFICATIONS

Currently no certifications.

Sample Projects – Humphreys & Partners



STERLING COLLWOOD APARTMENTS

SAN DIEGO, CA

- 4 & 5-story of on-grade residential
- Adjacent 7-level parking structure
- 260 units / 660 beds
- 55 units per acre / 129 beds per acre
- Efficiency, 2 & 4 bedroom units
- 398 – 1,466 sq ft units
- Mission style architecture

PROJECT DETAILS

AWARDS

*Student Housing Business Innovator
Awards
2011 Winner - Best Use of
Green/Sustainable*

CERTIFICATIONS

Leed Certified "Gold"

Sample Projects – Humphreys & Partners



STERLING HIGHLANDER

RIVERSIDE, CA

- 4 story e-Urban student apartments
- Surface parking plus 1 story parking structure
- 216 total units/598 total beds
- 28 units per acre/77 beds per acre
- Efficiency, 2 & 4 bedroom units
- 461 – 1,493 sq ft units

PROJECT DETAILS

AWARDS

BALA

2013 - Silver Winner - Student
Housing

Gold Nugget

2014 Merit Award Winner - Campus
Housing Project

**ROBERT H.
MENDELSON**

**REPUBLIC
METROPOLITAN**



*Since 1980, Bob
has directed the
coordination of large
development
projects, usually
involving public/
private partnerships.*

Since 1980, Bob Mendelsohn has directed the coordination of large development projects, usually involving public/private partnerships. His work includes selection and assembling of viable professional teams, assisting in securing financing and directing development activities during the pre-construction phase. He has played a major role in the development of some 8 million square feet of mixed-use projects in Washington, D.C., with a combined value of over \$2.3 billion, including Market Square (1.2 million sqft), Washington Harbor (700,000 sqft), The Portals (3 million sqft), the Ronald Reagan Building (3 million sqft); as well as the Brentwood Road USPS General Mail Facility (600,000 sqft). The Ronald Reagan Building, after the Pentagon, the largest federal building in the United States, is a good example of Mendelsohn's efforts. Originally called "The International Cultural and Trade Center", the project was the subject of spirited competition conducted by the Pennsylvania Avenue Development Corporation and the General Services Administration. Mendelsohn formed, and was a partner in, The Delta Partnership, which won the award. As the Federal Triangle Corporation, the venture designed and constructed this landmark development.

Bob Mendelsohn served as president of the West Coast Division of Republic Urban Properties LLC from 2005 to October 2008. Under his leadership Republic was awarded the right to co-develop the first major Transit Oriented Development project undertaken by the Santa Clara Valley Transportation Authority, which operates the light rail system in the San Jose region. Transit Oriented Development is of particular interest to Mendelsohn, who co-authored with Joseph Bender (consultant to the Master Developer) a book on best practices in the field, together with the National Trust for Historic Preservation, *The Returning City: Historic Preservation and Transit in the Age of Civic Renewal*. The book was produced at the request of Secretary of Transportation Norman Y. Mineta, and funded by DOT. Currently, Mendelsohn leads Republic Metropolitan, LLC, specializing in public/private projects.

Bob Mendelsohn graduated cum laude from the University of California, Berkeley, with a degree in political science. Following his graduation in 1959, he completed the Coro Foundation Internship in Public Affairs in 1960-1961. He went on to become the Community Relations Specialist for the San Francisco Redevelopment Agency.

Following his tenure with the Redevelopment Agency, Mendelsohn became the Administrative Assistant to State Senator J Eugene McAteer of San Francisco, for whom he co-wrote State Bill #309, the "Save the Bay" Act that created the San Francisco Bay Conservation and Development Commission (BCDC), of which he was an original member.

In 1967, Mendelsohn was elected to the San Francisco Board of Supervisors and was reelected in 1971 and 1975. During this time, he represented the City on the BCDC and the California Coastal Zone Conservation Commission.

Mendelsohn then went to Washington, D.C., in 1977 to become Assistant to the Secretary of the Interior, Cecil D. Andrus, in the administration of President Jimmy Carter. He represented Secretary Andrus on the Pennsylvania Avenue Development Commission which directed the transformation of a blighted and embarrassing eyesore into a grand boulevard, bordered by handsome well-designed buildings. As a member of the Board of Trustees of the Wolf Trap Foundation, he served on the building committee that rebuilt the Filene Center after it was destroyed by fire. Central to the project's success was a public/private financing program, devised by Mendelsohn.

He was later appointed by President Ronald Reagan to the United States Holocaust Memorial Museum Council. As a member of the three-member Executive Committee of the Museum Development Committee, he helped direct the design and construction of the Holocaust Memorial Museum in Washington. Mendelsohn has served on the Board of Washington Trustees of the Federal City Council; as a member of the Board of Trustees of the National Parks and Conservation Association; as a member of the Executive Board of the College of Letters and Science, University of California, Berkeley; and as a member of the Board of the Coro Center for Civic Leadership.

Since 1980,

**JOHN
DeRIGGI**

**PUTNAM
ATLANTIC**



***John has 24+ years
in the student
housing industry,
completing more
than \$4B in
transactions and
served as President
of the largest
publicly traded
student housing REIT***

John DeRiggi is President and founder of Putnam Atlantic Properties, LLC. Putnam Atlantic provides strategic advisory services and principal investments in student housing and multifamily assets. John is a seasoned real estate executive with a deep background in student housing. He has lead the formation and the expansive growth of several student housing platforms during his 24 year career with \$4 Billion of real estate and M&A transactions completed.

John's experience in the student housing industry began in the 1990's where he was a member of the investment team at GMH Associates. GMH was a pioneer in the industry and one of the first nationwide owners of purpose built student housing. GMH was also among the first to attract institutional investment capital in the student housing space. During his time at GMH the company grew to become the largest owner of student housing with more than 45,000 beds owned and managed.

John was later a member of the senior management team responsible for the expansive growth and the successful IPO of GMH Communities Trust (NYSE: GCT), the largest owner and operator of student housing in the United States. John served as Chief Investment Officer for the publicly traded GCT where he lead the acquisition and financing of \$1.6 Billion in student housing assets and development activity. John later was named President and Chief Investment Officer for GCT's student housing division where he was responsible for operations, property management, and asset management for 70,000 beds of student housing located at 73 university campuses across the United States. The student housing division John directed included more than 1,200 employees with annual revenues in excess of \$180 Million.

Following the sale of GCT to American Campus Communities, John served as Managing Director at Candlebrook Properties where he was a member of the management team that acquired 3,500 beds of Class A purpose built student housing located across five university campuses. The acquisition was one of the largest completed in the student housing industry during 2014 and launched Candlebrook's investment in the student housing space.

- \$4 Billion student housing, multifamily and M&A transactions completed.
- 64,000 Units / 85,000 student housing beds acquired and financed
- Transactions completed in 31 states at 73 university campuses..
- Member of team which completed the IPO of the largest student housing REIT listed on the NYSE.
- Directed operations, asset management, and property management for 70,000 beds of student housing with annual revenue in excess of \$180 Million.
- Member of team which competed 10th largest multifamily transaction during the decade ending 2010 (according to Multifamily Executive).
- Completed 7th largest student housing transaction recorded during 2014 (according to Student Housing Business Magazine).