

**Corporate Overview**

Garver Development Group LLC (GDG) brings the owner's perspective to its commercial and mixed-use real estate projects in a collaborative fashion. Founded by Peter Z. Garver, who has developed more than 10 million square feet of real estate spanning a 25-year career, the company offers turn-key real estate solutions.

GDG adeptly functions in a variety of roles as a value-added resource, a long-term advisor or project consultant. Its services include:

- Development Management
- Owner's Representation/ Tenant Advocacy
- Design Management

GDG has particular expertise with the creation of "green" or sustainable real estate development solutions, and executes these programs in a financially-sensible manner. The Company seeks the opportunistic selection of development projects, including ground-up, in-fill, and the re-positioning of previously developed assets. The firm has specific experience with :

- Adaptive Re-use
- Class "A" Office
- Laboratories
- Mission Critical Government Facilities
- Multi-Family and Senior Housing
- Resort
- Retail

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## Development Services

### **Feasibility Analysis**

*Facilitate informed decision making, by studying options for the proposed program, attributes of the site, cost to execute, incentives and the market.*

### **Site Selection**

*Utilize local, regional and national networks to find a site that will complement the program.*

### **Green Development Strategies**

*Seek to optimize the benefit of strategies from both an environmental and economic standpoint. Important to incorporate these from the start, we are able to guide teams towards promising strategies and discourage pursuit of those that would waste time and fees.*

### **Consultant Team Selection and Management**

*Critical to the success of any project is the team that will execute the development. We use our decades of experience to assemble the right skills represented by individuals that will work together for the betterment of the project.*

### **Funding and Finance Guidance and Support**

*Explore available sources of funding including local, state and federal incentive programs; confirm that the timing of funding is consistent with the desired pace of the project. Experienced with historic tax credits, bond financing, low income housing tax credits and other assorted incentives and vehicles.*

### **Project Scope, Budget and Schedule**

*Consistent monitoring of the scope, budget and schedule to optimize opportunities for a result that: all stakeholders are delighted with, the owner can afford and is completed when planned.*

### **Design Phase Management and Integration of Green Strategies**

*Bring to bear the Owner's perspective, (building on 13 years of experience as an owner), together with over 12 years of architectural practice and work on over 30 green projects to creatively realize solutions that are beautiful, fiscally responsible, and green.*

### **Contractor Bidding and Selection**

*Pre-qualify the best contractors for the job, ensure that bids address a consistent scope of work, negotiate contracts.*

### **Construction Phase Management**

*Starting as soon as planning does; early analysis and consistent, proactive communication reduces risk during construction; monitor progress and contractor payments.*

### **Property Marketing and Leasing**

*The most beautiful project is a fully leased project, so we work hard with other team members to maximize opportunities to promote and obtain tenants for the project. This includes early consideration of marketing campaigns, and regular progress updates with listing brokers.*

### **Asset Management**

*Based on over twenty years of experience in the industry on behalf of long term owners, we provide the oversight of leasing, property management and capital expenditures, in order to maintain happy tenants in well maintained assets.*

## Owner Representative Services

### **Project Governance and Mission, Including Green Goals**

*Establish both: a clear path of communication between the owner's organization and the development team, and expected outcomes so that success can be measured.*

### **Site Selection and Procurement Strategies/ Implementation**

*Identify criteria for site selection, monitor deal activity.*

### **Funding and Finance Guidance and Support**

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### **Preconstruction Planning, Bidding, Team Selection and Award Management**

*Evaluate strategies that will work best for the Owner, develop criteria for team, interview teams and participate in selection.*

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### **Operations and Maintenance Planning**

*As with construction, this work should be part of the project from the outset to see that the Owner will have success with O&M of the new or newly renovated facility.*

### **Owner Move-In and Close-Out Planning and Coordination**

*Of critical importance to the building's users, we provide a plan for a seamless transition from existing space to new.*

## Design Management Services



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### **Green Development Strategies**

*Building on success with over 30 LEED projects, seek to optimize the benefit of strategies from both an environmental and economic standpoint. Important to incorporate these from the start, we are able to guide teams towards promising strategies and discourage pursuit of those that would waste time and fees.*

## Testimonials



*"I had the distinct pleasure of working with Peter Garver during the construction planning phases of a courthouse and a government services building. Having participated in a number of similar processes during my thirty-year career, I was delighted to see his many talents displayed for our mutual benefit during this lengthy effort. Supremely knowledgeable and committed to best practices, Peter also possesses truly superb interpersonal skills. He routinely managed meetings with twenty-five consultants and government representatives with poise, efficiency and unflappable politeness. Results were always forthcoming due to his professional standards, expectations and personal conduct. All of us who are dedicated to sustainable development are most fortunate to have someone of Peter's stature working in this important field."*

Suzanne H. James  
Howard County Courts Administrator

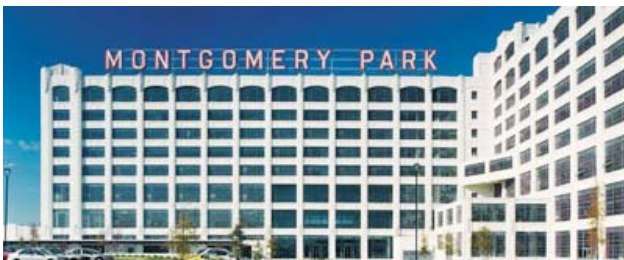
*"Peter Garver brings the owner's perspective and a wealth of technical understanding to his sustainable development work. He uses his financial and architectural/construction skills to creatively analyze various green strategies, and he understands the financial metrics of how to present this information. Peter is sensitive to both the first cost and operational issues, taking a long view of the bottom line."*

Jonathan Ratner,  
Vice President of Sustainability Initiatives  
Forest City

*"Peter Garver exhibited exceptional talent and leadership in formulating the Master Plan for the economic redevelopment of Fort Ritchie Army Garrison, Cascade, Maryland. His integrity and commitment to the project was unquestionable. His understanding of this complex project was instrumental in blending economic viability with historic preservation and environmental initiatives. Peter's work is first-class and I would highly recommend him as a key team member for any real estate project."*

Richard Rook, Executive Director, Penmar  
Development Corporation (designated Local  
Redevelopment Authority for Fort Ritchie)

**Projects: Adaptive Re-Use**



**MONTGOMERY PARK**

Located in Baltimore City, the adaptive re-use of this 1.3 million square foot former Montgomery Ward “catalog house” included the creation of 60,000 square feet of green roof and a system that captures storm water in an existing 10,000 gallon tank that is utilized for flushing toilets. Additional green features include waterless urinals, energy-efficient mechanical systems featuring ice storage, and the extensive use of recycled materials. Historic tax credits and brownfield clean up played a key role in the financing. The project was completed in 2003. On behalf of owner Himmelrich Associates, an executive with GDG led the development team. This executive oversaw the entitlements, interfaced with the National Parks Service and managed the design, permitting, construction and leasing, as well as managed the tenant improvements for 472,000 square feet of office space.



**FORT RITCHIE**

Situated near Camp David in Cascade, MD, this 600-acre army post was shuttered in the Base Realignment And Closure (BRAC) process in 1985. Acquired by Corporate Office Properties Trust (COPT), the company is developing a mixed-use planned community featuring 1.7 million square feet of commercial office and retail space and 675 residential units including single and multi-family homes. An executive with GDG led the COPT team that was responsible for securing entitlements and developing the overall design during the preliminary master planning phase, which was completed in 2004.

**Projects: Eco Resort**

**QUEENSTOWN HARBOR RESORT**

Located on the eastern shore of the Chesapeake Bay, this 4 Diamond, 80-key resort with amenities will join two existing golf courses on a 735-acre waterfront tract. The resort is planned to achieve a LEED Platinum certification, the highest level of this objective “green” rating system. GDG provided development management for the conceptual design phase of this project, on behalf of its owner, The Brick Companies. The resort is scheduled to be complete in 2012.



**Projects: Government**



**318, 320 AND 322 NATIONAL BUSINESS PARK**

Positioned in the heart of the Baltimore-Washington, D.C. common market, this three-building office complex was speculatively developed and targeted end-users consisting of security-sensitive government agencies. Each 125,000 square foot, four-story building was fully leased during construction, achieved a Gold Leadership in Energy and Environmental Design (LEED) certification and met a “medium” level of protection, as prescribed by Department of Defense Anti-terrorist Force Protection guidelines. An executive at GDG performed all Development Management for this portfolio on behalf of COPT. The buildings were completed between 2004 and 2006.



**HOWARD COUNTY GOVERNMENT CAMPUS**

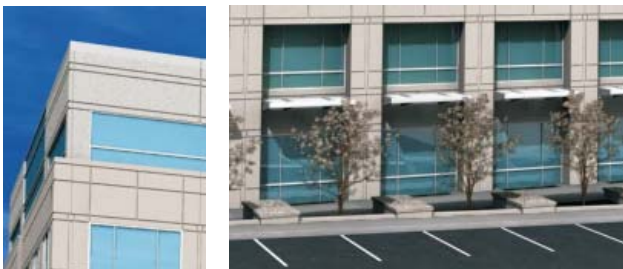
This effort consists of the “gut-rehab” of approximately 110,000 square feet of existing office space, which serves as the government headquarters for Howard County, Maryland. Performing as City Hall, the project includes executive functions, county council chambers and various county agencies. The program includes mission critical spaces such as the county's data center and 911 center. GDG is serving as the owner's project manager for the project. Green features include solar panels and high performance mechanical systems. The initial plan for the project, which an executive with GDG led, consisted of a new \$250 million mixed-use campus, containing a circuit courthouse and replacement county government headquarters building. The project was scaled back to the renovation project that will be completed in 2010.

**Projects: Class-A Office**



**ARUNDEL PRESERVE**

Part of a suburban mixed-use master planned development, this 155,000 square foot office building was developed to capitalize on its immediate proximity to Fort Meade. The project was completed in 2008 and achieved a Silver LEED certification. An executive with GDG performed all development management functions for this building on behalf of COPT.



**GATEWAY 3**

This five story, 132,000 square foot office building completes a three building campus in the Columbia Gateway Business Community. The project, completed in 2008, achieved Silver LEED certification. An executive with GDG performed all development management functions for this building while at COPT.

**Projects: Class-A Office**



**302, 304 and 306 NATIONAL BUSINESS PARK**

Located in the same office park as 318, 320 and 322 National Business Park, also owned by COPT, this three-building office complex was speculatively developed and targeted end-users consisting of security-sensitive government contractors. Each 162,000 square foot, five-story achieved a Silver LEED certification and was designed to resist progressive collapse. An executive at GDG performed all Development Management activities for this portfolio that was completed between 2005 and 2007.



**WASHINGTON TECH PARK II**

Located in the Westfields office park in Chantilly, VA, this 225,000 square foot five-story building joined an adjacent 450,000 square foot project that includes offices and amenities. The new building features large floor plates, glass and precast exterior and a Class “A” lobby and corridors. Completed in 2004, an executive at GDG performed all Development Management activities for this project on behalf of COPT.

**Bio: Peter Z. Garver**

Peter Garver is the founder and president of Garver Development Group LLC (GDG) and is involved with all phases in the planning and development of real estate projects. These projects typically leverage existing infrastructure, and include adaptive re-use, re-positioning of existing buildings as well as new construction. GDG is focused primarily on third party services, which include owner's representation, project management and tenant advocacy services.

Peter has broad experience with over twelve years in development management. His work has included the following product types:

- Mixed Use
- Class "A" Office
- Adaptive Re-Use
- Laboratories
- Multi- Family and Senior Housing
- Resort

Prior to founding GDG, Peter was Vice President of Development for Corporate Office Properties Trust (COPT), where he oversaw the development group. In his five years at the real estate investment trust, Peter spearheaded the transformation of COPT into a company that counts green development as fundamental to its culture and core business model. Under Peter's leadership COPT achieved its first four LEED Gold certified buildings, three LEED Silver certified buildings and 24 additional LEED registered buildings. COPT won the NAIOP 2005 National Green Development Award, won the USGBC Baltimore 2005, 2006 and 2007 Green Leadership award, and nine COPT employees became LEED Accredited.

Peter is a licensed architect who spent twelve years practicing architecture prior to his work as a developer. He is a licensed Real Estate Salesperson and a LEED Accredited Professional. Peter earned a Masters of Architecture degree from the University of Virginia and a Bachelor of Science from the University of Wisconsin. Peter is active in the following organizations:

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- NAIOP: National Sustainability Committee; National Education Committee; Private Developers Forum; Co-Chair of the Sustainability Committee for NAIOP- Maryland.
- ULI: National Small Scale Development Council ; ULI Baltimore District Council Executive Committee and founding chair of Regionalism Committee
- Mt. Washington Improvement Association, chair of Land Use and Zoning Committee; former President