

about us our stories portfolio recognition





**ABOUT US** 

# the clark organization

Founded in 1906, the Clark organization is a privately held, international real estate development and construction company headquartered in the Washington, DC region with offices throughout the United States. Our firm's century-long history of innovation and market leadership is evidenced by our:

- · Staff of more than 2,100 full-time individuals;
- · Consistent annual revenues in excess of \$4 billion; and
- Award-winning portfolio that includes more than 60,000 single-family, townhome, and multifamily residential units and 10 million SF of commercial, industrial, and retail space.

The Clark company's reputation for problem solving, diligent financial underwriting, a firm adherence to core values, and operational excellence has resulted in lasting partnerships with the best in the industry. Built on a foundation of fair and equitable business dealings, our relationships span a diverse array of clients and partners including financial institutions and development partners; federal, state, and local governments; Fortune 500 companies; and institutional users.







### clark cares

Clark CARES is an 501(c)(3) public charity committed to improving local, national, and global communities through charitable contributions. The foundation organizes volunteer events and provides grants to deserving organizations.

### clark builders group (cbg)

the top five multifamily builders in the nation, CBG constructs high-quality residential communities throughout the US. Building more than 3,000 homes each year, CBG posts annual revenues of over \$500 million.



### clark construction group (ccg)

As the largest privatelyheld general contractor in the nation, CCG has been providing unmatched expertise in office, high-rise residential, hotel, sports facilities, institutional, heavy civil, and roadwork for more than a century.

### cr management (crm)

Across a \$3 billion portfolio, CRM delivers superior management services while preserving and enhancing the value of real estate assets. CRM's services span conceptual design through marketing, lease-up, maintenance, and asset management. **ABOUT US** 

### full spectrum of services

Established in 1992 as the real estate and investment arm of the organization, Clark Realty Capital leverages an entrepreneurial spirit and culture to encourage creative solutions to complex real estate challenges. Our firm has substantial transactional and operational experience, with a diverse portfolio of residential, retail, mixed-use, commercial, and land developments valued at more than \$7 billion.

While Clark's experience is expansive, our projects have ranged in size and scope from complex urban infill developments to large-scale, mixed-use land deals. To accomplish this, we draw on a diverse set of affiliates that lead their respective industries, and our ability to locate opportunities; structure transactions; rezone, entitle, and engineer raw land; raise debt and equity; invest our own capital; design and develop award-winning projects; build roads and utilities; and sell/lease apartments, condos, homes, retail, and commercial realty.

### duxburv financial (dux)

DUX leverages successful relationships with institutional investors to provide innovative financing solutions on large-scale transactions. To date, DUX has structured and closed over \$6 billion in financings.

### clark energy group (ceg)

CEG partners with public and private clients to deliver comprehensive energy solutions that improve efficiency, enhance security, better the environment, and create energy savings for clients on existing buildings and new construction projects.



### inter-mac international

Inter-Mac provides construction and long-term financing for workforce housing. Through innovative partnerships and financing mechanisms, Inter-Mac's revolutionary model is making homeownership a reality for thousands who never dreamed it possible.

**ABOUT US** 

# national reach and beyond

Clark's regional offices are strategically located to serve the needs of our clients throughout the United States and select international locales. The firm's reach is evidenced by our current portfolio of development and construction projects in most of the country's major urban markets, as well as a demonstrated capability to enter new markets and successfully perform on complex real estate transactions. The company is served by a talented core group of development and investment executives nationwide.











**ABOUT US** 

# we invest our own capital

In today's challenging environment, access to multiple capital sources has never been more important. Our impeccable history of financial performance and successful execution makes us a trusted partner in securing debt proceeds, often under challenging financial conditions and tight project deadlines.

We also know how to pair the right capital partner to the right project. Our extensive network of relationships with banks, financial instututions, and other investors has enabled us to raise substantial equity investments from third-party sources. What sets us apart, however, is our commitment to making deals happen: Clark often contributes our own equity into creating our award-winning developments.





POST 2008

Coppermine Run MARCH 2013 \$40,250,000

El Rancho Verde DECEMBER 2012 \$156,000,000

Columbia Heights Refinancing OCTOBER 2012

Flats at Atlas AUGUST 2010 \$47,800,000



"Congratulations to Clark for understanding our community process and enthusiastically engaging in it...We will hold you up as a model for future development efforts."

Barbara Favola Arlington County Board Chair

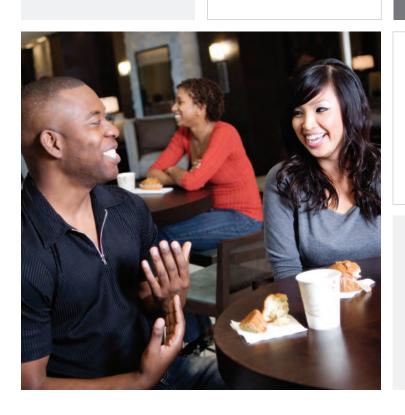


"When Clark came to us, they told us in the beginning, we want you involved - that what you have to say is very valid to the way we're going to design this project."

Anwar Saleem Executive Director, H Street Main Street ABOUT US

### a proven partner

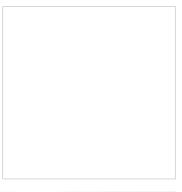
Nothing describes Clark better than a company that builds community. Our people take great pride in engaging and unifying stakeholders to create the best-managed developments in which to live, work, shop, and play. Clark is nationally recognized for having established highly successful partnerships across our portfolio of high quality, customized communities. We are also known to exceed performance metrics while creating effective relationships as business partners, public-private partners, and community partners.



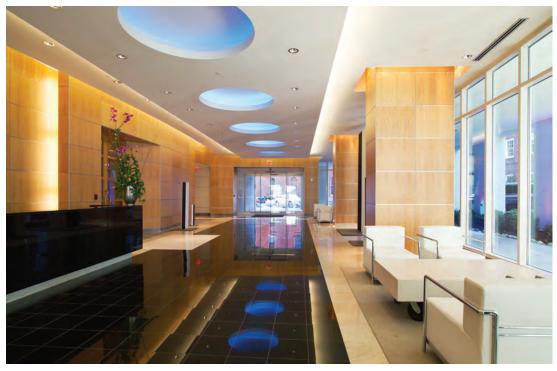


"You continue to set the mark high. It is a pleasure to work with a great group of professionals committed to taking care of our Sailors."

Matt Jordan CNRSW Housing PM, United States Navy about us our stories portfolio recognition







**OUR STORIES** 

# real estate with a real purpose

At Clark Realty Capital, we believe that real estate can be a powerful tool to tackle some of the world's most pressing social challenges. Coupled with a relentless pursuit of industry firsts and continuous innovation, this belief brings great ideas to fruition.

Our people are empowered to think big, collaborate, and execute real change while leveraging the expertise of our ventures and affiliate companies along the way. Together we're creating lasting positive impact over 50 million square feet of development in communities across the map. Read on for a view inside some of our notable stories.





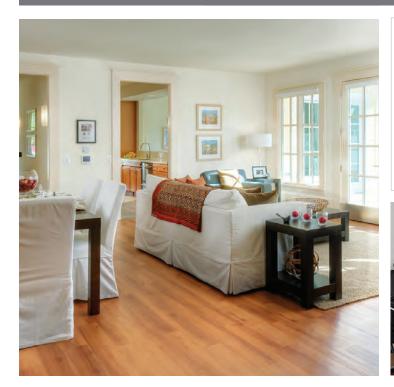




OUR STORIES

# improving the lives of our wounded warriors

Thanks to modern advances in medical treatment, nearly half of our nation's more than 200,000 injured soldiers are now returning to active duty after rehabilitation. With a mission to improve their quality of life when they come home, we assembled the best team of scientists, psychologists, consultants, builders, and engineers—including legendary architect Michael Graves—to radically rethink the way they live. We threw out traditional plans for ramps and shower seats and implemented new designs, products, and technologies such as adjustable height countertops, motion sensor door locks, and in-home therapy rooms to accommodate a variety of physical and psychological needs. And that was just the beginning. Our work is sparking national dialogue on how to better meet the needs of all underserved populations.



"It's about making that soldier feel at home again. And that's exactly what [this project] is."

Virginia Rempp Wife of Wounded Warrior









"[CRC] demonstrated an unparalled sensitivity to the corridor's rich history while bringing in something new and fresh."

> Anwar Saleem Executive Director, H Street Main Street, Inc.



# back on the map: a catalyst for dc's most eclectic new neighborhood

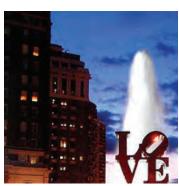
When we first approached the five-acre site of concrete and overgrown grass in the capital's H Street neighborhood, we didn't just see a challenge—we saw one-of-a-kind potential. Working hand in hand with the community, we transformed that potential into 257 upscale urban apartments, a sprawling pool deck, and a host of unexpected amenities—the perfect complement to H Street's eccentric art shows, president-approved Italian hoagies, and the district's largest beer garden. Now a true urban oasis, the Flats at Atlas is positively impacting the entire neighborhood and its ongoing evolution as a hotspot for dining, art, and exploring.

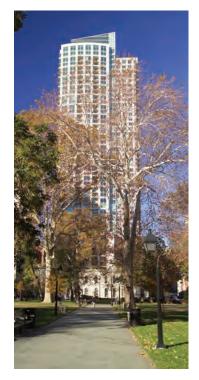


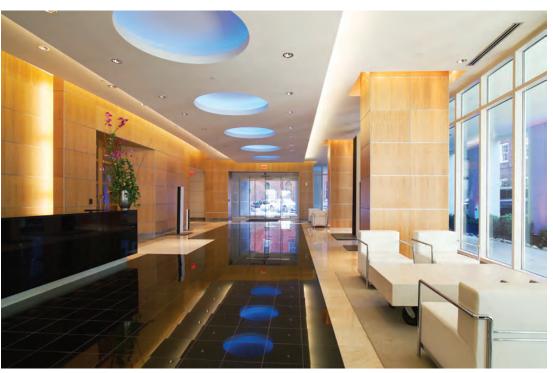


# they ♥ the new view

Although we designed the St. James to soar 498 feet into the sky—with luxury apartments and unsurpassed hotel-style amenities all the way to the top—we didn't forget its roots in Philadelphia history. That's why we incorporated 19th century buildings into modern design to create the city's first downtown residences in more than 20 years.









# here at pacific beacon, its all about how you live

Pacific Beacon was born at a time when

military retention was mission critical. It started with a bold idea: to create a new lifestyle for active duty service members defending a nation at war. We developed a community where high-end living spaces and custom amenities are outrivaled only by purposeful design and active programming created to build camaraderie and foster connections. By giving our real life heroes a laid-back lifestyle off duty—think personal trainers, over-the-top parties, outdoor excursions, and continuing education—we're boosting morale on duty while delivering a reprieve from the daily stresses of military life.







"I can establish my own life and have a fresh start when I'm not on duty."

Trumaine Shermon Petty Officer 3rd Class





"For us it's a dream come true because we didn't have a home. We saw the opportunity and didn't think twice about it. Most of all, it's for our children's future."

Roman Rivas & Gina Flores Castaños de Choloma Residents





**OUR STORIES** 

# fulfilling dreams of homeownership across the world

When one of our team members brought to our attention the danger present in his native Honduran suburbs, we mobilized our resources and expertise to create a model for affordable homeownership within secure communities. We developed a 3,500-unit gated neighborhood to create a safe haven for residents complete with essentials they previously lacked access to—paved roads, running water, electricity, and sewer connections. And by facilitating an unprecedented mortgage contract model and credit mechanism, we've allowed many renters to achieve their dream of becoming homeowners for the first time—a dream that transcends any physical or financial boundary.



about us our stories portfolio recognition

HARBOR BAY AT **MACDILL** 327 Homes and Community Amenities for Military Familes



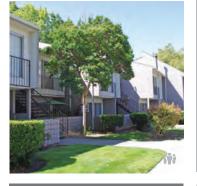
PORTFOLIO

### our work

Since 1906, the Clark companies have upheld a reputation for fair and honest business and have proven our ability to succeed over the long term. Our development portfolio includes over 60 residential projects comprising more than 47,000 units and \$7 billion of development. As a builder, we have constructed more than 65,000 homes and have approximately 3,000 units under construction. Our annual revenue from multifamily construction alone tops \$400 million. The following pages showcase a representative sampling of our work.

development 🖫 construction

iii management



EL RANCHO VERDE 700-Unit Affordable Housing Community

THE CLARENDON 292-Unit Luxury Apartment Community at the Clarendon

ONTERIE 6o-Story Mixed-Use Office and Residential

Tower with 594 Luxury Apartment Units





PACIFIC BEACON 1,199-Unit Luxury Apartment Community with Retail for Sailors and Strudents

San Deigo, CA



THE FLATS AT ATLAS 257-Unit Luxury Apartment Community with 5,000 SF Ground Floor Retail

Washington, DC

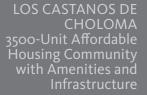






SOHO SQUARE APARTMENTS 231-Unit, Mixed-Use Luxury Apartment Community

Tampa. FI.

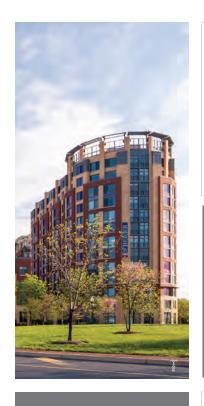


Honduras



THE ST JAMES 307 High-Rise Luxury Apartments with Amenities

Philadelphia, PA



650 N GLEBE 163-Unit Apartment Building with Ground Floor Retail and Underground Parking

Arlington, VA



COPPERMINE CROSSING 288 Apartment Homes with Amenities

Herndon, VA



POST CARLYLE SQUARE 344 Luxury Apartments across Two Buildings with Amenities

Alexandria, VA



Ouantico. VA





MONTEREY BAY
FAMILY HOUSING
2,209 Single Family
Homes and Community
Amenities

Monterey, CA

MASSACHUSETTS COURT 358-Unit Luxury Apartment Community Incorporating Historic Townhomes

Washington, DC



TWO PARK CREST 300-Unit, 19-Story Luxury Apartment Community with Amenities

McLean, VA

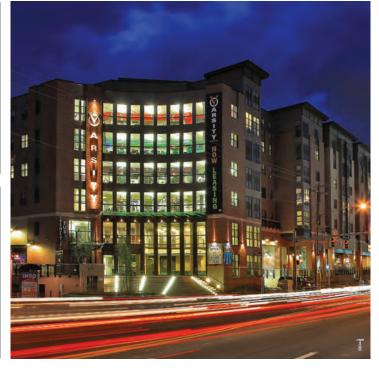


THE VARSITY AT COLLEGE PARK 901 Beds of Student Housing in 258 Luxury Apartments with 20,000 SF of Retail

College Park, MD

COLUMBIA HEIGHTS 41-Unit, 31-Building Apartment Community at the Columbia Heights Metro Station

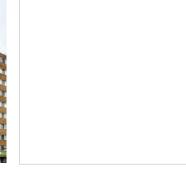
Washington, DC



BELVOIR FAMILY HOUSING 2,106 Homes and Amenities for Military Families

Fairfax, VA

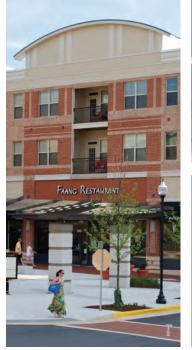






VILLAGE AT LEESBURG 335 Apartment Units in Nine Buildings overRetail

Leesburg, VA





77H 303-Unit Apartment Building over Retail with Underground Parking

Washington, DO



MONROE SQUARE 267-Unit Luxury Apartment Community with 3,500 SF of Retail Space

Alexandria, VA



360 H 215-Unit Mixed Use Apartment Building Adjacent to Union Station

Washington, DC

3883 CONNECTICUT Nine-Story, 158-Unit Luxury Apartment Community with Amenities

Washington, DC





VILLAGE AT PARKS 114 Single-Family Homes and Neighborhood Center

Dublin, CA

about us our stories portfolio recognition

### **RECENT AWARDS AND ACCOLADES**

2014 ABC Excellence in Construction Award -Mixed Use

77H - Washington, DC

2014 OPIC Impact Award Access to Finance Inter-Mac International

2013 Pillars of the Industry Award - Multifamily Community Site Plan
Enclave at Emerson - Laurel, MD

2013 Pillars of the Industry Award - Rental Apartment Community

Hidden Creek - Gaithersburg, MD

2013 MFE Awards - High-Rise Post Carlyle Square - Alexandria, VA

2013 ABC STEP Safety Awards - Platinum
Clark Builders Group

2013 NAHB Nationals Award - Judges' Special Award: Military Housing Community

MacDill Family Housing - Tampa, FL

2013 Gold Nugget Awards - On the Boards Multifamily Community 360 H Street - Washington, DC

2013 Gold Nugget Awards - Judges' Special Award Inter-Mac - Honduras

2012 Multifamily Executive Award - Military Project of the Year

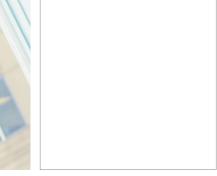
Fort Belvoir Military Family Housing - Fort Belvoir, VA

2012 ABC Excellence in Construction Award -Residential Single Family Residence Fort Belvoir Military Family Housing - Fort Belvoir, VA

2012 Great American Living Award - Universal Design in Housing

Fort Belvoir Military Family Housing - Fort Belvoir, VA

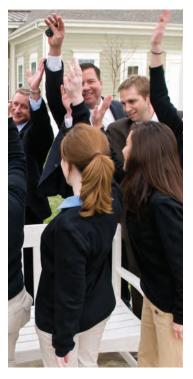




RECOGNITION

### and the winner is...

Our projects are setting the bar locally and across the nation. But don't take our word for it. Our portfolio of work has won literally hundreds of accolades from prestigious organizations large and small.





2012 ABC Excellence in Construction Award - Mixed Use under \$50 Million

The Varsity at College Park - College Park, MD

2012 MHN Design Excellence Award - Universal Design in Housing

Fort Belvoir Military Family Housing - Fort Belvoir, VA

2012 ENERGY STAR Leadership in Housing Award Fort Benning Family Housing, Fort Benning, GA

2012 Fairfax County Exceptional Design Award Fort Belvoir Military Family Housing - Fort Belvoir, VA

2012 STEP Safety Award

Clark Builders Group, Washington, DC

2012 Pillars of the Industry Award - Best Workforce Housing

George Mason University Faculty Housing - Fairfax, VA

2012 Pillars of the Industry Award - Best Student Housing Rental Apartment Community The Varsity at College Park - College Park, MD

2012 Pillars of the Industry Award - Best Overall Leasing Campaign for a Rental Apartment Community

Flats at Atlas - Washington, DC

2012 Pillars of the Industry Award - Best Multifamily Community Site Plan MacDill Family Housing - Tampa, FL

2012 Pillars of the Industry Award - Best Rental Apartment Community (non-garden, 5 stories or less)

Del Ray Central - Alexandria, VA

2012 Gold Nugget Award – Merit, Judges' Special Award of Excellence

Fort Belvoir Military Famiy Housing, Fort Belvoir, VA

2012 Gold Nugget Award – Merit, Infill, Re-Development or Rehab Site Plan - Up to Five Acres Flats at Atlas, Washington, DC 2012 Communitas Award – Winner, Corporate Social Responsibility

Liberty Park at Joint Base Andrews, Join Base Andrews, MD

2012 Communitas Award – Winner, Corporate Social Responsibility

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2012 EDC Excellence in Design Award – Honorable Mention, Commercial - New Construction

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2012 Interactive Media Award – Best in Class - Real Estate

Centerboard Campus Partners

2011 Commercial Real Estate "A List" Customer Service Award – Winner, Multifamily

Palmer Hall, San Diego, CA

2011 Commercial Real Estate "A List" Customer Service Award – Winner, Multifamily Pacific Beacon, San Diego, CA

2011 CEL Crystal Award – Winner, Superior Service Score

Pacific Beacon, San Diego, CA

2011 MarCom Award – Gold, Corporate Website
Centerboard Campus Partners

2011 MarCom Award – Gold, Flyer

Pacific Beacon, San Diego, CA

2011 Great American Living Award – Winner, Interior Merchandising, Club House 6,000 SF and Over

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2011 Great American Living Award – Winner, Design and Architecture, Residential Remodeling/ Restoration Under \$500,000

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2011 Constructech Vision Award – Silver, Residential Builder

Clark Builders Group

2011 Multifamily Executive Grand Award – Military Project of the Year

MacDill Family Housing, Tampa, FL

2011 Gold Nugget Award – Merit, Best Campus Housing Project

George Mason University Faculty Housing, Fairfax, VA

2011 MHN Design Excellence Award – Winner, Multi-Housing Community of the Year

Pacific Beadon, San Diego, CA

2011 International Design Excellence Award – Silver The Wounded Warrior Home Project at Fort Belvoir, Fort Belvoir, VA

2011 ABC Excellence in Construction Award – Winner, Residential Multi-Townhome

George Mason University Faculty Housing, Fairfax, VA

2011 Pillars of the Industry Award – Winner, Best Lifestyle Programming

Pacific Beacon, San Diego, CA

2011 Pillars of the Industry Award – Finalist, Best Workforce Housing

George Mason University Faculty Housing, Fairfax, VA

2011 Pillars of the Industry Award – Winner, Best Clubhouse at a Multifamily Community

Miramar 6500, San Diego, CA

2011 Communitas Award – Corporate Social Responsibility

Columbia Heights, Washington, DC

2011 STEP Safety Award

Clark Builders Group, Washington, DC

2011 Hermes Award – Platinum, Website Overall Pacific Beacon, San Diego, CA

2011 Hermes Award – Gold, Corporate Responsibility Program

Columbia Heights, Washington, DC

2010 Pillars of the Industry Awards – Best High Rise Apartment Community

Pacific Beacon, San Diego, CA

2010 CEL Platinum Award – Superior Service *Pacific Beacon, San Diego, CA* 

2010 Great American Living Award – Design and Architecture for Rental Community

George Mason University Faculty Housing, Fairfax, VA

2010 STEP Safety Award

Clark Builders Group, Washington, DC

2010 Builder's Choice Design and Planning Award – Affordable Housing

George Mason University Faculty Housing, Fairfax, VA

2010 Builder's Choice Design and Planning Award – Single Family Community

MacDill Family Housing, Tampa, FL

2010 GreenGov Presidential Award – Building the Future

Clark Builders Group, Washington, DC

2010 Multifamily Executive Grand Award – Military Project of the Year

Liberty Park at Joint Base Andrews, Andrews AFB, MD

2010 ABC Award for Excellence in Construction – Mixed Use

Village at Leesburg, Leesburg, VA

2010 Gold Nugget Award – Best Public/Private Recreational Use Facility

MCAS Miramar, San Diego, CA

2010 Gold Nugget Award – Best Multi-Family Housing Project

Pacific Beacon, San Diego, CA

2010 Gold Nugget Award – Best Outdoor Living Space

Pacific Beacon, San Diego, CA

2010 Ventura County Star Climate Award – Sustainable Business Practices

Catalina Heights & China Lake, Camarillo, CA

2010 ASCE Awards – Outstanding Military Project *Pacific Beacon, San Diego, CA* 

2010 IMA Outstanding Achievement Award – Military and Real Estate

Pacific Beacon, San Diego, CA

2009 National DBIA Award – Private Sector over \$25 Million

Pacific Beacon, San Diego, CA

2009 Build San Diego Award – Unique Special Project

Pacific Beacon, San Diego, CA

2009 Best in American Living Award – Best Rental over Five Stories

Pacific Beacon, San Diego, CA

2009 Best in American Living Award – Best Rental up to Five Stories

Camden College Park, College Park, MD

2009 CEL Crystal Award – Superior Service Score *Pacific Beacon, San Diego, CA* 

2009 Multi-Housing News Design Excellence Award – Best Military Housing Andrews AFB, Andrews AFB, MD

2009 Multifamily Executive Grand Award – Military Project of the Year

Pacific Beacon, San Diego, CA

2009 CMAA Project Achievement Award - New Construction Over \$25 Million

Pacific Beacon, San Diego, CA

2009 ENERGY STAR Leadership in Housing Award Fort Belvoir Military Family Housing, Fort Belvoir, VA

2009 ENERGY STAR Leadership in Housing Award Fort Benning Family Housing, Fort Benning, GA

2009 Pillars of the Industry Award - Best Corporate Web Site

Clark Builders Group

2009 Internet Advertising Merit Award - Best Construction Web Site

Clark Builders Group

2008 Best in American Living Award - Military Housing

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2008 Builder's Choice Design and Planning Grand Award - Infill Community

Columbia Heights, Washington, DC

2008 Builder's Choice Design and Planning Grand Award - Attached or Townhouse

The Villages at Fort Irwin, Fort Irwin, CA

2008 Greater Washington Green Business Awards
Fort Belvoir Military Family Housing, Fort Belvoir, VA

2008 Multifamily Executive Merit Award - Military Project of the Year

MCAS Miramar 77, San Diego, CA

2008 Mid-Atlantic Construction Best of '08 Award of Merit – Renovation

Park Village at Fort Belvoir, Fort Belvoir, VA

2008 Multi-Housing News Design Excellence Award – Best Traditional Neighborhood Design/ New Urbanism

Park Village at Fort Belvoir, Fort Belvoir, VA

2008 Monument Award – Best in Independent Living

The Woodlands, Fairfax, VA

2008 Monument Award – Best Garden-Style Rental Units

Fort Totten Station, Washington, DC

2008 Monument Award of Merit – Residential Historic Renovation

Park Village at Fort Belvoir, Fort Belvoir, VA

2008 Constructech Vision Gold Award Clark Builders Group

2008 Marketing & Advertising Excellence Award – Best Print Ad

Fort Totten Station, Washington, DC

2008 Fairfax County Exceptional Design Award of Merit – Exceptional Design

Park Village at Fort Belvoir, Fort Belvoir, VA

2008 Pillars of the Industry Award – Finalist, Best Affordable Apartment Community

The Village at Parks, Dublin, CA

2008 Pillars of the Industry Award – Finalist, Best Affordable Apartment Community

Gateway Village, San Diego, CA

2007 Major Achievement in Marketing Excellence – Best Ad Campaign - Multi-Family

Fort Totten Station, Washington, DC

2007 Bond Buyer Deal of the Year – Best Non-Traditional Transaction

Pacific Beacon, San Diego, CA

2007 Commercial Real Estate "A List" Customer Service Award – Multifamily

Admiral Hartman, San Diego, CA The Village at NTC, San Diego, CA Gateway Village, San Diego, CA 2007 Best in American Living Silver Award – Best Suburban Smart Growth Community The Village at Parks, Dublin, CA

2007 ICSC International Design and Development Award of Merit – Mixed-Used Retail Project

Fort Belvoir Town Center, Fort Belvoir, VA

2007 Multifamily Executive Grand Award – Military Project of the Year

Lewis Village at Fort Belvoir, Fort Belvoir, VA

2007 Builders Choice Design and Planning Award of Merit – Best Mixed-Use Community

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2007 Multi-Housing News Design Excellence Awards – Best Public Private Partnership Marine Corps Base Quantico Family Housing, Quantico, VA

2007 Constructech Vision Bronze Award – Bronze Clark Builders Group

2007 Virginia Green Innovation Award – Best Residential Community Development Project Fort Belvoir Military Family Housing, Fort Belvoir, VA

2007 Virginia Environmental Stewardship Award – Best Organization

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2007 Pillars of Industry Award – Best Affordable Neighborhood Revitalization

Monterey Bay Military Housing, Monterey, CA

2007 Pillars of Industry Award – Best Mixed-Use Community Site Plan

Fort Belvoir Military Family Housing, Fort Belvoir, VA

2007 Pillars of Industry Award – Finalist, Best Multifamily Community Site Plan Gateway Village, San Diego, CA