

# MARTA Brookhaven / Oglethorpe University Station



ATLANTA (CORPORATE OFFICE)

DALLAS | DENVER

NEW YORK | SAN FRANCISCO



## Integral Experience

With a focus on resurrecting old or creating new urban neighborhoods to provide more environmentally sound, user-friendly communities, Integral specializes in blending housing, retail, office and civic venues within organized public gathering spaces through our leading-edge master plan/master developer services and residential development expertise. With the capability to develop unique mixed-use / TOD communities, such as urban infill, edge city, and the adaptive re-use of historic buildings, we apply our strengths in neotraditional planning, design, and architecture to create these human-scale, immersive districts.

**Integral has over \$5 billion of development experience in urban master-planned communities, transit-oriented development and urban mixed-use projects nationwide.** Throughout the years, Integral has been master developer of numerous large-scaled projects throughout the United States. Headquartered in Atlanta, **Integral is active in ten cities across the United States**, with its greatest concentration of activity in Georgia and the southeastern region. The firm also has office in New York, San Francisco, Denver, and Dallas. The Integral Group has invested in over 20 projects across Atlanta.

Integral is a national leader in Transit Oriented development, creating urban villages which promote vibrant, pedestrian friendly communities. These developments have a ripple effect that not only creates a sustainable community, but benefits the entire neighborhood, the city, and ultimately the region by, promoting ridership, encouraging walkability, decreasing congestion, and creating new linkages that enhance accessibility. Integral's communities link residents with essential economic activity, which includes shopping, entertainment and employment centers, public parks, and balanced transportation options.

**Our nationwide TOD experience has given us the opportunity to work with municipalities and transit authorities in a spirit of cooperation to implement catalyst projects. Navigating through the challenges of developing a project in politically and community sensitive environments is a particular strength of Integral. Most of Integral's projects are a result of strong, public/private partnerships.** It is a unique collaboration in which all parties benefit as each operates in specific areas of expertise. We have successfully partnered with transit authorities, redevelopment agencies, housing agencies, municipalities, counties, and state and federal agencies across the nation, with an emphasis in the Southeast, particularly in Georgia. We believe igniting real change begins with relationships between the public and private sectors and have worked diligently establishing great relationships with city officials, council members, state agency representatives and others.

Integral firmly believes in transit oriented development as a key driver of investment economics and quality of life in an urban environment. **We are currently involved in several significant TOD's throughout Nation including a reinvention of a downtown located on Metro Dallas's DART system and the injection of mixed income housing into Denver's Lodo Neighborhood, blocks from Denver's Union Station. We are also**

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**Master developers of Doraville's General Motors Plant adjacent to MARTA's Doraville Station. This 165 acre project, to demolish and plan, will ultimately be the largest TOD in the state of Georgia.**

Integral is recognized as a pioneer and leader in the paradigm shift to Mixed-Use, Mixed-Income Community development, is committed to remaining at the leading edge of innovative techniques on completing healthy, thriving developments. Our original concept for mixed-income, mixed-finance communities came to fruition in the mid-1990s with the development of Centennial Place, the 1st HOPE VI project in the nation. This redevelopment project has become the model upon which all other mixed-income community developments are based. **Integral has gone on to complete projects that comprise over 7,000 mixed income housing units in 15 community revitalizations with total development cost in excess of \$1.5 billion.**



## Integral Company Profile

The Integral Group LLC ("Integral"), based in Atlanta, is a real estate development, Investment, Construction Management, and Property Management Company. Since 1993, Integral has been committed to its mission to "create values in cities and (re)build the fabric of communities." Pursuit of that mission has made the company a premier global provider of real estate facility and infrastructure solutions. Integral has over \$5 billion of development experience in urban master-planned communities, transit oriented development and urban mixed-use projects nationwide.

Integral and its principals have led investments in major urban master planned communities and urban mixed-use projects. Key products include multifamily, senior housing and student housing, transit oriented developments as well as retail, office, hospitality, parking and infrastructure projects. Integral is committed to creating and/or repurposing real estate to create environmentally, socially and economically sustainable projects and communities for today and well into the future. The firm strives to do meaningful work which embodies cutting-edge urban planning principles, supports responsible and impactful economic growth and improves the quality of people's lives.

**Integral prides itself on being a creator of progressive and enhanced urban communities and recognize that transit oriented development is a key driver of investment economics and quality of life in an urban environment.**

The lead contact from the Integral - Atlanta office is Art Lomenick:

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WASHINGTON, DC



## Transwestern Experience

**Transwestern Development Company is a premier developer of all commercial product types exceeding client expectations nationwide since 1978.** We deliver high-quality properties featuring cost-efficient design by utilizing resources and expertise acquired through the development of our own properties. The group invests with institutional equity partners on projects and also offers an array of services as a fee developer. Development group professionals are experienced in all aspects of the real estate business, including construction, design, sustainability, leasing, acquisitions, finance and asset management. **As an independent business unit of Transwestern, a global diversified real estate services firm, the group capitalizes on the market insights and operational expertise of its affiliates.**

As demonstrated in the case studies to follow, Transwestern and its Atlanta Development Leader, Trent Germano, have significant mixed use experience in both mixed use projects and master planned developments. Always approached with the idea of place making and the user experience, Transwestern has achieved iconic results in an interesting, sustainable and livable way. Our projects focus on great streets, walkability and horizontal and vertical mix of uses.

Transwestern's experience in Atlanta, through Trent Germano, includes over 25 million square feet of development in office, institutional, retail and industrial projects, spanning over 30 years.

**Transwestern experience in TOD includes projects in Dallas and Atlanta. Atlanta experience includes notable TOD's at Lindbergh City Center, Atlanta Plaza at the Lenox Station, Northpark Town Center 600 at the Sandy Springs Station, St. Joseph's MOB at Medical Center Station and the Bell South Metro plan, which tied directly into MARTA at North Avenue and Lindbergh City Center and included new parking decks on MARTA property at North Springs, Doraville and College Park Stations.**

Transwestern's experience with Public Private Partnerships (PPP's), through Trent Germano, includes the Lindbergh City Center Station with MARTA and "The Banks" with the City of Cincinnati and Hamilton County. **In each of these projects the goal has always been to find a win-win solution that gives each party what they want and need to meet or exceed the goals. The key is balancing goals, aspirations and necessities.**

## Transwestern Company Profile

**Transwestern is the largest full service, privately held commercial real estate company in the United States.** Transwestern Development Company, headquarter in Houston, Texas, is a national commercial development firm founded in 1978. As a member of the Transwestern family of companies, the firm capitalizes on the market insights and operational expertise of its affiliates, which include a

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diversified real estate services firm with **34 U.S. offices and 2100 associates** and serves occupier clients in an additional 181 cities in 40 countries around the globe through its alliance with BNP Paribas real estate.

**In addition to its global reach, for the last 10 consecutive years, the Environmental Protection Agency has honored Transwestern through its ENERGY STAR® Partner of the year program for continued leadership in sustainability practices and reducing overall energy consumption at its managed properties.**

**Transwestern currently has \$1.5 billion in project construction underway with an additional \$3.5 billion in the near term pipeline.**

Transwestern Development Company has regional offices in Atlanta, Boston, Chicago, Dallas, Denver, Houston and Washington, DC.

As development lead for office and retail on the Brookhaven/Oglethorpe University MARTA Station Transit Oriented development, the Atlanta team would utilize over 30 years of development experience in all commercial asset types, including multifamily, office and retail.

The lead contact from the Transwestern - Atlanta office is Trent Germano:



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Vantage Realty Partners, LLC is a full service commercial real estate company that has earned the reputation of being one of the most respected restaurant and retail firms in Atlanta, especially in urban, mixed-use planning where chef-driven restaurants and meaningful retail are desired. **Vantage is dedicated to the systematic renewal and revitalization of Atlanta's intown neighborhoods as part of a well-conceived and thoughtful plan.**

Vantage has a profound appreciation for the historic buildings, neighborhoods and residents whose culture has shaped their communities. Paramount to the onset of a new project, Vantage strives to create a seamless collaboration between the developers and the neighborhood to make certain the finished product and the tenants are in concert with the identity and needs of the community. Ultimately, the goal is to positively shape the living environment for today and for the future.



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In December 1955, the Housing Authority of DeKalb County was established in accordance with state and federal law. The Housing Authority of DeKalb County operates a wide variety of programs that are designed to provide housing solutions to DeKalb County residents, and promote community and economic development. The programs administered include: Public Housing, the Housing Choice Voucher Program, Affordable Housing, Multi-Family Tax Exempt Bonds, HOME Investment Partnerships (administered on behalf of DeKalb County), and the Homeownership Program.



The DeKalb County Housing Authority is a committed partner in the community's effort to revitalize neighborhoods and foster economic development, as well as to provide quality, affordable housing. Although affordable housing is its primary mission, the Authority knows that housing cannot function in an environment that is not viable, nor can clients reach their full potential if a community's economic condition does not continue to improve.



As the largest affordable housing provider in the County, the Housing Authority of DeKalb County (HADC) is in a unique position to address the housing needs of low and middle income residents. The Housing Authority has more than 50 years of experience working with federal funds, partnering with strategic private and public entities, and delivering housing opportunities, as well as critical support services, to the residents of DeKalb County.



The Housing Development Corporation of DeKalb (HDCD) is a not-for-profit organization created in 1988 in response to the shortage of affordable housing opportunities for persons of low-to-moderate income in DeKalb County and the State of Georgia. An affiliate of Housing Authority of DeKalb County (HADC), the HDCC offers programs that provide affordable housing solutions to DeKalb County and Georgia residents.



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## COOPER CARRY

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Cooper Carry is a national firm offering architecture, environmental graphic design, interior design, landscape architecture, planning and sustainability consulting services. The firm's specialty practice groups include specialists in corporate, government, higher education, hospitality, K-12 education, mixed-use, office, residential, retail, science + technology and transit projects. A multidisciplinary approach allows the firm to integrate specialized knowledge to create Connective Architecture: connecting ideas and people to the places they work, relax, live and learn.

**Founded in 1960, Cooper Carry has offices in Atlanta, GA, New York, and Washington, DC, with projects around the world.**

Cooper Carry's Mixed-Use Specialty Practice Group designs complex retail, office and residential buildings and spaces which skillfully integrate a diverse form and function into a unified, connected whole. It creates imaginative compositions within and among multi-use buildings which when combined together can positively enhance value. Through this process, the firm strives to enrich the lives of those who interact with the buildings.

**As thought leaders in the innovative world of mixed-use design, their studio has completed more than 100 multi-use projects, including transit-oriented developments, town centers and village cores, within more than 35 urban districts representing over 30 million square feet of built space.**

The firm's mixed-use projects are known for the thoughtful design of streets, plazas, parks and informal community spaces – all striving to connect people and neighborhoods together through a system of carefully arranged links among the disparate parts of a complex commercial and residential environment.

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(DBE)

Founded in 1996, S. L. King & Associates, Inc. (SLKA) has been recognized as a premier provider of consulting engineering in the Southeast. The firm is headquartered in Atlanta, Georgia with branch offices throughout the U.S.

**SLKA is a certified Minority Business Enterprise (MBE), certified Small Business Enterprise (SBE), and a certified Disadvantaged Business Enterprise (DBE).**

The firm takes pride in delivering high quality engineering services on time and within budget, a significant aspect of which has resulted in repeat business with more than 90 percent from current clients. **SLKA has built a legacy of project excellence for clients in the public and private sector, including municipal, state and federal agencies, transit authorities, engineers and architects.**



At SLKA, their transportation engineers have devised cost-effective, accepted transportation solutions for state agencies, municipal authorities, and vehicle manufacturers. The firm's portfolio includes design, build, operation, and maintenance services in mass transit systems and stations, traffic engineering, highway and bridge inspection, and state ports. The company is a dedicated long-term support provider for electrical lighting, inspection, testing, and maintenance operations, providing innovative solutions for any bus, rapid transit, light rail, or people mover systems.

The firm is a recognized leader in modern rail engineering. Their transportation professionals have worked with major transit systems throughout North America and have a proven record of delivering innovative solutions to clients. Their portfolio includes extensive experience across various segments of the rail market, from intermodal transit projects to heavy and light rail commuter systems.

They also provide mechanical, electrical, plumbing, and fire protection design engineering for multi-modal stations and rail and vehicle maintenance facilities.





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## Project Management Experience



IntegralGude Program Management (IGPM), is an Atlanta based provider of full-service construction program management and planning services that provides qualified, capable professionals on an as needed basis. IntegralGude, LLC is an entity created by the affiliation of Gude Management Group and The Integral Group. Gude Management Group provides Construction Program Management and Planning Services to a southeast market. Integral is a vertically integrated Real Estate and Public- Private Partnership Development, Program Management, Construction and Facility Operations & Maintenance Company. Integral has operations throughout the Mid-Atlantic and Southeast United States, Denver, the Bay Area , Africa and the Carribean. **IntegralGude has experience delivering large scale capital programs and projects encompassing Buildings, Infrastructure and Utilities with specific project types including:**



- Road and Bridge Projects
- Transit Systems and Facilities
- Schools and Public Buildings
- Airports, Seaports and Logistics
- Water & Sewer Projects, Pipeline and Utility Infrastructure
- Housing and Community Development Projects
- Civic and Cultural
- Healthcare
- Commercial and Retail



At IntegralGude we cover all phases of the development process from inception to completion. We integrate clients' project requirements into a standardized project delivery system to provide concise control for the entire life cycle. We provide qualified, capable professionals on an as needed basis.



- Comprehensive Program and Project Management
- Leased Worker Services
- Construction Management
- Procurement Management
- Planning
- Design Management, Peer and Quality Assurance
- Budgeting, Estimating and Value Engineering
- Comprehensive Program and Project Scheduling
- Claims Avoidance, Mitigation and Resolution
- Sustainable LEED and Green Building Strategy
- Technology Program Management
- Commissioning
- Quality and Safety Program Development and Management

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Project  
Management  
Experience



**BROOKHAVEN  
CITY CENTER  
PARTNERS**

A Master Developer Joint Venture

**T TRANSWESTERN®**



Transwestern Development Management services begin in the conceptualization phase of a project and continue, uninterrupted, through final completion and occupancy of the property, freeing our clients to focus their attention on strategic initiatives that we will ultimately streamline and execute. Our dedicated team of experienced industry professionals provides clients and property owners with a superior level of service and commitment. Our Development Management Services team has experience in developing complex infrastructures and significant experience working in and around transit stations.

Transwestern provides a full range of development management services that are specifically tailored to the individual needs of our clients, including:

- Master plan validation
- Market evaluation
- Feasibility analysis
- Preliminary budgeting
- Architect and consultant selection
- Design oversight
- Contractor selection
- Contract negotiation and administration
- Pre-construction coordination
- Bid package preparation
- Construction oversight
- Quality and cost control
- Value engineering services
- Schedule and cost analysis
- Project close-out services
- Occupancy coordination