

# Gilbane Development Company

## Overview and Qualifications



**Gilbane**





## About Gilbane

### Gilbane, Inc.

Gilbane, Inc. is one of the largest privately held, family-owned construction and real estate development firms in the industry. As the parent company of both Gilbane Development Company and Gilbane Building Company, we strive to bring our core values, expertise and integrated client-focused team approach to each of our projects throughout North America and internationally, operating out of more than 45 office locations worldwide.

Unlike external shareholder pressure that many of our publicly-owned competitors face, we are one of the few remaining privately held U.S. headquartered firms with solid financial footing and long-term stable management.

Founded in  
**1870** over 150 years of  
family-owned values

Over  
**75%** of our work is  
from repeat clients

Family owned and  
**6** operated for  
generations

### Gilbane Development Company

Gilbane Development Company is the real estate development, investment, and property management arm of Gilbane, Inc. Gilbane Development has developed a wide range of real estate projects across multiple markets throughout the United States. We utilize our experience in finance, project management, alternative transaction structures, marketing, and project delivery structures to develop award-winning projects and communities. Completed projects incorporate every aspect of real estate including: multifamily (affordable, student housing, market rate), residential communities, mixed-used developments, garage/parking areas, corporate headquarters, healthcare facilities, operational | data | distribution centers, R&D | manufacturing facilities, and many types of facilities delivered through public-private partnerships.

**25,000+** residential units  
developed/underway

Over  
**8.5+ billion** in total development

### Gilbane Building Company

Gilbane Building Company is a global, comprehensive construction and facilities-related solutions firm. Building upon the success and proven track record of more than 150 years of experience, Gilbane is recognized as an industry leader that delivers innovative building solutions – from state-of-the-art sustainable buildings to the latest applications in construction methods and technology. Operating 45+ offices worldwide, our 3,100+ multidisciplinary professionals are capable of executing multiple, geographically dispersed projects, performing over 500 concurrent projects – each adhering to Gilbane's commitment to safety and quality with a determined effort to exceed our clients' expectations.



# Gilbane Development Company Portfolio

Our multi-disciplinary team of experts has successfully executed and delivered a wide range of real estate projects—on budget and on time—while creating the greatest possible value for the investment.

We've been creating and implementing successful real estate programs for public, private and non-profit clients throughout the United States for four decades. Our experienced team members and extensive track record allow us to identify, recommend and execute the most appropriate financing, development and management solutions to meet your unique objectives.

## Our experience covers a wide range of projects, including:

- › Affordable housing
- › Innovative public-private partnerships (P3s)
- › Student housing
- › Award-winning residential and multifamily communities
- › Corporate headquarters and office buildings
- › Thriving mixed-use developments
- › Distribution and manufacturing centers
- › Schools, healthcare and other public facilities



1 Arista - Chandler, AZ 2 San Juan Passage - Anacortes, WA 3 30 East - Chicago, IL 4 College Town - Rochester, NY 5 Delta Towers - Washington, DC  
6 Department of Veterans Affairs Outpatient Clinic - Parma, OH



Gilbane Development Company





## Mixed-Use/Multifamily

Gilbane Development Company has proven expertise in creating dynamic living and mixed-use environments. Notable projects include the \$92 million College Town in Rochester, NY, featuring 14 acres of retail, office space, hotel, apartments, and parking garage; and, Hill Farms in Madison, WI, a new 600,000-square-foot State Office Building and 1,700-car parking garage plus a Phase II 14-acre parcel called Madison Yards, which is being developed as mixed-use hotel, shopping, entertainment, and rental apartments.



1 Hill Farms (office) and Madison Yards (mixed-use) - Madison, WI 2 Surfside Narragansett - Narragansett, RI 3 Altus and The York at Towson Row - Towson, MD 4 Almeria at Ocotillo - Chandler, AZ 5 Atworth - College Park, MD

*"I commend...Gilbane Development for their tremendous effort in bringing this project to fruition. With College Town, we are harnessing the economic development might of Rochester's largest employer to turn 14 acres of dilapidated land into a showcase of shops, restaurants, offices, apartments...College Town is now one of the City's largest redevelopment projects, creating over 900 construction jobs, and 320 permanent jobs."*

U.S. Senator Charles Schumer



# Gilbane's Public-Private Partnership Group

Gilbane's Public-Private Partnership (P3) Group specializes in implementing innovative real estate and financial solutions for a multitude of entities and institutions throughout the United States. As a developer/investor, builder, and asset manager, our "one company" approach harnesses Gilbane's extensive experience in planning and design, real estate development, finance (taxable and tax-exempt), design-build and construction management, and, on certain projects, operations/maintenance to provide a fully integrated solution under one entity.

Our flexible, customized, turnkey solutions integrate our clients throughout the process, reduce project delivery time frames, and lower capital/occupancy costs to ensure value is maximized for all stakeholders.

Completed or have underway more than **40** Public-Private Partnership projects totaling over **\$4B**



1 State of Wisconsin Hill Farms State Office Building - Madison, WI 2 Eastern Michigan University Student Housing Facilities (part of the University's "Welcome Home 2025 Plan") - Ypsilanti, MI  
3 U.S. Department of Veterans Affairs Health Care Center - Greenville, NC 4 Prince George's County Public Schools - Maryland

## Notable P3 Clients

- › Prince George's County Public Schools, Maryland
- › Eastern Michigan University
- › State of Wisconsin
- › University of South Carolina
- › Texas Department of Transportation
- › George Mason University
- › United States Department of Veterans Affairs
- › The School District of Philadelphia
- › Howard University
- › Rhode Island School of Design
- › Texas A&M University
- › University of Rochester



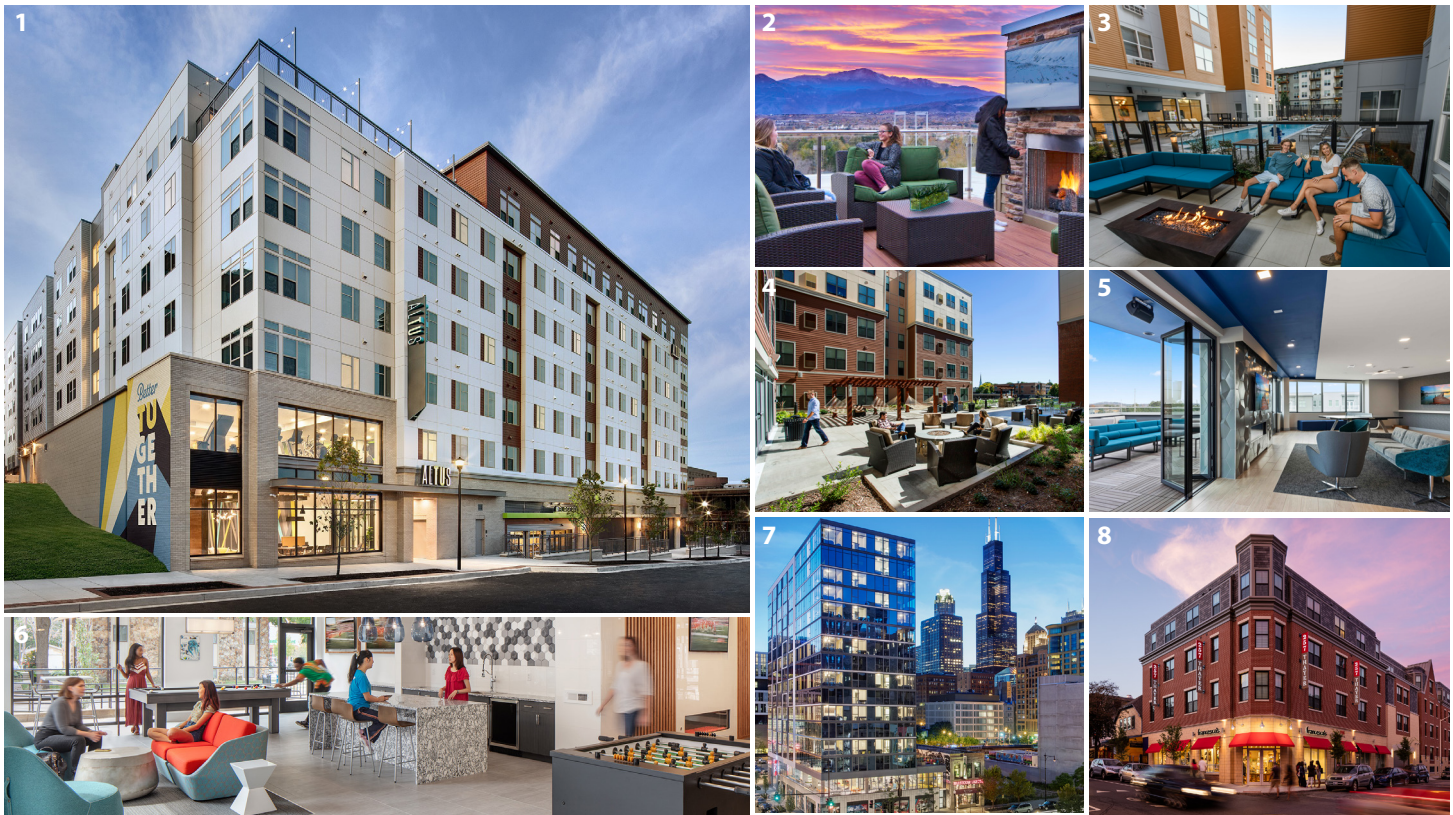


Apollo - Tempe, AZ  
 Student Housing Business Innovator Award for Best Packaging and Offering of Amenities 2021

# The Next Level of Student Housing

Gilbane Development Company, through its trademarked “Next Level of Student Housing,” has successfully delivered or has currently in development over 20,000 beds of student housing.

This approach to delivering an integrated University living experience and providing a greater sense of community evolved out of our broad experience in developing a wide variety of residential projects. We took those “lessons learned” in cost effective project delivery, creative financing and innovative transaction structures and delivering “what the student wanted and most valued” to develop The Next Level of Student Housing®.



1 Altus - Towson, MD 2 West Edge - Colorado Springs, CO 3 Sierra - Corvallis, OR 4 23Twenty Lincoln - Ames, IA 5 Bixby - Kennesaw, GA 6 Octave - Champaign, IL  
 7 30 East - Chicago, IL 8 257 Thayer - Providence, RI

**20,000+** beds developed/  
 underway

**TOP 10** most active student  
 housing developer  
 Student Housing Business, April 2022



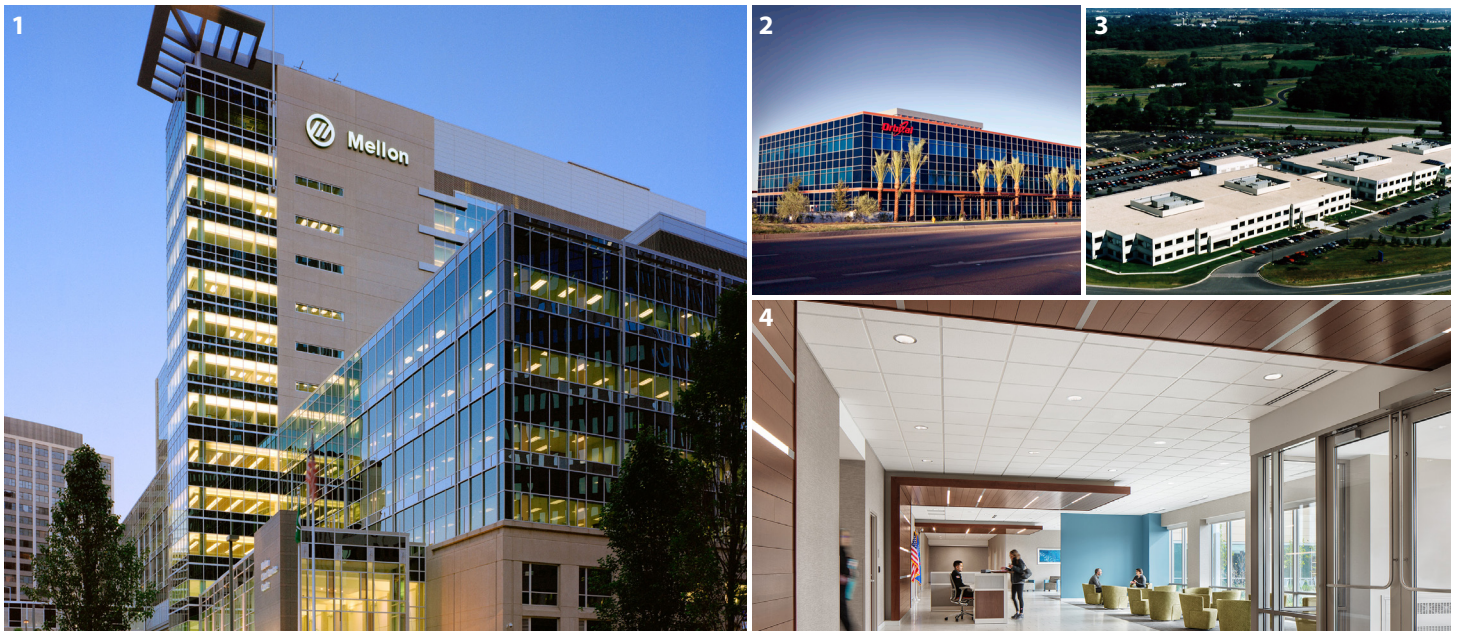


Pentagon Federal Credit Union - Tysons Overlook, VA

## Corporate/Build-to-Suit

Gilbane Development Company has successfully completed millions of square feet of projects on time and on budget. No project is too complex. Gilbane has demonstrated expertise in handling the difficult jobs – ones that require environmental remediation, managing multifaceted regulatory issues, or structuring complex financial solutions.

As a single source of delivery, our skilled development and construction professionals have a unique track record of completing high-quality projects throughout the country.



1 BNY Mellon - Pittsburgh, PA and Everett, MA 2 Orbital Sciences - Chandler, AZ 3 First Data Merchant Services - Hagerstown, MD 4 Hill Farms State Office Building - Madison, WI

*"I highly recommend Gilbane Development Company. One of, if not the best customer service of any development company that I have worked with."*

Kenneth A. Smith, Orbital Sciences Corporation



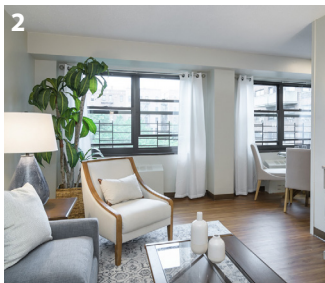


Delta Towers - Washington, DC

## Affordable Housing

At Gilbane Development Company, we're focused on developing housing options for everyone. Making this vision a reality requires timely, appropriate, community-driven, and cost effective solutions.

Our experienced development team is highly skilled in community development and engaging local stakeholders. We understand how to assemble and close complex public-private financing structures, utilizing affordable housing tax credits as well as other federal, state, and local programs to bring opportunities to working-class families, young people, seniors, and the underserved.



1 Livingston Place at Southern - Washington, DC 2 Twin Parks West (Rental Assistance Demonstration) - The Bronx, NY 3 The Peninsula - The Bronx, NY 4 Todd A. Lee Senior Residences at Kennedy Street - Washington, DC 5 The Grove at Parkside - Washington, DC

**7,500+** affordable units developed/underway in **6** cities

**top 50** developer of affordable housing  
Affordable Housing Finance





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Founded in 1870, Gilbane is a privately held, family-owned company.

Providence, RI  
Arlington, VA  
New York, NY  
Chicago, IL  
Philadelphia, PA  
Boca Raton, FL  
Austin, TX

